

Dear readers,

on balance, the SCHNABEL Group had a successful 2009. Despite the economic crisis, we have retained our turnover and improved our operating result. Our order books for 2010 are healthy. At the end of 2009, we won new projects from four public universities. Our subsidiary PKA Karnasch has just completed the electrical contract for a new ESPRIT outlet center. We are also active on the international front, planning a Tier III data center for the Dubai Municipality.

In accordance with the guiding principle *"Together we are stronger"*, I have appointed two new colleagues to the board at the beginning of the year. The new structure will bring dynamism to the company and support our growth.

As part of our sales offensive, we wish to have greater presence in the market. Therefore, we shall be participating in 2010 in fairs, specialist lectures and expert seminars in Germany, India and Switzerland.

As the English poet, Gerard Manley Hopkins put it: *"What is spring? Growth in everything"*. We agree, and by the middle of the year, expect to expand to additional locations in Germany and India.

I hope you enjoy reading our flash newsletter!

Yours sincerely
Berthold Birkelbach

Chief Executive Officer
SCHNABEL AG

Mark the date

Please mark **Saturday, 18 September** in your calendar. On that day, I cordially invite you to attend our annual wine festival in Osterspai/Rhine. In 2010, there is a special reason for a big celebration. I am 50 years young this year and look forward to celebrating this jubilee with you. You will receive your personal invitation shortly.

NEWS

Sprit of optimism in the trading center Dubai

SCHNABEL Dubai plans Tier III certified data center for Dubai Municipality

The economy takes an upturn! Contrary to many media reports, there's a new wind of optimism blowing through Dubai in the United Arab Emirates. Now the local municipality entrusted our office in Dubai with the full project design of a state-of-the-art data center. **To read more ...**

Fulda University gives due importance to protection of the environment

SCHNABEL Frankfurt is designing a data center with the highest energy efficiency

Fulda University's data center has aged and is in line for modernisation in the coming year. SCHNABEL AG has been commissioned to plan the modernisations. The challenges in the project are in particular renovating the existing systems, keeping to the tight schedule and combining energy efficiency with economy. **To read more ...**

FU Berlin and the University of Leipzig are investing in data center expansion

SCHNABEL Berlin gets new orders for data center design

SCHNABEL AG in Berlin is continuing its successful collaboration in data center design with FU Berlin. Now, the University of Leipzig has also placed an order for a comprehensive study to set up a second data center in one of the buildings owned by the university in Leipzig. **To read more ...**

Success with ESPRIT

SCHNABEL's subsidiary PKA Karnasch, designs the electrical system for a new ESPRIT outlet center

The world-renowned fashion group ESPRIT is planning to open a new outlet center in Ratingen near Duesseldorf towards the middle of the year. PKA Karnasch is designed the electrical system for heavy and low current in HOAI performance phases 1 – 4 in this new building project and worked out a functional invitation to tender. **To read more ...**

SCHNABEL AG is strengthening its management team

A new board of directors brings dynamics and supports the company's growth

Up to the end of 2009, Berthold Birkelbach was the sole member of the management board of SCHNABEL AG; since 1 January, the board has been strengthened with the addition of Frank Urban and Thomas Bachmann. In a *flash* interview, Berthold Birkelbach gives the reasons for the new organisational structure and SCHNABEL AG's strategic direction. **To read more ...**

SCHNABEL AG fair schedule

SCHNABEL AG will be present at several well-known fairs in 2010

Kicking off with CeBIT, SCHNABEL AG will also be present at five other fairs during the rest of the year in Germany, India and Switzerland. Apart from the pure presence at a stand, our experienced specialists and technical and management team will also be giving lectures and holding seminars. **To read more ...**

