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**CUSTOMER
VALUE LEADER**

Maximizing the Price/Performance ROI for Customers

*RECOGNIZED FOR BEST PRACTICES IN THE
EUROPEAN EDGE DATACENTER
SOLUTIONS INDUSTRY*

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Best Practices Criteria for World-class Performance

Frost & Sullivan applies a rigorous analytical process to evaluate multiple nominees for each recognition category before determining the final recognition recipient. The process involves a detailed evaluation of best practices criteria across two dimensions for each nominated company. Oper8 Global Group excels in many of the criteria in the edge datacenter solutions space.

RECOGNITION CRITERIA	
<i>Business Impact</i>	<i>Customer Impact</i>
Financial Performance	Price/Performance Value
Customer Acquisition	Customer Purchase Experience
Operational Efficiency	Customer Ownership Experience
Growth Potential	Customer Service Experience
Human Capital	Brand Equity

Formation of the Edge Datacenter Industry

Widespread artificial intelligence (AI) adoption has significantly increased the requirements and complexity of datacenters. The growing demand for real-time data processing, low latency, and high-performance computing necessitates edge data centers, pushing providers beyond traditional infrastructure towards more sophisticated, scalable, and efficient datacenter solutions. Edge data centers bring computing and storage resources closer to the data source and processing, demanding a fundamentally different design, construction, and operation approach to ensure optimal efficiency, reliability, and performance. They also demand robust security frameworks to defend against advanced cyber threats and real-time data breaches. Edge data centers must be highly flexible to accommodate increasing workloads and evolving technologies while prioritizing sustainability through cutting-edge cooling solutions and renewable energy sources integration to reduce their carbon footprint.

As the demand for edge computing accelerates to enable superior capabilities (e.g., real-time analytics, remote patient monitoring, predictive maintenance, and autonomous systems), enterprises increasingly rely on data center providers to manage their complex infrastructure needs. In such an intensely competitive industry, Frost & Sullivan analysis concludes that providers that are technologically advanced, operationally agile, and capable of delivering innovative and future-ready solutions will be best positioned to adapt to shifting market demands and remain at the forefront of the industry.

Solutions Focused on Maximizing Industry and Customer Impact

As organizations leverage cloud to edge and hybrid service models, Oper8 Global Group stands out as a leading provider of high-performance datacenter and integrated security solutions. The company specializes in designing, delivering, and managing purpose-built edge datacenters, providing server-ready infrastructure optimized for AI, high-performance computing (HPC), and other demanding workloads. With expertise in maximizing power density per rack, Oper8 Global Group ensures reliable, efficient, and scalable data processing for compute-intensive applications. Its comprehensive datacenter portfolio including micro, nano, prefabricated, modular, and HPC datacenters meets diverse business requirements, from deployment timelines and computing power to flexibility and environmental considerations. By integrating advanced cooling, energy-efficient technologies, and robust security, Oper8 Global Group delivers a one-stop solution for modern, future-proof datacenter infrastructure.

“Oper8 Global Group’s holistic focus on edge datacenters’ design and management along with energy-efficient, server-ready facilities, strategically positions the company to meet the rapidly growing demands of the AI market. The company offers a strong value proposition of solutions and services, such as prefabricated designs that enable faster deployment and advanced cooling strategies to maximize efficiency, delivering exceptional value and driving strong global customer acquisition across industries.”

- Nishchal Khorana
Vice President & Global Program Leader,
ICT

In a rapidly evolving digital landscape, Oper8 Global Group offers cutting-edge datacenter solutions, helping enterprises navigate complex computing challenges. With over 30 years of experience, the company aligns its strategy to meet the surging demand for low-latency, high-security computing. Its collaborations with forward-thinking clients have strengthened its value proposition, particularly in HPC solutions for Europe's education and research sectors. Additionally, its expertise in modular and prefabricated datacenters has been refined through work with the Formula One racing industry, where high-performance infrastructure is critical. By staying ahead of market trends and client needs, Frost & Sullivan analysts observe how Oper8 Global Group strengthens its position for next-generation datacenter innovation.

Oper8 Global Group enhances its capabilities through strategic partnerships with leading technology providers such as RF Code, Equinix, Thales, Dell, HPE, Chatsworth, and HiRef.¹ These collaborations facilitate cutting-edge solutions through the latest technologies in datacenter management, cybersecurity, and energy-efficient cooling systems, ensuring that customers benefit from the most advanced and reliable infrastructure. From real-time asset tracking and monitoring that provide enhanced visibility to state-of-the-art cybersecurity measures that protect sensitive data, these partnerships enable Oper8 Global Group to deliver highly scalable, efficient, and secure solutions. Its solutions support diverse environments, from small edge deployments to large-scale datacenters, allowing seamless expansion without major infrastructure overhauls.

