



A CONNECTED WORLD: DATA CENTERS 101

EDGECORE INTERNET REAL ESTATE

PRESENTER BIO



Jeremy Meyers – Director, Real Estate

Jeremy is based in the Company's Denver headquarters office and leads EdgeCore's partner and enterprise sales activities, working collaboratively with advisors and end users to build data center infrastructure solutions that adhere to their evolving business objectives.

Prior to joining EdgeCore, Jeremy helped build CBRE's Data Center Solutions, Advisory & Transaction Services platform, propelling the business to grow 170% over 4 years. At CBRE Jeremy held roles of increasing responsibility, most recently leading organizational growth initiatives for CBRE's DCS A&T practice as Business Development Manager. While leading growth initiatives, Jeremy worked with end users, providers and investors on data center transactions across lease, sale and consulting assignments; enabling this diverse range of clientele to make better data center infrastructure decisions. During his tenure, the DCS organization completed data center transactions in excess of \$5.7 Billion in total consideration and 935MW of critical IT load, their scope ranging all the way from small colocation transactions, to large global data center deployments. Jeremy participated in the CBRE Data Center Solutions Executive Committee and is a Board Member of the Rocky Mountain AFCOM Chapter.

Jeremy holds a B.S.B.A. in Corporate Finance and Real Estate from Colorado State University's College of Business.



ABOUT EDGECORE INTERNET REAL ESTATE



US-based provider of highly scalable, cloud-connected data center solutions to the world's most demanding customers.



Committed to enabling the growth and performance of our customers. Supported by our relentless focus upon delivering an outstanding customer experience.



Executive team averages 10+ years working together, with 65+ years of data center experience through investing in and managing \$10+ billion across acquisition and development projects.



Continual expansion of turnkey, powered shell and build-to-suit product supported by +\$2B of initial development capital from long-term oriented institutional investors.



National platform of scalable data center campuses, capable of over 100MW per campus in new and existing markets.