Strong presence at trade fairs

SCHNABEL AG shows a positive result from CeBIT 2010

SCHNABEL AG exhibited at CeBIT, which was held this year from 2 – 6th March in Hannover, together with other companies at the joint stand of the Bundesverbandes Informationswirtschaft, Telekommunikation und neue Medien e. V. (BITKOM) (the German Information, Telecommunication and New Media Industries Association). **To read more ...**

1st Seminar by SCHNABEL academy in Switzerland

The Success Factors – intensive seminar takes place on 8 – 10th June 2010 in Zurich

Cooperation pays. Under the banner of "The Right Strategy is Everything!", SCHNABEL academy and the Data Center Convention invite everyone from 8 – 10th June to the seminar on "Success Factors for Strategies, Design and Operation of Data Centers" in Switzerland. **To read more ...**

International growth continues

SCHNABEL DC Consultants India Pvt. Ltd opens a second branch in Mumbai

SCHNABEL AG is growing internationally. The new office of our Indian consultancy, SCHNABEL DC Consultants India Pvt. Ltd. in Mumbai opened on 1 March. **To read more ...**

Seventh german branch planned

SCHNABEL AG to open a new office in Hamburg

SCHNABEL AG is expanding further in Germany. The seventh branch is to be opened on 1 June 2010. The new location is in the venerable Axel Springer House in the heart of Hamburg's Hanseatic center.

To read more ...

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SPRIT OF OPTIMISM IN THE TRADING CENTER DUBAI

SCHNABEL Dubai plans Tier III certified data center for Dubai Municipality

The economy takes an upturn! Contrary to many media reports, there's a new wind of optimism blowing through Dubai in the United Arab Emirates. Now the local municipality entrusted our office in Dubai with the full project design of a state-of-the-art data center.

Despite the global crisis, the Dubai Government has achieved dramatic value creation over the past few years due, in no small measure, to the high level of construction activity. This is now paying off. Not long ago companies were queuing up to leave the emirate. Now the investors are pouring back in and things are buzzing again in the once deserted offices of the skyscrapers. For SCHNABEL AG the Dubai crisis had been barely noticeable anyway. On the contrary: since the opening of the Dubai office in 2006, the company's engineering design business has enjoyed steady growth in both the Middle East and Asia. So, at the beginning of March,

the extensive know-how of our staff, our strict quality management as well as our future- and solution-orientated services."

High availability and security for hosting municipal online services

In November 2009 the Dubai Municipality entrusted SCHNABEL AG with the full project design of a state-of-the-art data center to be located within the city's laboratory complex in Bur Dubai. In addition to the usual services such as consulting, conceptual design and building services design, the overall package will also include the design of the Network Operation Center (NOC), the facility's entire security infrastructure, fire protection system as well as the design of special protective mechanisms. Project manager Andreas Schulz points out the distinctive features of this project: *"On the one hand we face the challenge of integrating the data center into an existing building, and on the other we have the task of implementing the two-phase installation partially during ongoing operations."* The overall contract value amounts to 22 million Dirham, which is the equivalent of around 4.5 million Euros. This high-security data center will cover two storeys: one level will be used entirely by the municipal administration and all the municipal servers will be centrally operated from here. The second level will be leased out externally as colocation space. The net usable floor space will cover 600 sqm. The data center will be designed and certified to international data center standard Tier III.



View over
Dubai

our subsidiary, SCHNABEL DC Consultants India pr. Ltd opened a second office in Mumbai/India. And we stayed put in Dubai whilst many engineering firms turned their backs on the emirate. Damion Lock, General Manager and Ernst Monteiro, Technical Manager at SCHNABEL in Dubai, both agree on the driving factors behind the company's international success: *"Our customers demand the highest standards when it comes to data center design. SCHNABEL AG is a respected company within the Emirates and in Asia and Africa as well. This prominent status is built on our reliability, our first-class references,*

In Dubai, bureaucracy is a thing of the past

This data center became necessary in order to offer the citizens of Dubai greater transparency and to simplify and speed up administrative procedures. The aim is to make all municipal services available online until 2015, which means that in future, planning permission will be granted solely via the internet, driving licence applications will take five minutes at most, as will vehicle registration. Good prospects.

