

## **Sterling and Wilson Partners with Uptime Institute; Reinforces Dominance in India**

*Aims to set benchmark for energy-efficient, robust infrastructure supporting Certified Data Centers*

**May 13, 2019, Mumbai** - [Sterling and Wilson](#), India's leading Data Center EPC company, announces its partnership with [Uptime Institute](#), the IT industry's most trusted and adopted global standard for the proper design, build and operation of Data Centers. Sterling and Wilson provides turnkey data center services to its clientele including Design, Build, O&M and with this partnership, will also facilitate certification of Data Centers in India, Nepal, Sri Lanka, Bhutan and Bangladesh, thus further cementing its position in the Data Center industry. All Uptime Institute services will be performed directly by Uptime Institute.

Henceforth, Sterling and Wilson will be one of its kind single-stop data center solution provider for constructing Data Centers in-line with Uptime Institute's Tier Certifications of Design Documents (TCDD), Constructed Facility (TCCF), and Operational Sustainability (TCOS) as well as the M&O Stamp of Approval for management and operations. This alliance also includes Sterling and Wilson as a promoter of the globally recognized ATD, ATS and AOS educational accredited designations. The collaboration will enable both Uptime Institute and Sterling and Wilson to expand business further in India, Nepal, Sri Lanka, Bhutan and Bangladesh.

Speaking on the partnership, **Mr. Prasanna Sarambale, CEO - Data Center Business and Group Head - Business Development, Sterling and Wilson** said, "We are glad to collaborate with Uptime Institute, and believe this is the right time to expand our offerings in the Indian market. In recent years, there have been concerns over the increasing global environmental issues, which has led to an extended set of controls and certifications for Data Centers to ensure better energy-efficient, effective, and robust infrastructure. We believe our association with Uptime Institute will help us share knowledge and the experience of the best Data Center practices with our clients."

This partnership with Uptime Institute will enable both the organizations to engage further in the region with colocation, telecom, government, banking, PSU, NBFCs and Data Centers of all types and sizes. Sterling and Wilson will be known as a unique Data Center player delivering value-added end-to-end services.

**Mr. Mustapha Louni, Managing Director Middle East & Africa, Uptime Institute** said, "We are pleased to partner with Sterling and Wilson, a company that has a strong track record of providing data center services. Sterling and Wilson has shown exceptional growth over the last few years with the expansion of its range of services. We are confident in their ability to deliver the promotion and support of our Tier Certifications, M&O Stamp of Approval along with their own value-added services."

"India is a significant market in the global Data Center industry and plays a crucial role in the expansion of this industry. Our partnership with Sterling and Wilson will be beneficial for many enterprises in India to improve their performance, efficiency, and reliability of business-critical infrastructure," **Mr. Louni added.**

The size of Indian Data Center market is estimated to reach USD 4 Billion by the year 2024; growing at CAGR of around 9% during 2018-2024. Major cities such as Mumbai, Bangalore, and Hyderabad are witnessing high investments of local and international operators in the Indian market according to a new report by Research and Markets.

**About Sterling and Wilson:**

Sterling and Wilson is an excellent example of how the Shapoorji Pallonji family has nurtured long term associations with its business partners. The Mistry and Daruvala families have been partners in Sterling and Wilson for three generations. Sterling and Wilson has shown an extremely positive growth, from a turnover of INR 2,245 crore in 2012, today the group has crossed a turnover of INR 12,000+ crore. From being a predominantly India focused company in 2010, Sterling and Wilson now operates across the Middle East, Africa, Australia and Europe. From being mainly focused on doing MEP projects in India, the company over the past 10 years has set up global operations in MEP, Diesel Generator sets, Gas-based Power Plants, Waste-to-Energy, Turnkey Data Centers, Transmission & Distribution, and Solar EPC. With its recent foray into Wind and Energy Storage, Sterling and Wilson is perfectly poised to play a pivotal role in the global trend of moving away from thermal plants to a future of renewable energy with storage. As a responsible corporate entity, Sterling and Wilson has been actively contributing to socio-economic development of the communities in which it operates, through various CSR activities. Visit [www.sterlingandwilson.com](http://www.sterlingandwilson.com) for more information.

**About Uptime Institute:**

Uptime Institute is the IT industry's most trusted and adopted global standard for the proper design, build and operation of Data Centers – the backbone of the digital economy. For over 20 years, Uptime Institute has been providing customers with the assurance that their digital infrastructure can perform at a level that is consistent with their business needs, across a wide array of operating conditions. With its Data Center Tier Standard & Certifications, Management & Operations reviews, Efficient IT Stamp of Approval, and accredited educational curriculum for Data Center professionals, Uptime Institute helps organizations optimize critical IT assets while managing costs, resources and efficiency. Uptime Institute has become the de facto standard for Data Center reliability, sustainability and efficiency. Today, thousands of companies rely on Uptime Institute to enable their digital-centric business success. Uptime Institute has office locations throughout the world, including those in North and South America, Europe, U.A.E., Russia, and Asia.

**Media Contacts:**

For Further Media Queries:

**Perfect Relations:'**

Karl Paghdiwalla / Shambhavi Joshi

[Karl.paghdiwalla@perfectrelations.com](mailto:Karl.paghdiwalla@perfectrelations.com) / [shambhavi.joshi@perfectrelations.com](mailto:shambhavi.joshi@perfectrelations.com)

+91 9819263107/ +91 8452962336