¹ <https://oper8global.com/about/partners/>

With power densities ranging from 30 kilowatts (kW) to over 180 kW per IT rack², Oper8 Global Group empowers businesses to scale compute and graphics processing unit workloads for AI, research, and data-intensive applications. Through a collaborative approach, the company ensures its customers benefit from best-in-class technology, expert support, and continuous innovation, helping them succeed in an increasingly digital and data-driven world.

“Oper8 Global Group prioritizes customer success by delivering optimized datacenter solutions, enabling organizations to allocate resources toward innovation and growth in their respective industries. By facilitating lean IT teams, streamlining management, and ensuring scalability, the company focuses on offering cost-effectiveness, operational agility, and long-term resilience.”

- Rubini Kamal
Best Practices Research Analyst

Oper8 Global Group empowers enterprises to focus on their core operations while ensuring their data center and security infrastructure remain reliable, secure, and high-performing, with an end-to-end offering (i.e., datacenter design and construction, custom modular solutions, physical and cybersecurity, remote and edge solutions, and comprehensive management services). Oper8 Global Group’s proprietary Protected Edge[®] approach enhances security by combining physical security (e.g., high-security enclosures and electronic access control) and cybersecurity measures (i.e., data encryption, encryption key management, and certificate lifecycle management). This total protection ensures

regulatory compliance while safeguarding data and infrastructure. Additionally, Oper8 Global Group ensures operational efficiency through advanced power and cooling technologies, optimizing energy use and streamlining management and maintenance. It provides complete monitoring and visibility to deliver performance, uptime, and a holistic snapshot of data center and security solutions, reducing downtime and improving the performance of edge computing environments. Through its Protected Edge[®] solution suite, Oper8 Global Group offers secured and optimized edge computing environments by seamlessly integrating data security, infrastructure, and management tools. These solutions empower organizations with fully integrated, high-security edge computing systems tailored to their operational needs, with high levels of performance and reliability. Oper8 Global Group’s holistic focus on edge datacenters’ design and management along with energy-efficient, server-ready facilities, strategically positions the company to meet the rapidly growing demands of the AI market. The company offers a strong value proposition of solutions and services, such as prefabricated designs that enable faster deployment and advanced cooling strategies to maximize efficiency, delivering exceptional value and driving strong global customer acquisition across industries.

A Customer-centric Approach Driving Enhanced Client Experiences

Oper8 Global Group prioritizes customer success by delivering optimized datacenter solutions, enabling organizations to allocate resources toward innovation and growth in their respective industries. By facilitating lean IT teams, streamlining management, and ensuring scalability, the company focuses on offering cost-effectiveness, operational agility, and long-term resilience. Backed by a highly credentialed team including Uptime Institute Tier Certified Datacenter Designers, ANSI Certified Datacenter Auditors,

² Frost & Sullivan Interview with Oper8 Global Group (February 2025)

and TIA-942 compliance, Oper8 Global Group adheres to many of the highest industry standards. It continuously invests in specialist training, empowering its team to provide expert consultation, seamless implementation, and ongoing support. Additionally, Oper8 Global Group actively collaborates with organizations' IT, facility management, and security teams to ensure its solutions align with their operational needs – all while meeting high levels of performance and reliability.

Oper8 Global Group is committed to sustainability, helping organizations reduce their carbon footprint through energy-efficient and environmentally responsible datacenter solutions. For example, the company helped a globally recognized organization take a major step toward its ambitious goal of achieving net-zero carbon emissions by 2030.³ Leveraging its strong network of technology partners, the datacenter specialist integrator implemented cutting-edge solutions to optimize power and cooling efficiency, reduce overall energy consumption, and enhance sustainability across operations. Oper8 Global Group incorporates innovative cooling strategies (e.g., carbon dioxide chillers, free cooling, and liquid cooling to minimize power usage), thereby addressing one of the biggest energy demands in datacenters. In addition, the company repurposes waste heat (e.g., heated water from the cooling system) for other facility use, reducing environmental impact and lowering operational costs. By integrating these sustainability-driven innovations, Frost & Sullivan appreciates how Oper8 Global Group not only enhances datacenter performance, but also supports organizations in their growing commitment to sustainability.

Oper8 Global Group is a trusted partner to diverse global clients across various industries, including Formula 1's Red Bull Racing, Rolls-Royce, Global Payments, Public Health England, and Intel.⁴ The company also excels in complex and critical sectors such as large hospitals and medical organizations, local and federal law enforcement, airport and transportation infrastructure, critical power and water infrastructure, and leading-edge research institutes. Oper8 Global Group has received positive customer feedback for its ability to navigate challenging projects, deliver rapid turnarounds, and exceed customer expectations with high-quality solutions and deployments. Clients commend its teams' expertise, dedication, and problem-solving approach, highlighting their deep technical knowledge, outstanding results, and exceptional customer service.

³ Ibid.

⁴ Ibid.

