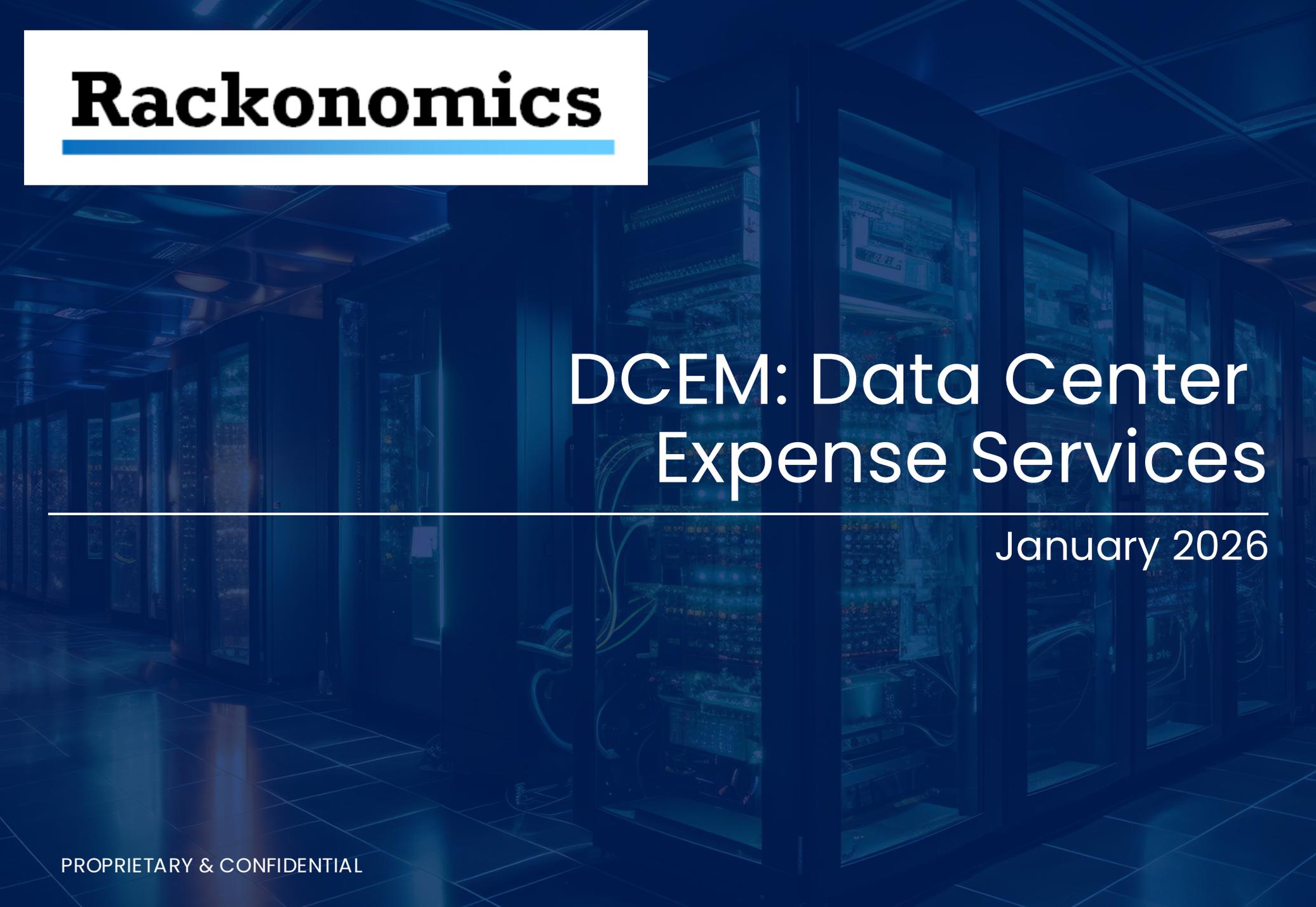


Rackonomics



DCEM: Data Center Expense Services

January 2026

DCES – The Practical

- **We agree on Starting the Data Center Expense Services Program:**
- **Customer Provides**
 - **Inventory and Billing Data for all the Data Center spend in targeted regions**
 - **Access to the Sites >30k in spend to engage in Physical audits**
- **DCES (Sage-Rackonomics) executes**
 - **Virtual Audits all Sites**
 - **DCES will perform AI based mapping to find cost savings in all sites**
 - **Physical Audit:**
 - **DCES Audit team will perform on-site physical audits of the larger sites***

The Result:

- **DCES program will find numerous cost savings opportunities**
 - **commonly in the range of 4-6% of total spend**
- **Sage-Rackonomics retains as its fee 1/3rd of the recognized savings attained by the Customer.**

A fully success-based Win/Win, we don't get paid if you don't save.