FULDA UNIVERSITY GIVES DUE IMPORTANCE TO PROTECTION OF THE ENVIRONMENT

SCHNABEL Frankfurt designs a data center with the highest energy efficiency

Fulda University's data center is in line for modernisation this coming year. SCHNABEL AG has been commissioned to plan the renovation work. The challenges in the project are in particular renovating the existing systems, keeping to the tight schedule and combining energy efficiency with economy.

The Hessische Baumanagement (hbm) commissioned SCHNABEL AG in November 2009 with the renovation planning for Fulda University's data center. The emphasis is on the design of the cooling, air conditioning and electrical systems. The schedule is tight: the invitation to tender had to be completed by the middle of April, with the award of the contract being planned for the end of May. The main renovation work will take place during the summer vacation and must be completed by September. HOAI execution phases 2–9 will be carried out. The renovation work is projected to cost 155,000 Euros. The investment is being financed with funds from the Economic Stimulation Package II.

SCHNABEL, the front runner in matters of energy efficiency and Green IT



Obsolete technology in the air conditioning system as well as plant and equipment that has exceeded its operating life made renovation necessary. As regards the modernisation measures, Fulda University placed the highest demands for environmental protection, reduction of CO₂ and energy savings. SCHNABEL's experience in the

se areas was certainly a decisive factor in hmb's decision-making process. SCHNABEL was authoritatively involved in the development of the BITKOM guidelines "Operationally Safe Data Centers" and "Energy Efficiency in Data Centers" (also see BITKOM on the Internet: www.bitkom.org). An economic efficiency certificate was also awarded, guaranteeing that only the latest technology with the highest level of environmental friendliness is used in the renovations.

Forward-looking, innovative concepts in air conditioning technology and electrical engineering

Fulda University's data processing center uses a room of approximately 53 sqm for the data center itself, with an evolved IT infrastructure, test work stations and storage areas. It runs numerous server operations, user services, data storage and security applications, the e-mail communication system and external access to the university's system for students, for instance in order to use the library services. Project leader Sven Krause, from SCHNABEL's Frankfurt branch, explains that, during the modernisation phase, several measures will be conducted in parallel: *"For the power supply system, we envisage a modular UPS system, adapting itself precisely to Fulda University's needs. The system is expandable and grows as operating output increases. The security concept provides for new standards such as integration of an early fire detection system. We are building an entirely new distribution system in the computer room, complete with built-in redundancy."* *"Because, according to the operating concept, ventilation temperatures in excess of 30°C are possible, we can use direct open air cooling for the air-conditioning system, in which a conduit runs directly outside from the air conditioning system, without any intermediate storage. We are installing a completely new generation air conditioning unit in the data center, which meets the University's high demands for protection of the environment and CO₂ reduction"*, Thomas Häusler, SCHNABEL AG's air conditioning expert, explained.

FU BERLIN AND THE UNIVERSITY OF LEIPZIG ARE INVESTING IN DATA CENTER EXPANSION

SCHNABEL Berlin gets new orders for data center design

SCHNABEL AG in Berlin is continuing its successful collaboration in data center design with the Free University of Berlin. Now, the University of Leipzig has also placed an order for a comprehensive study for setting up a second data center in one of the buildings owned by the university in Leipzig.



Free
University
of Berlin

After five successfully completed projects, the Free University of Berlin continues to have confidence in our engineering design office. Recently, the university commissioned the Berlin office with the implementation of modernisation measures after a comprehensive study and a workshop on the existing data center revealed that the air conditioning system is getting old. The task involves beefing up the air conditioning in the large, almost 400 sqm computer room and bring it up to the very latest level of technology insofar as this is possible with the existing building. Energy efficiency is the watchword. The requirements cover not only the planning and implementation of measures for saving energy, but FU Berlin also wishes to have the term "Green IT" applied to its data center.