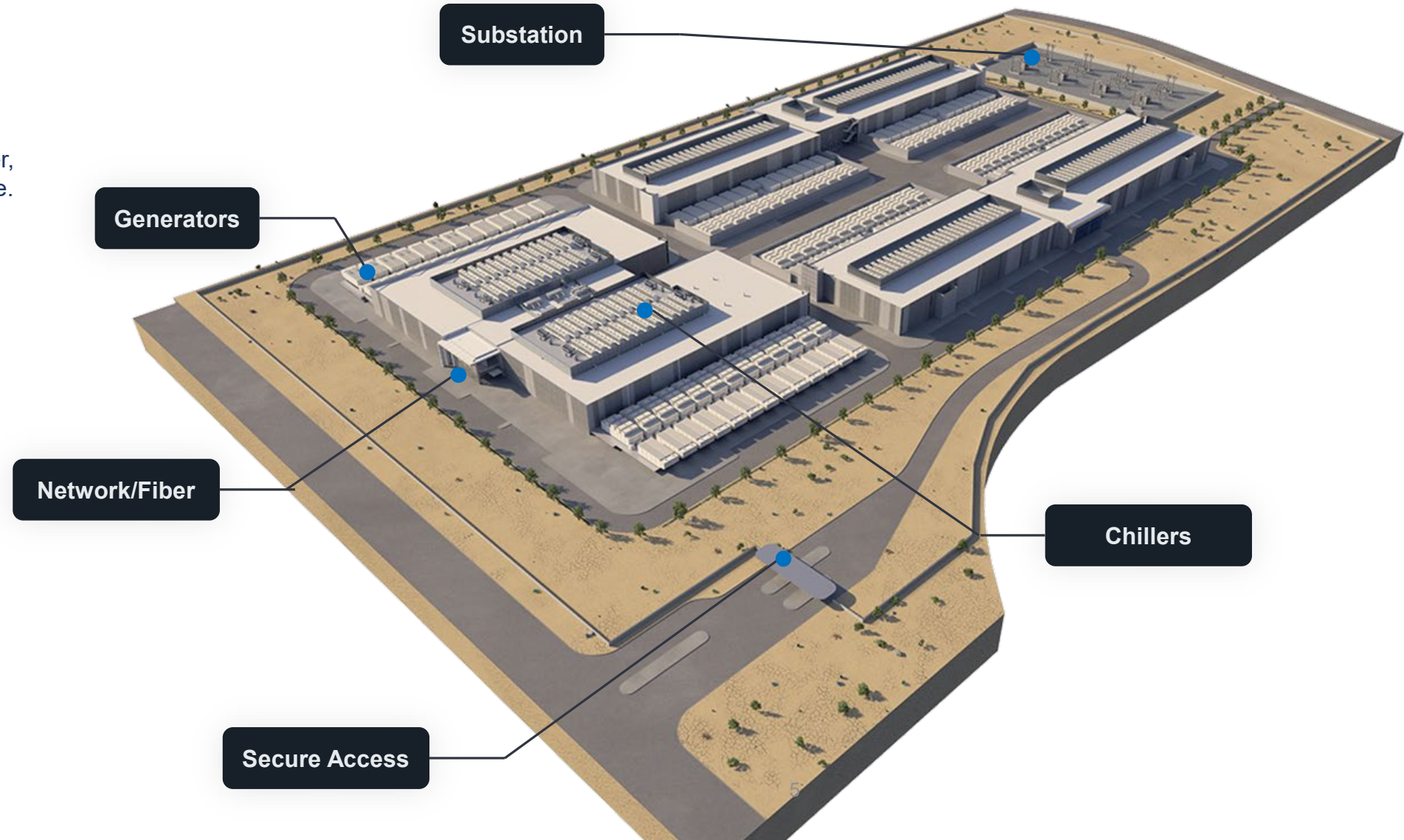


WHAT IS A DATA CENTER?

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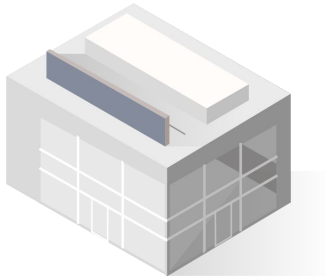
DEFINING A DATA CENTER

A building that houses IT hardware/servers and supports their effective operation by providing power, cooling and connectivity infrastructure.

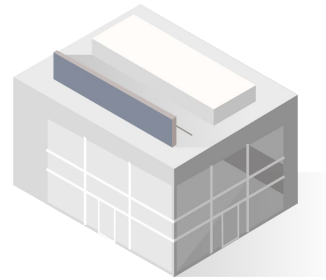


WHERE ARE DATA CENTERS FOUND?

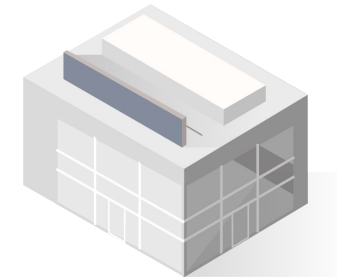
LOCATION?



LOCATION?