*T&E and Daily Technician fee applicable where customer needs to drive the Schedule. T&E can be waived where the DCES program can fully control the schedule.

- The RADAR Engine will ingest a series of Data Sets, which it uses to generate the DCES Reports
- These Data Sets are gathered via a number of sources (*Shown Below*)
- As with most analyses of this nature, the quantity and quality of data is critical to success.

A. Required Data Sets

- 1) Data Center Inventory
- 2) Data Center Bills/Invoices
- 3) Data Center Order Logs
- 4) Customer Inventory Data Sets

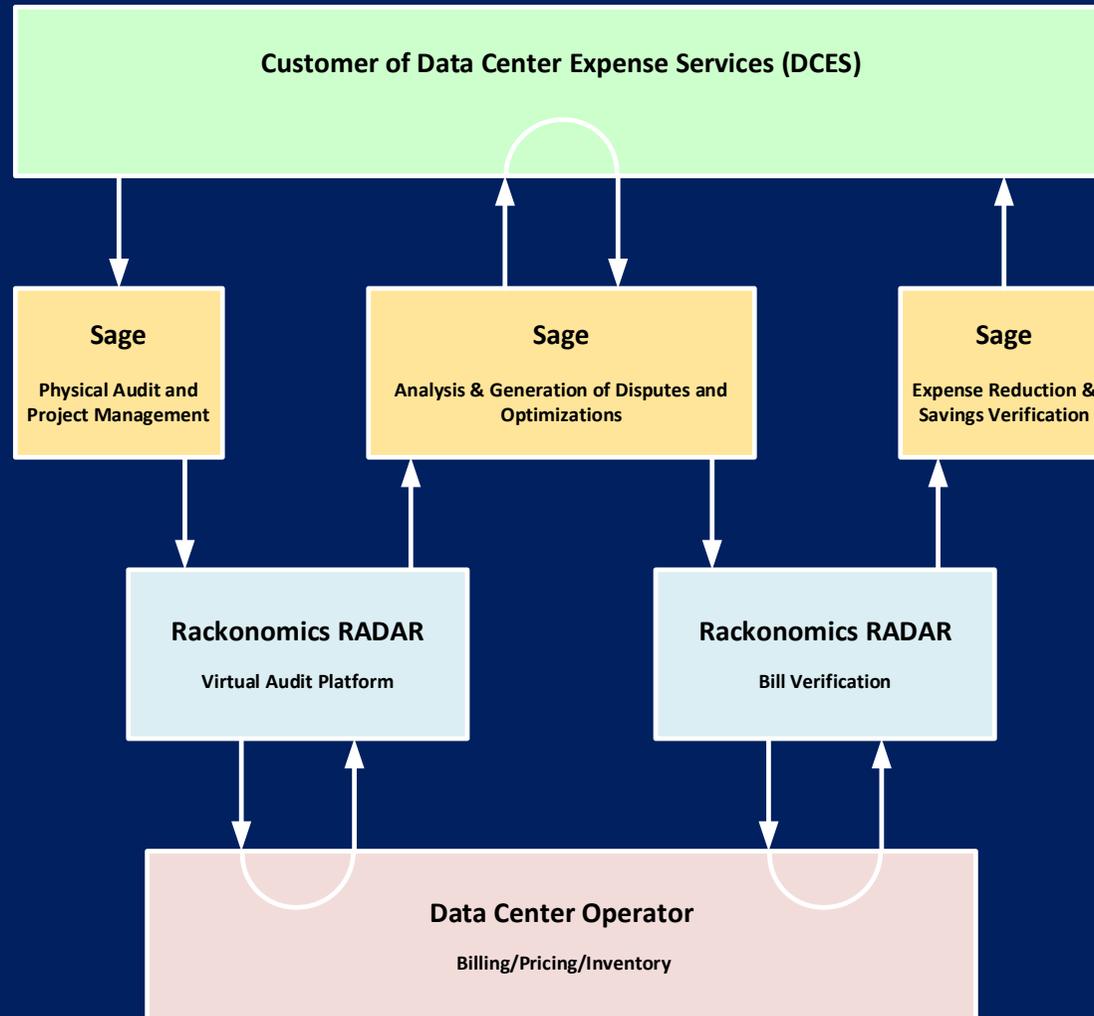
B. Optional Data Sets

1. Price Book (Contracted) Data
2. Contracts (Terms/ETL/Discounts)
3. Purchase Order Logs

C. SAGE On-Site Physical Audit Report (*)

(*)Larger Sites, where applicable

How it Works:



Let's Use a Mid-Sized Carrier as an Example

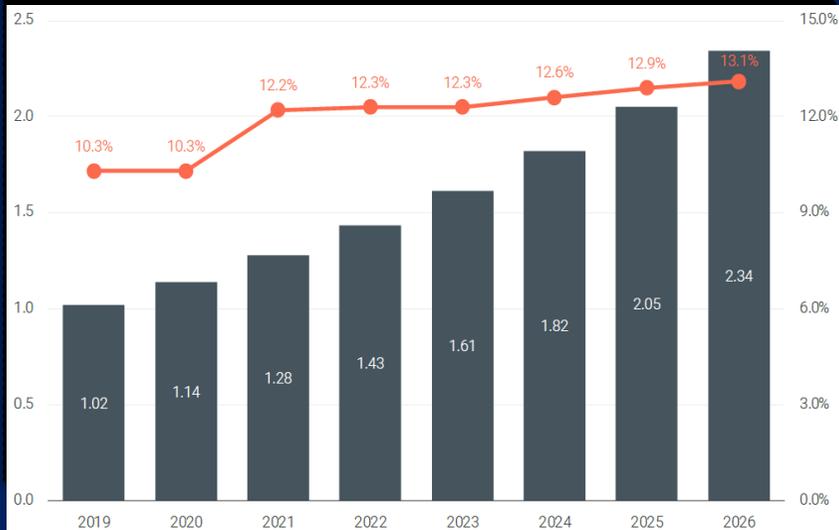
#	Step	Value
1	Look at their Total <u>Annual</u> Spend on DC/POP/COLO services.	US\$ 100M
2	Agree minimum assumed cost improvement opportunity:	4%
3	Agree on a Success based fee for cost improvements:	40%
4	Direct Cash Savings to Customer less Fees:	US\$ 2.4M
5	Upside much higher, cost improvements as high as:	20%
6	Cash Savings as high as....	US\$ 12M

Global Enterprise and Telco Companies have significantly larger Spends.
And Significantly higher error rate potential.

A Target Snapshot: Cross Connects

CROSS CONNECT (XC) = THE CONNECTIONS BETWEEN EQUIPMENT WITH A DATA CENTER

GLOBAL CROSS CONNECT MARKET*



RESULTS

-  **2.0 M** Cross Connects Globally
-  **3%** Minimum Inventory Error Rate**
-  **~\$250** AVG XC Monthly Contract rates
-  **180M** Annualized Charges in Error

