

PTC'26

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Optimizing Colocation: Search. Compare. Buy Smarter.

Lightening Talk: *AI-Enabled Sourcing*

Sean McCarthy

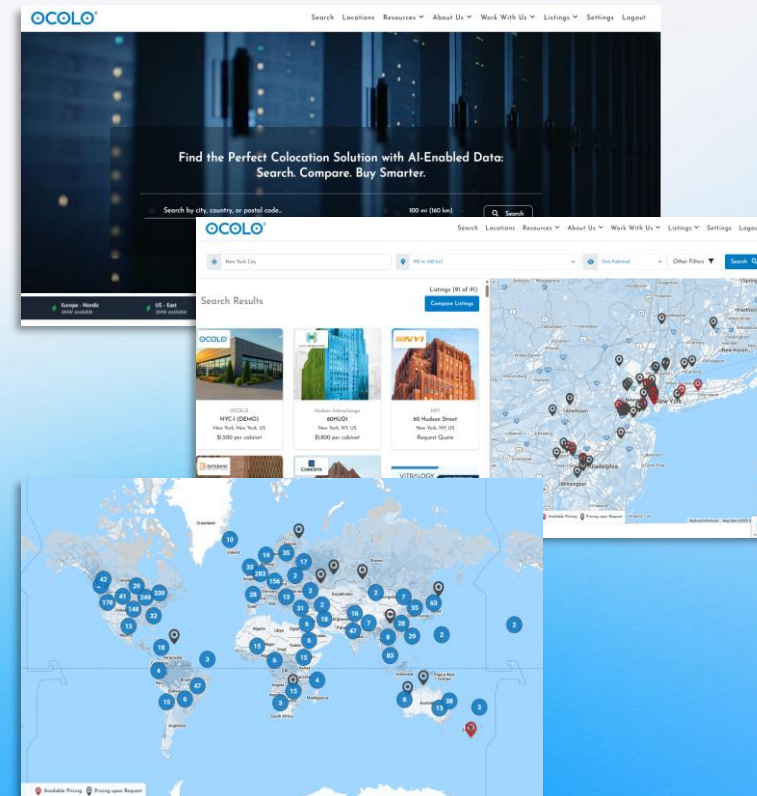
OCOLO | Platform

Your Source for Global Data Center Colocation Services



Welcome to OCOLO!

- 🕒 Team of **industry veterans**
- 🕒 Recognized a need to **automate** and **streamline** the colocation procurement process
- 🕒 Our industry is **data rich**, but **information poor** in many respects
- 🕒 Enterprise IT Buyers **want easy access to information** related to data center colocation services
- 🕒 Service Providers benefit from **extended reach** and greater visibility to their product portfolios – optimizing go-to-market strategy
- 🕒 OCOLO creates a **marketplace** for bringing benefits to both IT Professionals and Service Providers



OCOLO | Our Framework

Expansive Partner Audience



Direct Relationships

Goal: Strengthen recurring revenue and data quality by engaging frequent infrastructure buyers.

Targets:

- OEMs / Technology Vendors
- Enterprise Buyers
- Emerging AI Enterprises



Procurement Efficiencies Candidates

Goal: Bring automation, efficiencies and expertise to Colocation Procurement processes.

Targets:

- Telecom Carriers
- Hyperscalers (edge & non-core deployments)
- Regional/Edge Providers

Consultative & Integrator Partners

Goal: Leverage channel partners who influence buying decisions and can amplify OCOLO's presence with AI Transformation initiatives.

Targets:

- Infrastructure OEMs
- Consulting / Engineering / Design Firms
- Investment Advisors / Brokers
- AI Integrators

Referral & Ecosystem Relationships

Goal: Build a distributed sales and awareness network through reciprocal referrals, incentives and brand alignment.

Targets:

- Industry Networks
- Training / Education / Media
- Tooling & SaaS Ecosystems

OCOLO | Our Network

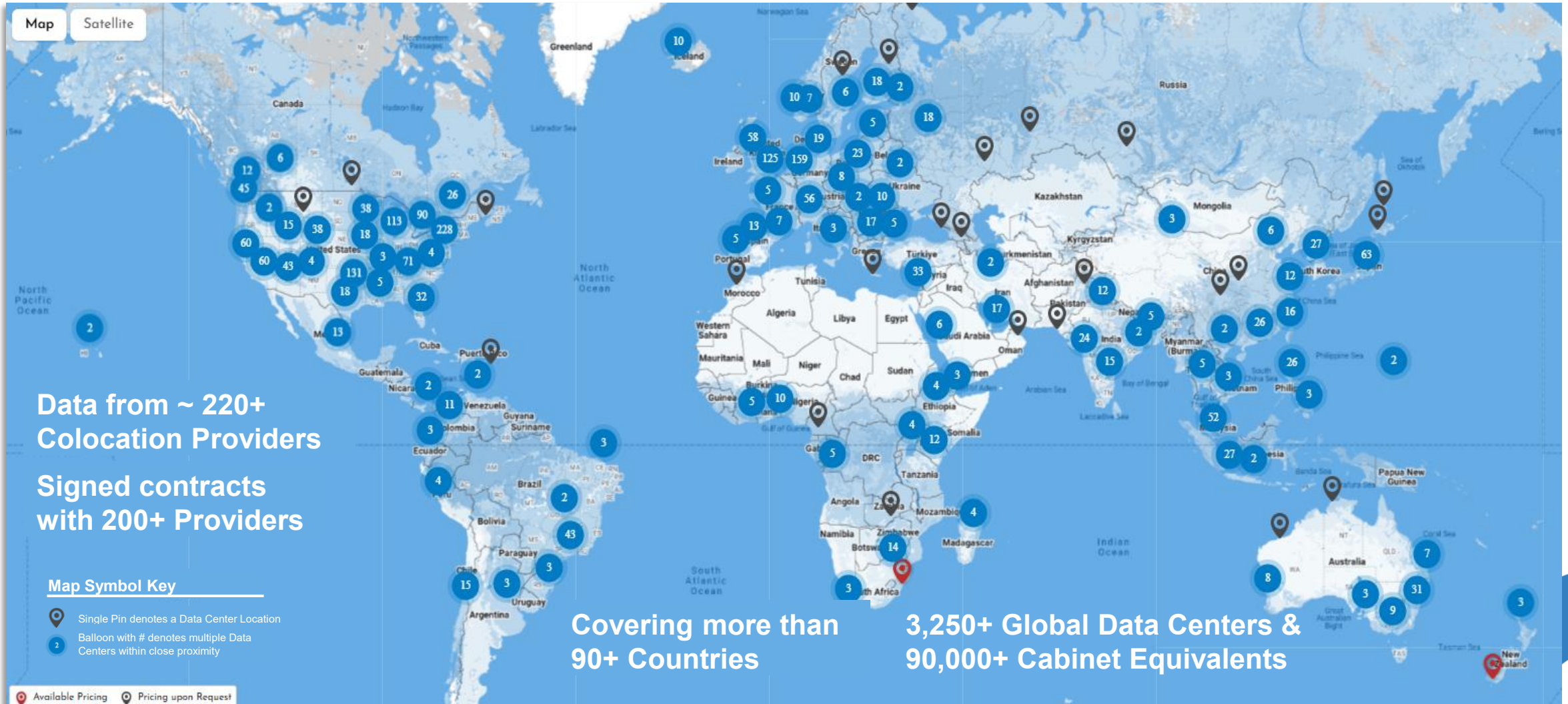


Service Provider Participants

220+ Service Providers
Continuously expanding to new markets

OCOLO | Our Reach

Coverage Spanning the Globe



OCOLO | Our Data

All the data, finally in one place

Searching for Colocation Services is antiquated -- slow, manual, and cumbersome. OCOLO accelerates sourcing colocation services by enabling access to structured, searchable, transparent, and consolidated data in one place.

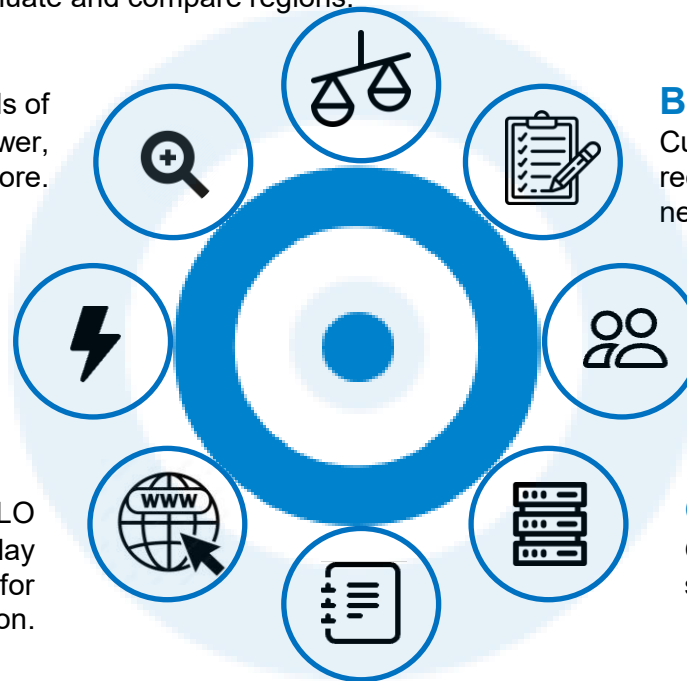


Compare Data Center Markets – Access global market data such as; power pricing, megawatt capacity, AI-enabled facilities, and other industry benchmarks to evaluate and compare regions.

Search Colocation Sites – Filter hundreds of providers and thousands of sites by power, certifications, rack density, and more.

Megawatt Capacity – Collect and consolidate current and planned megawatt capacity to facilitate large scale sourcing.

Fiber & Network Paths – OCOLO is partnered with Connectbase to display network fiber infrastructure routes for each data center location.



Bid My Project and Qualify Leads – Customers can submit and manage colocation project requirements to receive qualified bids from our network of providers.

Partner Company Recommendations – OCOLO has relationships with many data center adjacent providers to recommend a full spectrum of services ranging from connectivity, physical hardware, managed services, migration services, construction, legal services, etc.

GPU Marketplace – Discover available GPU-as-a-Service providers as AI workloads shift demand from space to compute.

AI-Enabled Contract Benchmarking – Compare MSA terms across the industry using our structured dataset of real agreements.

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