Best choice of site for a high-availability data center

SCHNABEL Berlin is also working on another project with the University of Leipzig and SIB (Saxon Property and Construction Management). Last year, the university made the technical infrastructure for the new data center on the campus in Augustusplatz operational. Now, it has awarded SCHNABEL AG an order for a comprehensive study for the setting up of a second data center. For this location, there are probably several university-owned buildings in Leipzig to choose from. SCHNABEL AG is working out the fundamental parameters for the choice of site with all the project's participants, which will result in a catalogue that forms the basis for the optimal choice. Here, apart from the themes of high availability and security, energy efficiency plays a central role. At the center of the thought processes, there is an important question that all data center operators pose and which has a significant influence on the selection of the site: *"How will the output and performance demand change over the next ten years?"* An answer to this question can only be a plan parameter; the exact development can hardly ever be determined in advance. Therefore, the use of flexible, modular technical systems is required in any case.



View over
Leipzig

Source: fotolia; Christoph Kremtz

SUCCESS WITH ESPRIT

SCHNABEL's subsidiary PKA Karnasch, designs the electrical system for a new ESPRIT outlet center

The world-renowned fashion group ESPRIT is planning to open a new outlet center in Ratingen near Duesseldorf towards the middle of the year. PKA Karnasch designed the electrical system for heavy and low current in HOAI performance phases 1–4 in this new building project and worked out a functional invitation to tender.

the future. Amortised over 20 years, this would be 2200 tonnes of CO₂. A strong contribution to reducing the emission of pollutants in Germany.

The international ESPRIT Group operates over 800 retail stores world-wide and markets its products through more than 14,000 wholesale outlets. The total sales area in over 40 countries is more than 1,100,000 sqm. Towards the middle of 2010, the lifestyle group is planning to open a new outlet center in Ratingen, which will replace the aging sales center in the Tiefenbroich district. The building complex designed by the architecture firm of Roperts & Partner provides a sales area of around 5000 sqm, a 3500 sqm warehouse and various additional areas. The complete building is raised on stilts so that there are parking spaces for up to 850 customers under the building and car park in front. ESPRIT commissioned PKA in 2009 to design the electrical system for heavy and low current in HOAI performance phases 1 to 4 and to generate a functional invitation to tender. The investment cost for the electrical system amounted to almost 2.1 million Euros. A photovoltaic system with an overall output of 116 kWp was planned to be installed on the roof of the retail center complex. The installation of this system would result in savings of 110,000 kg of CO₂ emission per year in



Planungsgesellschaft Karnasch mbH

Unternehmen der  **SCHNABEL AG**[®]

SCHNABEL AG IS STRENGTHENING ITS MANAGEMENT TEAM

A new board of directors brings dynamics and supports the company's growth

Up to the end of 2009, Berthold Birkelbach was the sole member of the management board of SCHNABEL AG; since 1 January, the board has been strengthened with the addition of Frank Urban, previously the Technical Director, and Thomas Bachmann, formerly Personnel, Organisation and IT Director. In a *flash* interview, Berthold Birkelbach gives the reasons for the new organisational structure and SCHNABEL AG's strategic direction.

flash: Why have you strengthened SCHNABEL AG's board by appointing two new members?

Birkelbach: The expansion of the board of directors is intended to support the company's growth. With the new management structure, we have created the basis to do justice to the company's future size and participation.

flash: What measures do you plan in order to achieve greater growth?

Birkelbach: We intend to grow especially in terms of footprint over the next few years. Internationally, our long term plan is to have at least one office on every continent on the earth. Initial successes are becoming apparent. Thus, on 1 March, we established a second office in Mumbai, India. In the middle of the year, we will open our seventh branch in Germany. We have just finalised the lease for the new office in Hamburg.

flash: How have you now distributed the responsibilities within the board of directors?

