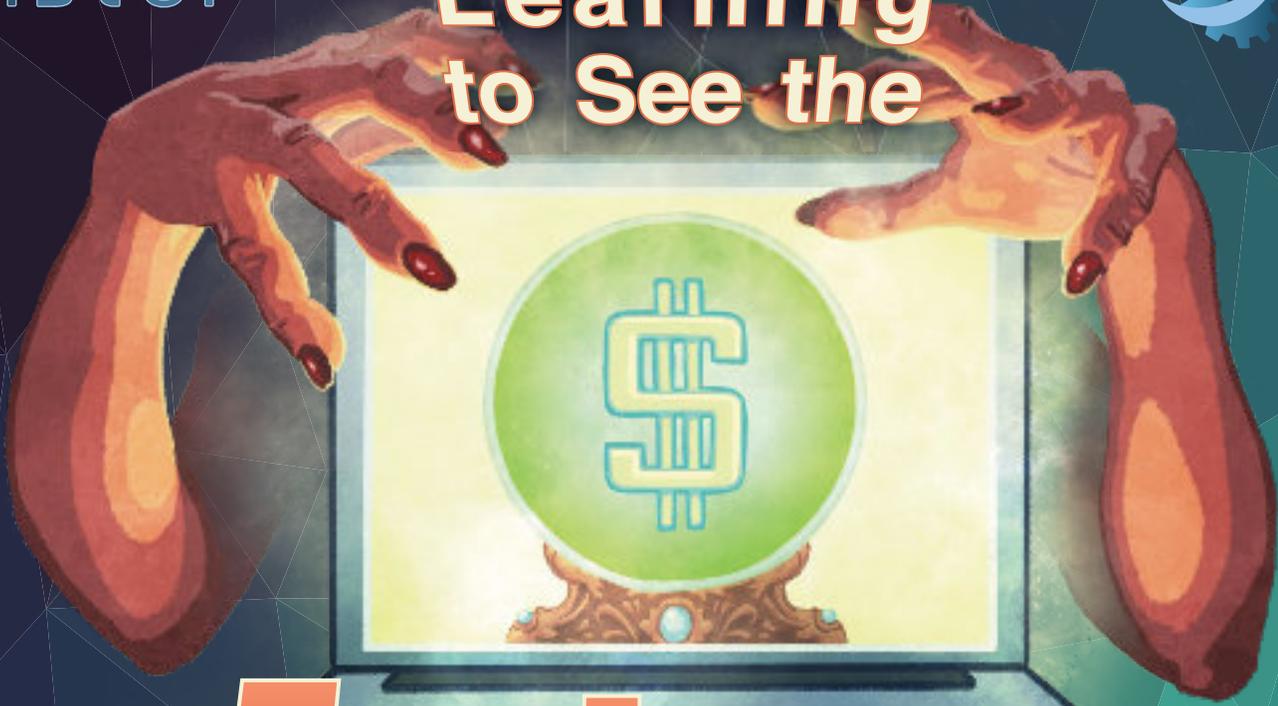


# Learning to See the



# Future

*Predicting Costs With Data Center Fitup's Estimator Tool*

## How It All Began

Nearly everyone has seen the insurance company commercials touting the ability to find a car insurance estimate in 15 minutes or less. Instor's DataCenterFitup.com estimator tool aims to bring this same convenience and simplicity to the Data Center world with quick and easy buildout or fit-up estimates, regardless of how much detail you know about your upcoming project.

A major tech company needed an edge solution with a Primary Point of Presence in Texas. As part of its fit-up, the build required a 20x20 foot cage for a total of 400 square feet in a colocation data center.

## Executive Summary

- A major tech company was looking for a Primary Point of Presence edge solution in a colocation
- The proposed 400 square foot build included a 20x20 cage
- By using DataCenterFitup.com's calculator, the company quickly obtained an estimate
- The 15-minute estimate was within 15 percent of the actual final cost

**Try the Estimator Tool Now At**

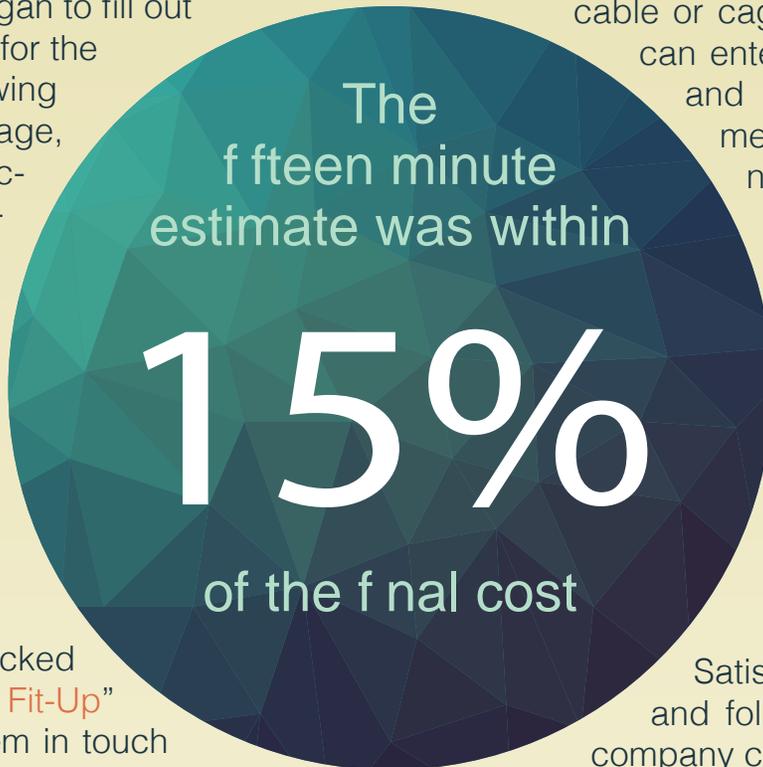
**[datacenterfitup.com](https://datacenterfitup.com)**

# An Optimal Solution

Having heard about Instor's DataCenterFit-up.com tool, the company navigated to the estimator tool and began to fill out the basic information for the proposed build. Knowing the cabinet, power, cage, containment and structured cabling requirements, the company answered a few questions over the span of just a few minutes. The estimator tool quickly came up with a build estimate around \$112,000.

The company then clicked the "Validate My Fit-Up" button, which put them in touch with an Instor representative. After a brief conversation, the sales rep was able to get the estimate down to \$94,000, or nearly 15 percent less than estimated.

On top of that, a new feature of the tool includes a wizard that allows customers who don't have specific details of their build to still receive an accurate estimate. Even if the customer doesn't know exact power, cable or cage requirements, they can enter the square footage and raw power requirements to receive a stunningly accurate estimate. The wizard will even indicate the quantity of Remote Power Panels that are needed for the build.



## Results

Satisfied with the initial and follow-up estimates, the company chose Instor for its next build, which will help them deliver an edge solution that brings the cloud closer to their customers as they improve bandwidth and speed of deliver to its millions of customers across the globe.

