CANADIAN
DATA CENTRE HOSTING &
INFRASTRUCTURE CLOUD SERVICES
MARKET REPORT

2016 EDITION

NBI / MICHAEL SONE ASSOCIATES INC.

www.nbicanada.com

CANADIAN DATA CENTRE HOSTING & INFRASTRUCTURE CLOUD SERVICES MARKET REPORT, 2016 EDITION

TABLE OF CONTENTS

> ## CANADIAN DATA CENTRE HOSTING & INFRASTRUCTURE CLOUD SERVICES MARKET REPORT, 2016 EDITION

TABLE OF CONTENTS (cont'd)

LIST OF EXHIBITS

<div style="background-color:#7a8b3a; padding:20px; text-align:center;">

CANADIAN DATA CENTRE HOSTING & INFRASTRUCTURE CLOUD SERVICES MARKET REPORT, 2016 EDITION

</div>

LIST OF EXHIBITS (cont'd)

Exhibit   **Page**

Hosting Service Provider Exhibits

Note: All data centre square footage area numbers in the Exhibits below are shown for each of Total, Administrative, Net Usable, Raised Floor, In-Service and Spare Capacity

> # CANADIAN DATA CENTRE HOSTING & INFRASTRUCTURE CLOUD SERVICES MARKET REPORT, 2016 EDITION

LIST OF EXHIBITS (cont'd)

ABOUT THIS REPORT

The *Canadian Data Centre Hosting & Infrastructure Cloud Services Market Report, 2016 Edition* is NBI/Michael Sone Associates' annual examination of the competitive landscape of the Hosted Data Centre Services market in Canada. At 150 pages and containing 23 exhibits, this report provides a detailed analysis of the development of, and trends driving, the Canadian Data Centre Hosting and Cloud market. Market size and vendor market shares are presented in terms of revenues and size of data centre (overall, raised floor and capacity) for the period 2014 to 2018.

We define the hosting market as out-sourced infrastructure operated in a data centre by a third-party, and segment this market into three areas – colocation, shared hosting and managed hosting. This segmentation is used in the exhibits throughout the report.

A sub-category of managed hosting is called Infrastructure as a Service (IaaS), one form of cloud computing. This is an arrangement whereby a client outsources the IT equipment required to support its operations, including servers, storage and networking, to a service provider. Much like dedicated managed hosting, the IaaS service provider owns the equipment and is responsible for housing, operating and maintaining it. However, most IaaS services usually permit the dynamic scaling of resources according to the customer's needs, and the customer is typically charged on a per-use basis that is metered by one or more parameters reflecting the consumed computing resources. We include coverage of IaaS services offered by major Canadian telecommunications companies in this report.

In-depth profiles of 13 leading hosting service providers active in Canada are provided, examining the company's services, facilities and Canadian hosting revenues. Each profile includes exhibits detailing the company's total and market segment revenues (colocation, shared and managed), segmentation of revenues by vertical market, and quantifies in terms of square footage the data centre operations by raised floor space, in-service floor space and spare capacity in each province where the company operates as of Q4 2016.

Exhibits for the overall market include industry revenues & market shares, revenue by service provider by market segment, data centre floor area by hosting service provider, overall data centre area by province and total industry revenue by vertical segment.

As with all NBI/Michael Sone Associates reports, information has been gathered from primary sources. The information contained in this report is the result of numerous interviews, primarily with the hosting service providers themselves.

Please note that reported revenues represent proceeds from the operation of outsourced infrastructure operated in data centre services by vendors active in the Canadian market. These figures exclude revenues garnered by the profiled providers from services offered outside of Canada as well as consulting and professional services fees (other than what is required to provide service), such as business process outsourcing. Figures are in Canadian dollars unless otherwise noted.

Please also note that in accordance with industry practice, we use the Imperial unit of measure, the square foot, to quantify data centre area. One thousand square feet equals about 93 square meters; a 10,000 square foot data centre is thus about 930 square meters. We also use the units of Watt and VA (Volt-Ampere) interchangeably when discussing data centre power capacities. This implicitly assumes that electrical loads are purely resistive, which may or may not be the case for any specific piece of equipment, system or data centre.

NBI / MICHAEL SONE
ASSOCIATES INC.
www.nbicanada.com