Birkelbach: My duties as CEO are to take charge of and further develop our participations and partnerships as well as the strategic components of the business. The technical area, that is, the operating management of SCHNABEL AG and the participations in Germany have been taken over by Frank Urban. Thomas Bachmann takes responsibility for the export and administrative aspects of the company.

flash: How is the collaboration with your colleagues on the board working out?

Birkelbach: I am happy with my decision appointed Frank Urban and Thomas Bachmann

to the board of directors. The new task distribution has brought greater dynamics into the business and has tangibly helped us in the first three months. My two colleagues perform their tasks with a clearly higher intensity than I was capable of doing as sole director.

flash: Where do you see potential for improvement?

Birkelbach: There is always potential for improvement. That also applies to our current organisation. It is especially important for us to communicate with each other at all times. In the board of directors, we meet regularly every two weeks in order to bring ourselves up to date and to discuss the next steps. In addition, strategic development is an important topic in the meetings of the supervisory board and the general body meeting. At the end of March, in the framework of strategy meetings with the management team, we have expanded our joint agenda for 2012 into an agenda for 2020.

flash: What results are you seeing after three months of activity with the new board?

Birkelbach: 2009 was already a good year for us. Despite the economic crisis, we were able to maintain turnover and even improve the operating results. That is remarkable if one takes into account what one otherwise reads in the press, especially in our industry. Things have gone badly for many engineering offices in the last year. With our positive results, we have therefore created a solid basis for 2010. We started the new year with order books that give us cause for optimism.

flash: What measures are you planning to continue to remain successful?

Birkelbach: In 2010, we have adopted two important themes. In terms of our sales offensive, we are showing more presence on the market than we have done in recent years. Our specialists and managers are therefore involved actively in fairs and congresses, for example in the form of lectures or seminars. In the area of the publicity work, we shall be contributing strongly

to the trade journals in future. The second area on which we are focusing is our personnel offensive. In the first quarter of 2010, we have hired more than ten engineers and the target for this year is at least twenty. We have therefore already achieved half our minimum target. If we are able to hire 30 this year, then we will. We see the personnel campaign as an investment in the future. When the economic crisis is past, the lack of specialists will increase. We are arming ourselves in advance for this moment.

flash: What offers are you making to attract potential employees of SCHNABEL AG?

Birkelbach: In terms of the personnel offensive, we emphasise the theme of Employer Branding. One of the first steps will be an analysis of what applicants – especially university graduates – want from their ideal employer. We shall measure ourselves against the results.

flash: More employees, strong growth. That means that you must consolidate and expand your position in the market. How will you stand out above the competition?

Birkelbach: In terms of competition, we distinguish ourselves through our size. With 120 employees now, we are so large that the number of competitors in this segment is limited. In addition, we also have a high level of familiarity and recognition throughout our industry. Behind our continuous growth, there is much hard work and experience; that is no accident. A third aspect comes from our diversification. We concentrate on our core business of designing data centers but have significantly extended our range of services, for example through TGA or building automation. Because of the broad range of services we offer, we stand out clearly from specialist designers.

flash: What strategic matters are on the agenda for 2010?

Birkelbach: We advance step for step. Initially, we achieve the targets we have set in the 2010 agenda: diversification of our range of services, focusing on the sales and personnel offensives, further development of our market preparation strategy and expansion of our international business.

flash: What would you wish for further collaboration with your customers and partners?

Birkelbach: First of all I thank our customers for remaining faithful to us during the difficult times of the economic crisis. I wish for the new customers who we were able to win to remain with us for a long time. I place great importance on long-term relationships, based on close collaboration and on confidence. Therefore, it is important to me that we continue to maintain and continuously expand our customer relations both in the public and private sectors. As I always express it rather well (I think) to my colleagues: 'I wish us all to grow old together'.