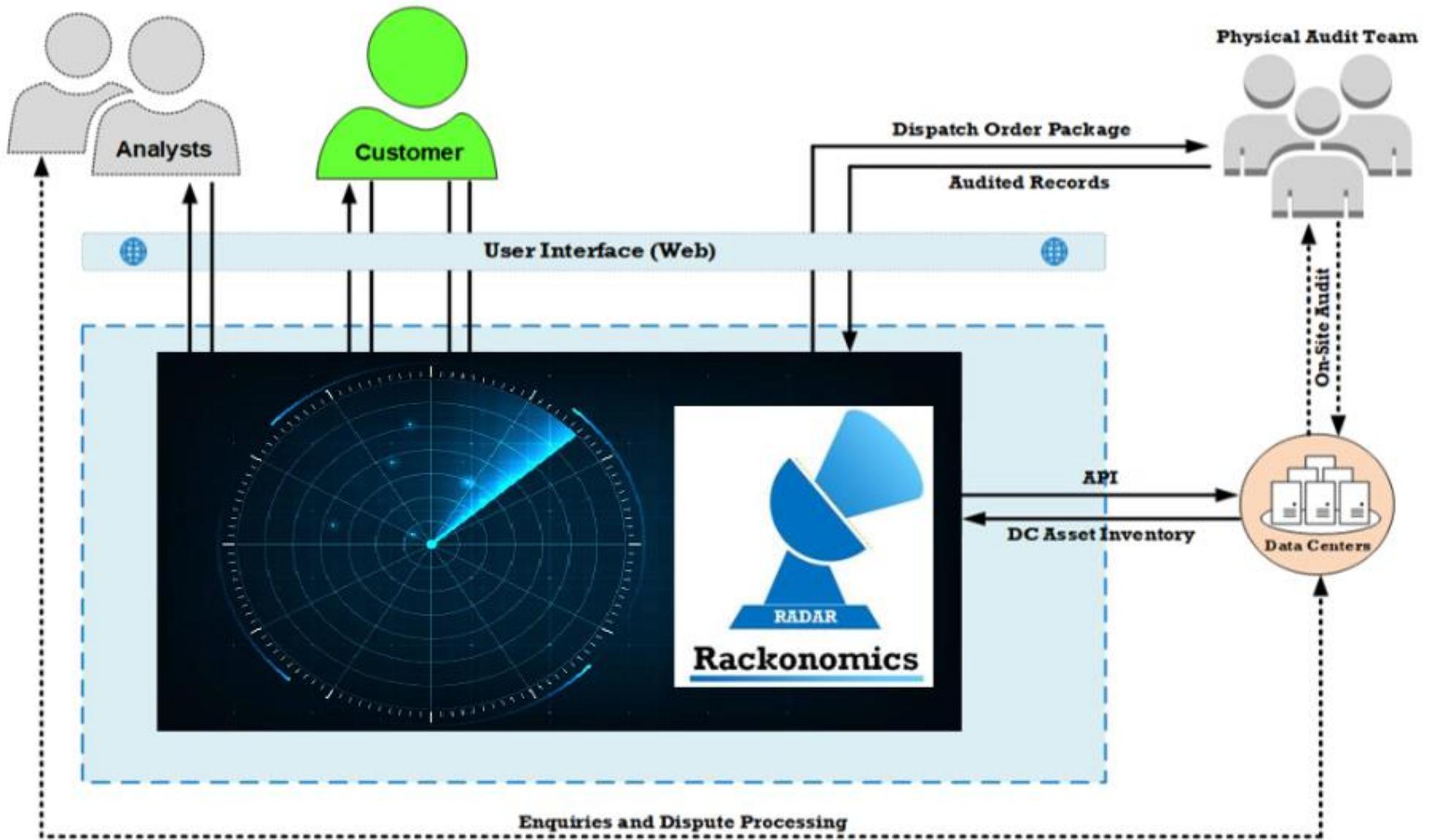
* Source: Structure Research 2022

** Enterprises polled all admitted to minimum of a 3% Error rate that everyone just lives with.

The Ask: Allow Us to

1	Perform Physical Audit of Sites based on our current schedule.
2	Perform soft (Tool Based Audit) of Equinix/DLR/Cyxtera (and other) sites matching inventory to Bill and finding Errors/discrepancies.
3	Execute the Disputes for the Customer @ zero cost to the customer.

→ With a Financial Model where Rackonomics-SAGE allocates a share of the actualized savings as its "Service Fee"



DCAM: Data Center Asset Management Service

DCAM (DC Asset Management) Services Suite Provides:

Asset List – description and labels

Asset Status – Active/Inactive (i.e., drawing power or XConnect carrying signals, etc.)

Asset Tracing – Trace Cross Connections

Revenue Assurance – Compare Active Assets to Billing ^[1]

Proposal Resource Estimates: All are for “ Asset List” only

Manhole / POE: ½ day per Manhole: Typically, would include about 50-100 fiber sheaths

MMR (meet-me-room): 2,000-3,000 active ports per day

Note: For clarity, this is 1,000-1,500 active port pairs

Collocation: 5,000-10,000 sq ft per day

Resource Fees – Per Technician deployed – per day or week

> \$2,500/day up to 4 days

> \$10,000/week for 1-2 weeks

> \$9,000/week for 3+ weeks

[1. Revenue Assurance Pricing – available after Service Suite items 1-3 – as a bespoke pricing solution which includes revenue share and often fixed fees. Each Revenue Assurance program is a unique and the pricing will be developed to meet Customer priorities, account for complexities of BSS, CRMs, and other customer platforms, and ensure an appropriate share of value between the parties.]

Thank You

More Information

Robert Davidson
Founder & CEO

Robert@Rackonomics.ai
+852 9303 4626

Jeff Quinn
Chief Commercial Officer

Jeff.Quinn@sageml.com
+1 708 373 3147