

01 · PLAN

Data centre site benchmarking, data-driven, not assumed

Selecting a site based on land price or proximity to urban centres is not a strategy. It is an assumption. Our benchmarking service scores and ranks shortlisted sites against quantifiable variables.

WHAT THIS SERVICE COVERS

Most site assessments produce narrative reports. Ours produce scored comparisons with commercial negotiation leverage.

The DC Site Benchmarking service assesses shortlisted land parcels across six criteria: power access and grid capacity, fibre and dark fibre connectivity, latency to target user populations, environmental risk, regulatory and planning fit, and commercial factors including land cost, negotiation leverage, and available government incentives. Each site receives a scored assessment with a narrative rationale for each criterion, a comparative ranking across all shortlisted sites, and specific negotiation points for the site owner or utility provider. The service is unit-priced per site, so clients can scope accurately against a fixed deliverable set without open-ended consultant fees.

Unit-priced per site

Data-driven scoring across 6 criteria

Commercial negotiation points included

WHAT WE DELIVER

Deliverables from this engagement

01

Location SWOT per Site

Structured strengths, weaknesses, opportunities, and threats assessment for each site, covering all six criteria with supporting evidence.

02

Benchmarking Scorecard

Comparative scoring matrix across all shortlisted sites, allowing direct comparison and an overall weighted ranking.

03

Policy & Incentive Mapping

Assessment of applicable government policies, data centre incentive programmes, special economic zones, and grant availability.

04

Commercial Negotiation Points

Evidence-based negotiation points for land price, utility connection costs, and connection timelines, based on comparable transactions.

05

Connectivity Assessment

Fibre carrier availability, dark fibre routes, terrestrial and subsea cable access, and latency modelling to key user population centres.

06

Recommended Site Ranking

Final ranked recommendation with a clear rationale for the top-ranked selection and specific conditions or caveats for each site.

WHY TECHNAVIOUS

What makes our benchmarking output useful, not generic

1 Six-criteria scoring with quantified evidence

Every score is supported by specific data, grid capacity from utility records, fibre routes from carrier databases, environmental risk from mapping data. Not opinions, but verifiable evidence.

2 Commercial negotiation points as a standard deliverable

The most commercially valuable part of the output for most clients, giving the development team specific, evidence-based leverage in land and utility negotiations.

3 Unit-pricing removes cost uncertainty

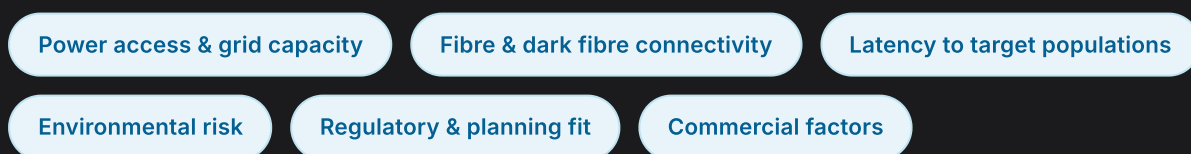
Priced per shortlisted site with a fixed deliverable set. Clients know exactly what they are getting and what it costs before the engagement begins.

HOW WE WORK

Four phases from site list to final recommendation

01	02	03	04
Site list & criteria	Data gathering	Assessment & scoring	Deliverable package
Shortlisted sites confirmed. Client weighting preferences for criteria agreed.	Utility records, carrier databases, planning registers, and environmental mapping accessed per site.	Six-criteria scoring applied to each site with supporting evidence compiled.	Location SWOTs, scorecard, negotiation points, and ranked recommendation delivered.

THE SIX BENCHMARKING CRITERIA



CASE STUDIES

Data centre planning and design work we have delivered

COLOCATION OPERATOR

MEP design for a 4 MW facility with a dual-mode cooling system supporting 6–20 kW rack loads. ETAP and CFD modelling mitigated hotspots and voltage risks before construction.

HYPERSCALE DC OPERATOR

Power density upgrade across 100 live racks, from 6 kVA to 15 kVA, a 150% increase, CFD-validated with zero hot spots and no disruption to tenant operations.

HYPERSCALE DC OPERATOR, TWO SITES

Independent design peer review across two upcoming facilities identified cooling and power distribution gaps, corrected before any rack was powered on.

FREQUENTLY ASKED QUESTIONS

Questions we are regularly asked about site benchmarking

What criteria does the benchmarking scorecard assess?

Grid power capacity and feeder installation timeline, fibre and dark fibre connectivity with latency modelling, environmental risk including flood plain and subsidence, regulatory and planning fit, commercial factors including land cost and incentives, and proximity to key user populations and interconnection facilities.

Can the weighting of criteria be adjusted for our project?

Yes. Client weighting preferences are agreed at scoping. A hyperscaler evaluating an AI campus will weight power capacity and connectivity differently from an MTDC developer targeting enterprise tenants. The scoring model accommodates custom weighting.

Is the service priced per site or as a fixed project fee?

Unit-priced per shortlisted site with a fixed deliverable set per site. Clients agree the site list and scope at scoping, so the total cost is known before work begins. Additional sites can be added mid-engagement at the same unit price.

How does this differ from a desktop study we could do internally?

A desktop study using public data will miss commercially material details. Carrier-confirmed dark fibre routes, utility tariff schedules, actual grid capacity headroom, and comparable land transaction data are not publicly available. We access these from primary sources.

Ready to benchmark your shortlisted sites?

Tell us how many sites you are evaluating and your target capacity, and we will confirm the unit price and deliverable set.

[Talk to us today](#)