Berthold Birkelbach, CEO



Frank Urban, COO



Thomas Bachmann, CFO

SCHNABEL AG FAIR SCHEDULE

SCHNABEL AG will be present at several well-known fairs in 2010

Kicking off with CeBIT at the beginning of March in Hannover, SCHNABEL AG will also be represented at five other fairs during the rest of the year, in Germany, India and Switzerland. Apart from just being present at a stand, which will provide plenty of opportunity for informative conversations and intense discussions, our experienced specialists and management team will also be giving lectures and holding seminars.

Being able to have face-to-face discussions with customers and business partners, sniff out sector trends and get information on innovations on the market are some of the advantages of attending an exhibition. Look forward to exciting trade fairs in 2010 and come and visit us at the following fairs in Germany, India and Switzerland.



Fair	Location	Dates
Data Center Strategics & Green Tech Conference	Mumbai / India	15.04. – 06.04.2010
PowerBuilding & Data Center Convention	Zurich / Switzerland	27.04. – 28.04.2010
PowerBuilding & Data Center Convention	Duesseldorf	29.09. – 30.09.2010
Expo Real	Munich	04.10. – 06.10.2010
EnergyEfficiency Fair	Frankfurt/Main	05.10. – 06.10.2010

Data Center Strategics & Green Tech Conference

For the 5th time, the Data Center Strategics & Green Tech Conference is being held in Mumbai/India. The conference provides data center operators, managers and their staff with a strong platform from which to obtain information on the possibilities for expanding and renovating data centers and building new ones, in conjunction with the latest industry trends.

Shaheen Meeran, Managing Director of SCHNABEL DC Consultants India Pvt. Ltd. will give an expert lecture on the theme of "Green Measures- Planning and Designing for Efficiency; The International Flavour in India".

More information:
www.dcstrategics.com

PowerBuilding & DATA CENTER CONVENTION

In the sector the interfaces between construction techniques and IT demand an intense dialogue. Data center operators are concerned about optimising the building's infrastructure for greater energy efficiency. The double event, the "PowerBuilding & DATA CENTER CONVENTION" provides a cross-section of knowledge and expertise and is the communication platform for technological innovators, data center managers, energy experts and facility and building managers.

At the Zurich fair, Dipl.-Ing. (FH) Christoph Wegner, Manager of SCHNABEL Munich, will give two lectures on the themes of "Data Center-Specific Training and Certification" and "Data Center Design – International Trends (USA – Europe – Asia)".

More information:

www.datacenterconvention.ch

EXPO REAL

The international trade fair for industrial buildings and investments is all about networking, market orientation and making valuable business contacts. 1500 exhibitors on 64000 sqm of exhibition space cover the full spectrum of the building industry. project designers and managers rub shoulders with investors and financiers, consultants and agents, architects and planners, corporate real estate managers and expansion managers as well as industrial regions and towns. The event is also accompanied by a conference programme.

SCHNABEL AG will be exhibiting in 2010 together with other companies at the joint stand organised by the VBI – The Engineering Consultants Association. (www.vbi.de).

More information:

