

## Data Centre Jobs in Professional Advisory Services

Data centres need professional advisory services just like all other businesses: lawyers, surveyors, planning consultants and auditors. Some of these services, like financial audit, are probably quite similar to those required by other economic sectors, but some are very specialised. For instance, data centre transactions are often unusually large (tens and sometimes hundreds of millions of pounds) and this means that lawyers who can handle the legal aspects of raising the money, acquiring land for the data centre, and then building and operating the data centre are needed. Leasing space to customers is also something where legal advice may be needed, again to ensure that the terms meet expectations and that liabilities are correctly allocated. Data centres are highly technical buildings so the professionals involved need to have detailed knowledge of how they work and what the investors regard as important when they value a data centre business. Similarly, surveyors providing professional services need to understand the nature of technical real estate, locational attributes of data centres, national and local planning policy, electricity supply constraints and local land value fluctuations.



### Sample roles

- Planning/ Development Advisor: Advises on development opportunities and assists with the process of applying for planning permission, including advocacy.
- Technology Lawyer: Advises operators on a range of issues from customer contracts to telecommunications, data protection and buying equipment and services.
- regulatory Lawyer: Advises on regulatory compliance from planning to environmental permitting obligations.
- Investment Advisor: Helps potential investors identify suitable opportunities in the market, comply with new reporting regulations, and avoid pitfalls.
- Other Professional Services: There are lots of data centre advisory roles across other professional disciplines from engineering consultancy to financial services.

### Who is working in professional advisory services?

I'm Mark Bailey and I am a Partner at law firm Charles Russell Speechlys. I provide advice on a variety of technology, infrastructure and commercial contract matters for clients ranging from growing businesses to public authorities, consultants and major suppliers and buyers of IT services.

The subjects I help clients with are surprisingly varied and include software licensing, internet and e-commerce issues, terms and conditions of business, Intellectual Property (IP) protection, research and development and collaboration agreements, software development and licensing.

In the data centre sector, I particularly enjoy using my sector knowledge to work with colleagues in my Corporate, Real Estate and other teams, and with our client's agents, contractors and funders on a deal. It is quite rare to work with such a wide team of other professionals, all of whom have something different to add to the deal.