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NETWORK & CONNECTIVITY

INTERCONNECTION POINTS

PROXIMITY TO CONSUMERS

LATENCY

CLIMATE

MAJOR MSA'S

APPLICATION PERFORMANCE

TAXES & INCENTIVES

HAZARD RISK

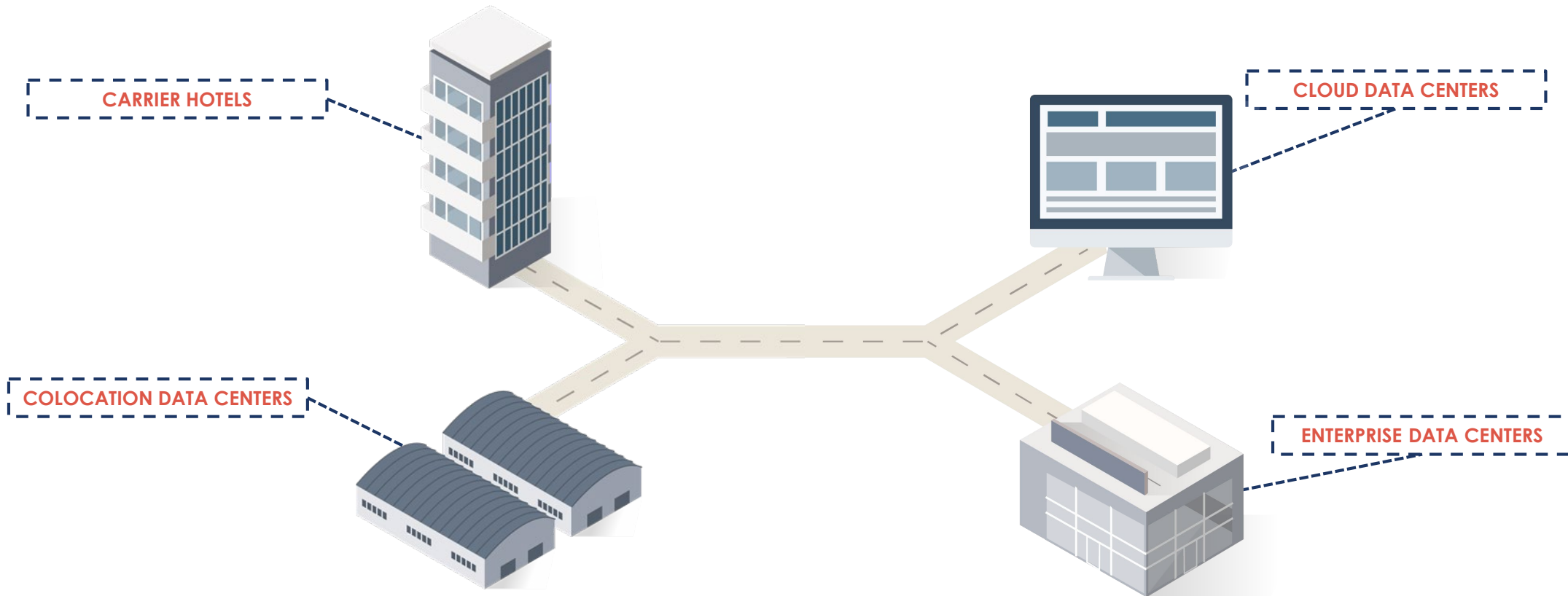
HAZARD RISK

IT TALENT

POWER

PROXIMITY TO HEADQUARTERS

WHAT TYPES OF DATA CENTERS ARE THERE?