www.exporeal.net

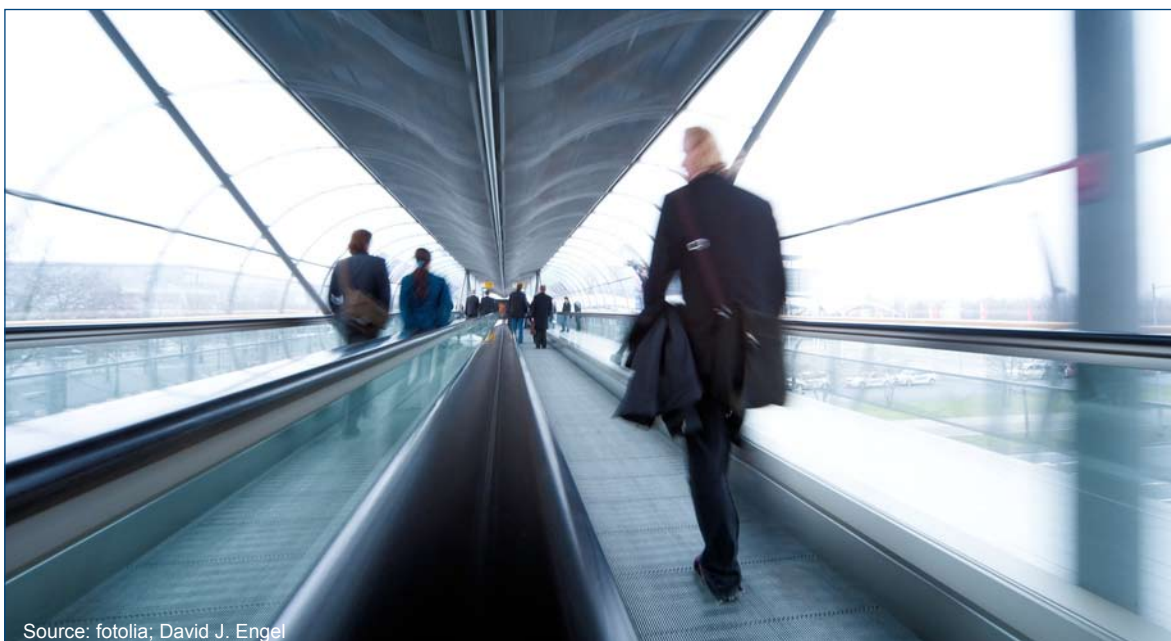
EnergyEfficiency Fair

On 5 and 6 October, the third EnergyEfficiency Fair will take place in the IHK in Frankfurt/Main. The fair is designed to bring together at a central location decision-makers from medium and large companies in the building industry and from the Hesse communities. Because of its central location, the fair also attracts many decision-makers and driving forces from the whole of Germany and other regions of the world. The general programme offers specialist lectures, an E-mobility course, a financing course and a career and further training forum.

Uwe Kreß and Sven Krause, the managers of our Frankfurt branch, will be presenting SCHNABEL AG through a lecture on energy efficiency in data centers.

More information:

www.energieeffizienz-messe.de



Source: fotolia; David J. Engel

STRONG PRESENCE AT TRADE FAIR

SCHNABEL AG shows a positive result from CeBIT 2010

SCHNABEL AG exhibited at CeBIT, which was held this year from 2 – 6th March in Hannover, together with other companies such as UniCon Software and the technological solution providers Avnet, Fujitsu and IGEL at the joint stand of the Bundesverbandes Informationswirtschaft, Telekommunikation und neue Medien e. V. (BIT-KOM) (the German Information, Telecommunication and New Media Industries Association).

Under the "Connected World" banner, more than 330,000 visitors flocked to the Hannover fairgrounds. This is an increase in the number of visitors of 3.7 % as compared to the previous year. Frank Urban, Chief Operating Officer of SCHNABEL AG, indicated an overall positive result at the close of the world's largest computer fair: *"We have been able to make many new business contacts and are keen to discover what will result from our discussions at the fair."* CeBIT's organisers also indicated that they were satisfied: *"At CeBIT 2010, investments were made in volumes of more than ten million Euros",*

stated Messe AG. According to CeBIT's Chief, Ernst Raue, many companies made substantially more business contacts than in the previous year. The IT sector is leaving the economic crisis behind and accelerating away again.

CeBIT 2011: new Concepts, own Stand

CeBIT's organisers are experimenting with new concepts; SCHNABEL has jumped on the bandwagon and developed its own fair programme, which offers visitors more target group-specific advice. In 2011, SCHNABEL AG will be represented in its own stand in the correct hall – the only sour note was the location in hall 4: *"We had expected and would have liked more visitors. The Business IT theme in our hall was more concerned with IT solutions and software offers. „As data center designers, we would have certainly been better off in the hall for Business Communication & Network",* stated Frank Urban.



