

## CASE STUDY

### GLOBAL DATA CENTER CLOSURE

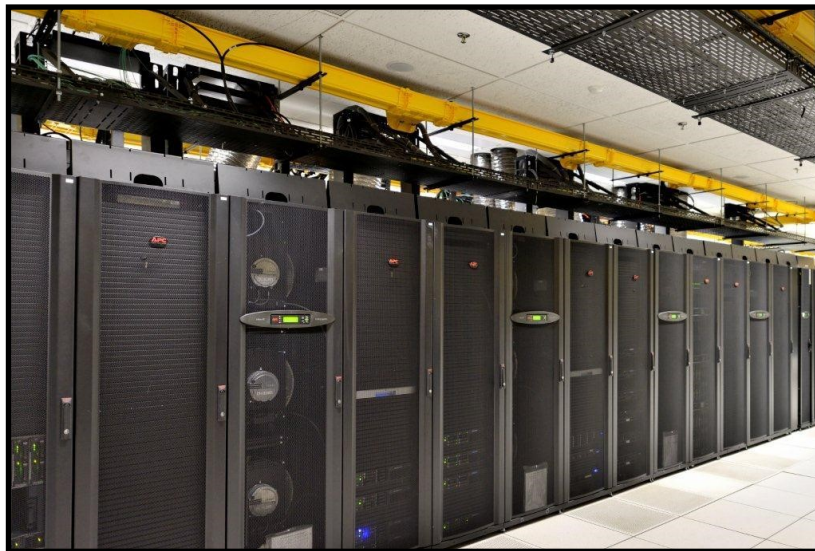
Case Study: Global Data Center Closure in 60 Days

**Situation:** A major software company needed to close 49 data centers located around the world in 60 days with very little notice.

**Background:** The security software company recently acquired another large software maker. Part of the acquisition was to absorb many of the data centers owned by the acquired company. After the acquisition was complete, they learned that the leases in 49 data centers in Europe, Asia, North America, Australia, and the Middle East were set to expire in 2 months. They had limited site information but had to be out of the Colo facilities in order to avoid penalties.

**Assessment:** Brass Valley was engaged to coordinate the data center closures. We developed a comprehensive plan to close data centers based on their lease expiration and estimated equipment value. We coordinated the deinstallation activities as well as data destruction, recycling, and resale of all the equipment.

**Result:** Brass Valley was able to complete the project in time and under budget. In addition, because of the residual value in the equipment, we were able to return \$1.2M to the customer at the completion of the project



**Quote:**

“We were really up against a tight schedule and because of Brass Valley’s flexibility and responsiveness, our project was an unmitigated success,” Vice President of Global Operations.

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