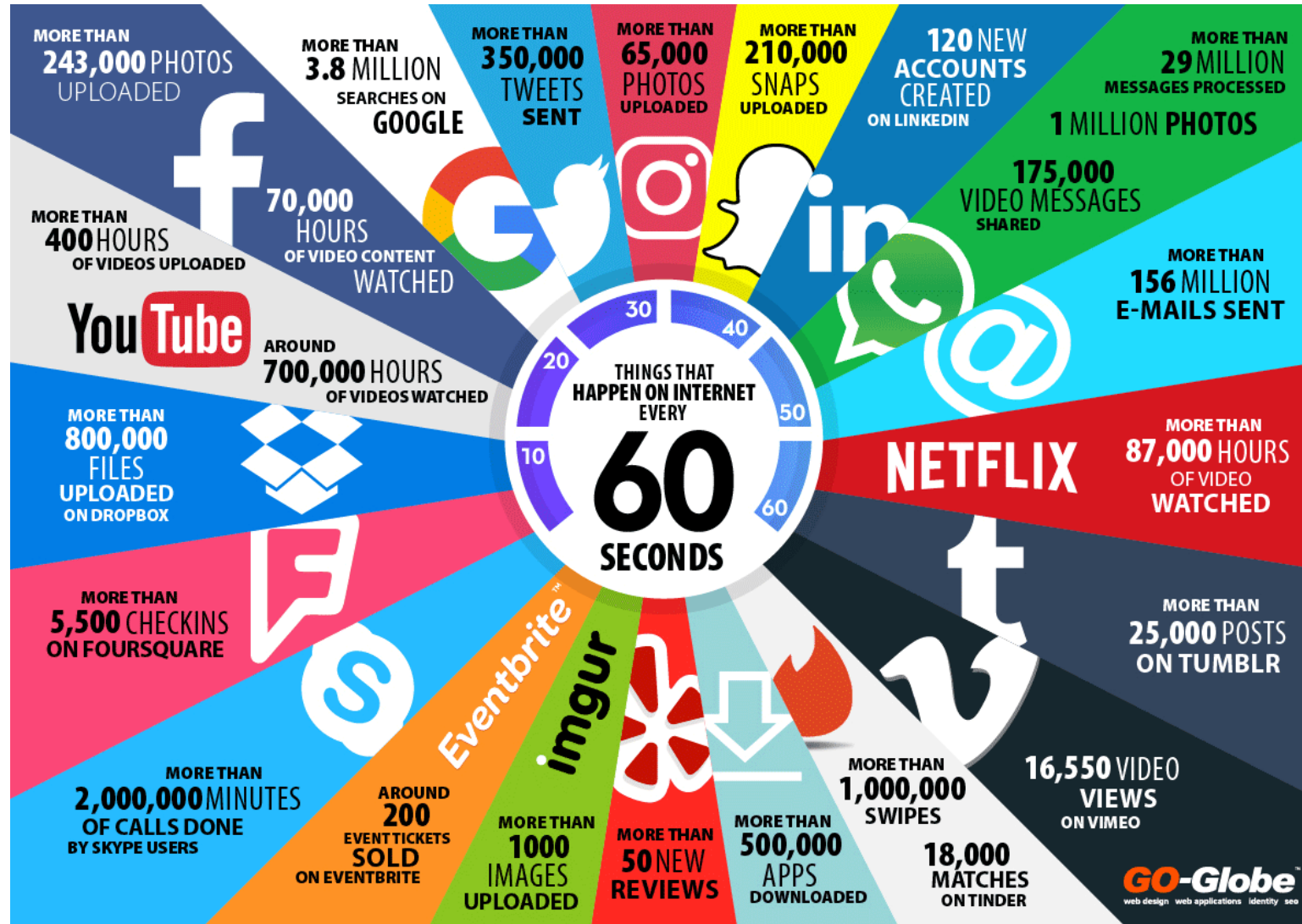


WHY DO DATA CENTERS MATTER?

OUR INTERACTION WITH DATA CENTERS



EXPONENTIAL DATA CREATION



DATA CENTER MARKET MATURATION

NOW

DEMAND IS MIGRATING TOWARDS MORE FLEXIBLE DATA CENTER & IT SOLUTIONS



Data Center Traffic



Data Centers vs Traditional
Commercial Real Estate



Own vs Lease vs
Subscription Services



Migration: On Prem to Third
Party Solutions



WHY YOU AND YOUR CLIENTS NEED TO KNOW ABOUT DATA CENTERS

DIFFERENTIATED VALUE PROPOSITION

ECONOMIC OPPORTUNITIES

SAVINGS

Data centers can present significant savings for your clients

COMMISSIONS/FEES

Data center transactions pay significantly higher commissions than traditional commercial real estate (4% of TCV)

BUSINESS OUTCOMES

MEASURABLE IMPACT

An optimized data center strategy can deliver positive financial and operational impact across your clients' organizations

STRATEGIC DIFFERENTIATOR

Effective data center deployments can help drive both the overall growth and revenue generating aspects of a company

IDENTIFYING OPPORTUNITIES

WHERE OPPORTUNITIES EXIST

- Move events/relocations
- Consolidation/expansion
- M&A
- Change in business strategy
- Modernizing the organization

WHY EDGECORE?



EXPANSION CAPABILITY AND SERVICE OFFERING

- Full product set from powered shell to turn-key data centers
- Scalable campuses supporting over 100MW per region
- National platform with build-to-suit capabilities in existing and new markets



DESIGN & CONSTRUCTION EXPERTISE

- Purpose-built Tier 3+ uptime certified design; LEED Gold
- Design allows variable resiliencies and densities
- Focus on supply chain management and speed to market



FINANCIAL STRUCTURE

- Institutional capital partners with a long-term view
- Flexible financial solutions enabling creativity in lease negotiations
- Private company platform designed with public company back-office support



NETWORK & CLOUD CONNECTIVITY

- Carrier-neutral access to leading networks and SDNs
- Onsite providers available to assist customers with hybrid IT needs



OPERATIONS

- World-class data center operations manager
- Enables immediate scaling and development in new markets

CONTACT EDGECORE



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