SCHNABEL employees Malte Matthies and Christoph Wegner at the CeBIT exhibition booth

1ST SEMINAR BY SCHNABEL ACADEMY IN SWITZERLAND

The Success Factors – intensive seminar takes place on 8 – 10th June 2010 in Zurich

Cooperation pays. Under the banner of "The Right Strategy is Everything!", SCHNABEL academy and the Data Center Convention invite everyone from 8 – 10th June to the seminar on "Success Factors for Strategies, Design and Operation of Data Centers" in Switzerland.

Over the three days, you will learn from senior engineers from SCHNABEL AG and manufacturers in the data center management sector, how to consolidate your IT infrastructure and manage it efficiently. Specialists will show you how to save costs with innovative air conditioning concepts, put your existing data center in good shape, select location criteria, install IT cabling to the EN 50173-5 standard, address the theme of Virtualisation, organise Business Continuity Management and develop safety strategies. You will take away with you a wealth of ideas, concepts and supportive aids. The seminar provides you with impressive theoretical knowledge together with practical examples. You will conclude

your successful visit to the seminar with BICSI certification. These further training measures are provided for new trainees, employees and decision-makers in data centers. Reserve one of the few remaining seats at the Mövenpick Hotel, Zurich.

Further information is available on the Internet:

www.powerbuilding.eu

www.schnabel-academy.com

www.bicsi.org



SCHNABEL
academy
power education!



Source: fotolia; mirubi

View over Zurich

INTERNATIONAL GROWTH CONTINUES

SCHNABEL DC Consultants India Pvt. Ltd. opens its second branch in Mumbai

SCHNABEL AG continues to show increasing growth internationally. On 1 March, the new office of our Indian consultancy, SCHNABEL DC Consultants India Pvt. Ltd. in Mumbai, India's economic center, opened its doors.

The new branch of SCHNABEL DC Consultants India Pvt. Ltd. is located in the famous Bandra-Kurla Complex (BKC). BKC is the busy trade center at the gates of the capital of India's Maharashtra state. Mumbai has almost 14 million inhabitants and is one of the most heavily populated cities in India. This metropolis on the west coast of India was nominated as an Alpha World City in 2009.

Further information on the Bandra-Kurla Complex is available on the Internet at:
<http://www.regus.com>

The new address for SCHNABEL DCCI:
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Trade Center, Level 1
Bandra-Kurla Complex
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Mumbai 400 051
India
e-mail: india@SCHNABELAG.com



SCHNABEL
dc consultants india
private limited



The new SCHNABEL office in the Bandra Kurla Complex, Mumbai

SEVENTH GERMAN BRANCH PLANNED

SCHNABEL AG to open a new office in Hamburg

SCHNABEL AG is expanding further in Germany. The seventh branch will be opened on the 1 June 2010. The new location is in the venerable Axel Springer House in the heart of Hamburg's Hanseatic center.

Growth and greater customer proximity are the reasons for the opening of the seventh SCHNABEL branch in Germany, scheduled for 1 June 2010. Hamburg's well-known Axel Springer House, named after the famous newspaper publisher and erstwhile owner of today's Axel Springer AG, will house the new office of SCHNABEL AG. Initially, the office will be run by Carsten Zahn, who has successfully run our Berlin office for many years: *"As an old Hamburg hand, who has also managed some projects for SCHNABEL AG in Hamburg's Hanseatic center, my responsibilities will be running the new office and inducting the staff in their tasks, step by step"*. The office has

space for six or seven staff members and it can be expanded at any time, as necessary.

Our new address:
SCHNABEL AG
Hamburg Branch
Axel-Springer-Platz 1
20350 Hamburg



Source: fotolia; Harald Bolton

View over Hamburg