



Data Centre Finance and Investment Modelling Course

10 – 14 January 2027
Nairobi

Data Centre Finance and Investment Modelling Course

Ref: 850_164339 **Date:** 10 – 14 January 2027 **Location:** Nairobi **Fees:** 4500 Euro

Overview

Data Centre Finance and Investment Modelling Course is a one-week course for finance, commercial, investment, operations, procurement, project, and planning professionals, who leave with a Data Center Investment Model and Governance Pack. Participants connect data center finance, demand and capacity assumptions, capital and operating costs, total cost of ownership, unit economics, pricing, revenue, investment appraisal, financing, risk, and scenario analysis. Agile Leaders Training Center develops data center financial decision capability.

Who Should Attend

- Finance functions responsible for budgeting, forecasting, cash flow, and investment analysis
- Commercial functions responsible for pricing, contracts, demand, and revenue assumptions
- Operations functions responsible for capacity, energy, service levels, and operating costs
- Procurement functions responsible for supplier economics, sourcing options, and lifecycle cost
- Project functions responsible for capital planning, phasing, and business cases
- Governance functions responsible for challenge, approval, monitoring, and benefits review

The course assumes participants can work with budgets and spreadsheet models, and leaves out facility engineering design, accounting certification, tax advice, and software administration.

Departments and Industries

The course supports departments and industries that evaluate capital-intensive digital infrastructure.

- Finance, treasury, investment, and corporate planning
- Commercial, sales operations, pricing, and procurement
- Data center operations, engineering, energy, and facilities
- Technology, telecommunications, cloud, and colocation services
- Banking, investment, infrastructure, and professional services

Learning Objectives

By the end of this course, participants will be able to:



- Build demand, utilization, and capacity assumptions
- Analyze CAPEX, OPEX, and total cost of ownership
- Use unit economics to evaluate pricing and revenue
- Apply discounted cash flow and investment appraisal methods
- Evaluate financing, risk, and scenario sensitivities
- Build a governed data center business case

Course Agenda

Day 1: Structure the Financial Model

- Data Center Business Model and Value Driver Map
- Demand Forecast and Capacity Ramp Method
- Rack, Power, Space, and Utilization Assumption Register
- Model Architecture and Calculation Flow Diagram
- Financial Model Input and Control Sheet

Day 2: Model Cost and Ownership

- Capital Expenditure Work Breakdown Structure
- Operating Expenditure Driver Tree
- Energy Consumption and Efficiency Cost Model
- Total Cost of Ownership Calculation Framework
- Build, Buy, Cloud, and Colocation Comparison Matrix

Day 3: Build Commercial Economics

- Unit Economics per Rack, Power, and Capacity Method
- Fixed, Variable, and Step-Cost Behavior Analysis
- Pricing Architecture and Contract Assumption Model
- Occupancy, Churn, and Revenue Forecast Schedule
- Contribution Margin and Break-Even Analysis

Day 4: Evaluate Investment and Risk

- Discounted Cash Flow and Free Cash Flow Schedule
- Net Present Value and Internal Rate of Return Method
- Debt, Equity, and Funding Structure Comparison
- Risk Register and Financial Impact Assessment
- Sensitivity, Scenario, and Stress-Test Matrix



Day 5: Practice the Investment Case

- Exercise: Reconcile Demand and Capacity Assumptions
- Exercise: Diagnose CAPEX, OPEX, and TCO Variances
- Exercise: Test Pricing and Revenue Scenarios
- Exercise: Present Investment Risk and Financing Choices
- Capstone: Data Center Investment Model and Governance Pack

Practical Exercises

The course uses suggested activities based on a phased data center investment case.

- Suggested activity: build a demand forecast, capacity ramp, utilization profile, and controlled assumption register.
- Suggested activity: classify capital and operating costs, calculate TCO, and compare ownership and sourcing options.
- Suggested activity: model unit economics, pricing, revenue, margins, cash flow, and break-even behavior.
- Suggested activity: evaluate returns, funding choices, risks, sensitivities, scenarios, and governance gates.

FAQs

Who suits a data center finance course, and what does it assume?

Finance, commercial, investment, operations, procurement, project, and planning functions suit the course; it assumes practical experience with budgets and spreadsheet-based analysis.

How does data center finance differ from facility engineering training?

Data center finance converts technical demand, capacity, power, space, resilience, and lifecycle choices into costs, cash flows, returns, risks, and approval evidence, while facility engineering training focuses on physical design and operation.

Which costs belong in data center total cost of ownership?

Data center TCO normally considers site, construction, power and cooling infrastructure, IT assets where relevant, energy, staffing, maintenance, software, connectivity, contracts, renewal, expansion, and end-of-life assumptions within a defined boundary.

How are data center unit economics calculated?

Data center unit economics link revenue and attributable fixed, variable, and step costs to a meaningful capacity unit such as rack, contracted power, available power, or utilized capacity.



Why use sensitivity analysis in a data center business case?

Sensitivity analysis shows which assumptions most affect value, liquidity, covenant headroom, or payback, helping decision makers focus challenge and mitigation on demand, utilization, energy, cost, price, timing, and financing risks.

Conclusion

Participants take back a Data Center Investment Model and Governance Pack containing controlled assumptions, cost schedules, capacity and revenue forecasts, unit economics, cash flows, return measures, funding choices, risk analysis, and approval gates. It changes disconnected technical and commercial estimates into a traceable investment case. The pack supports challenge, scenario comparison, authorization, and performance review.