Conclusion

Frost & Sullivan analysts conclude that Oper8 Global Group properly incorporates customer-focused strategies and exemplifies best practice implementation. The company delivers comprehensive, cutting-edge solutions tailored to diverse business needs - from deployment timelines and computing power to scalability and environmental considerations. Oper8 Global Group allows organizations to focus on their core operations while ensuring their data center and security infrastructure remain reliable, protected, and high-performing. This overall customer-first approach offers immense value to clients, empowering them to thrive in dynamic markets and enhance the customer experience, enabling Oper8 Global Group to create a strategic advantage in the edge datacenters segment to address AI workloads.

With its strong overall performance, Oper8 Global Group earns the 2025 Frost & Sullivan European Customer Value Leadership Recognition in the edge datacenter solutions industry.

What You Need to Know about the Customer Value Leadership Recognition

Frost & Sullivan's Customer Value Leadership Recognition is its top honor and recognizes the market participant that exemplifies visionary innovation, market-leading performance, and unmatched customer care.

Best Practices Recognition Analysis

For the Customer Value Leadership Recognition, Frost & Sullivan analysts independently evaluated the criteria listed below.

Business Impact

Financial Performance: Strong overall business performance is achieved in terms of revenue, revenue growth, operating margin, and other key financial metrics

Customer Acquisition: Customer-facing processes support efficient and consistent new customer acquisition while enhancing customer retention

Operational Efficiency: Company staff performs assigned tasks productively, quickly, and to a high-quality standard

Growth Potential: Growth is fostered by a strong customer focus that strengthens the brand and reinforces customer loyalty

Human Capital: Leveraging innovative technology characterizes the company culture, which enhances employee morale and retention

Customer Impact

Price/Performance Value: Products or services offer the best ROI and superior value compared to similar market offerings

Customer Purchase Experience: Purchase experience with minimal friction and high transparency assures customers that they are buying the optimal solution to address both their needs and constraints

Customer Ownership Excellence: Products and solutions evolve continuously in sync with the customers' own growth journeys, engendering pride of ownership and enhanced customer experience

Customer Service Experience: Customer service is readily accessible and stress-free, and delivered with high quality, high availability, and fast response time

Brand Equity: Customers perceive the brand positively and exhibit high brand loyalty, which is regularly measured and confirmed through a high Net Promoter Score®

Best Practices Recognition Analytics Methodology

Inspire the World to Support True Leaders

This long-term process spans 12 months, beginning with the prioritization of the sector. It involves a rigorous approach that includes comprehensive scanning and analytics to identify key best practice trends. A dedicated team of analysts, advisors, coaches, and experts collaborates closely, ensuring thorough review and input. The goal is to maximize the company’s long-term value by leveraging unique perspectives to support each Best Practice Recognition and identify meaningful transformation and impact.

STEP		VALUE IMPACT	
		WHAT	WHY
1	Opportunity Universe	Identify Sectors with the Greatest Impact on the Global Economy	Value to Economic Development
2	Transformational Model	Analyze Strategic Imperatives That Drive Transformation	Understand and Create a Winning Strategy
3	Ecosystem	Map Critical Value Chains	Comprehensive Community that Shapes the Sector
4	Growth Generator	Data Foundation That Provides Decision Support System	Spark Opportunities and Accelerate Decision-making
5	Growth Opportunities	Identify Opportunities Generated by Companies	Drive the Transformation of the Industry
6	Frost Radar	Benchmark Companies on Future Growth Potential	Identify Most Powerful Companies to Action
7	Best Practices	Identify Companies Achieving Best Practices in All Critical Perspectives	Inspire the World
8	Companies to Action	Tell Your Story to the World (BICEP*)	Ecosystem Community Supporting Future Success

*Board of Directors, Investors, Customers, Employees, Partners

About Frost & Sullivan

Frost & Sullivan is the Growth Pipeline Company™. We power our clients to a future shaped by growth. Our Growth Pipeline as a Service™ provides the CEO and the CEO's growth team with a continuous and rigorous platform of growth opportunities, ensuring long-term success. To achieve positive outcomes, our team leverages over 60 years of experience, coaching organizations of all types and sizes across 6 continents with our proven best practices. To power your Growth Pipeline future, visit Frost & Sullivan at <http://www.frost.com>.

The Growth Pipeline Generator™

Frost & Sullivan’s proprietary model to systematically create ongoing growth opportunities and strategies for our clients is fuelled by the Innovation Generator™.

[Learn more.](#)

Key Impacts:

- **Growth Pipeline:** Continuous Flow of Growth Opportunities
- **Growth Strategies:** Proven Best Practices
- **Innovation Culture:** Optimized Customer Experience
- **ROI & Margin:** Implementation Excellence
- **Transformational Growth:** Industry Leadership



The Innovation Generator™

Our 6 analytical perspectives are crucial in capturing the broadest range of innovative growth opportunities, most of which occur at the points of these perspectives.

Analytical Perspectives:

- **Megatrend (MT)**
- **Business Model (BM)**
- **Technology (TE)**
- **Industries (IN)**
- **Customer (CU)**
- **Geographies (GE)**

