



<b>POSITION</b>	<b>VICE PRESIDENT OF OPERATIONS</b>
<b>REPORTS TO</b>	Mike Hagan – Co-founder & CEO
<b>DATE</b>	October 2020
<b>LOCATION</b>	Denver, CO
<b>MORE INFORMATION</b>	<a href="https://www.edgemicro.com/">https://www.edgemicro.com/</a>
<b>SEARCH CONTACTS</b>	Andy Lane @ CFS Partners M +1 414 807 4085 E <a href="mailto:andy@criticalfacility.com">andy@criticalfacility.com</a>

### COMPANY OVERVIEW

EdgeMicro is a colocation company launched in 2017 with the dedicated focus of creating a connected world, regardless of geography. EdgeMicro brings businesses to the edge. We empower the next generation of the internet by partnering with the best people to take your company to more users. We meet them at the edge, wherever they may be. With a people-first mindset to connectivity we are committed to putting our customers first. We mitigate risk from the outset to provide you with everything you expect of a safe, secure environment.

Within EdgeMicro, we are committed to having the best people on our team to serve you. Our highly experienced industry thought leaders created EdgeMicro's edge computing model to allow content providers, MNO's and ISP's to take digital content to end users at virtually any location. Our people partner with you to deliver the scale and flexibility required at the edge at hundreds of network-neutral modular data centers across the country to resolve latency, capacity and security shortfalls present in today's internet. Our people-first mindset extends beyond the walls of our edge micro data centers. We are committed to a better internet experience for more people in more places by rethinking traditional traffic flow patterns, which allows our customers to connect to more users at the edge. Our people focus on giving you the best of everything at the edge so your people can focus on their customers.

### CHARTER

The case for digital infrastructure's demand for Edge compute is evident. According to Gartner, about 75% of all data will need analysis and action by the edge by 2022. EdgeMicro believes a significant and diverse market opportunity exists with the following stakeholders –

- Mobile Network Operators (MNO) – AT&T, Dish, T-Mobile, Verizon, etc.
- Internet Service Providers (ISP) & Multiple Service Operators (MSO) – Charter, COX, Comcast, etc



- Fiber Providers – FiberLight, ZAYO, etc.
- Content Delivery Networks (CDN), Content Providers (CP), and Software as a Service (SaaS) providers – Akamai, CloudFlare, Facebook, Apple, Salesforce, etc.
- Infrastructure as a Service Provider (IaaS) – Amazon, Google, IBM, Microsoft, etc.
- Real Estate Partners – Crown Castle, Blackstone, SBA, Vertical Bridge, etc.

EdgeMicro is building a dedicated edge solutions platform focused on bringing content closer to the end user via four (4) distinct and intricately coorelated solution sets –

1. Micro Data Center (MDC)
  - Bringing content and compute closer to the end point or consumer
  - MDCs create a micro “internet exchange” for terrestrial customers on day 1
  - Simple, cost effective, and scalable model
  - 30 to 60 day lease to live deployment timeline
  - Neutral colocation/interconnection
2. Site Selection & Connectivity
  - Fully coordinated and standardized “go live” process, irrespective of location
  - Client driven and proactive methodologies to locate and qualify locations
  - Selected sites meet stringent requirements for access to connectivity and power
  - Development of a rolling pipeline for 50 qualified sites enables speed to market
3. Mobile Edge Traffic Exchange (mETX)
  - All software solution for 4G/5G networks to improve customer experience
  - Enables local break out data traffic and the use of customer information to enhance localized content
  - Avoids the added latency and expense of network backhaul to centralized content sources
4. IT & Physical Plant Services
  - Single provider to solve for complexity of remote locations
  - 24/7 infrastructure operations & maintenance services
  - IT Rack/Stack and Remote Hands
  - Site specific MOP, SOP, and EOP programs
  - Client custom process and procedures

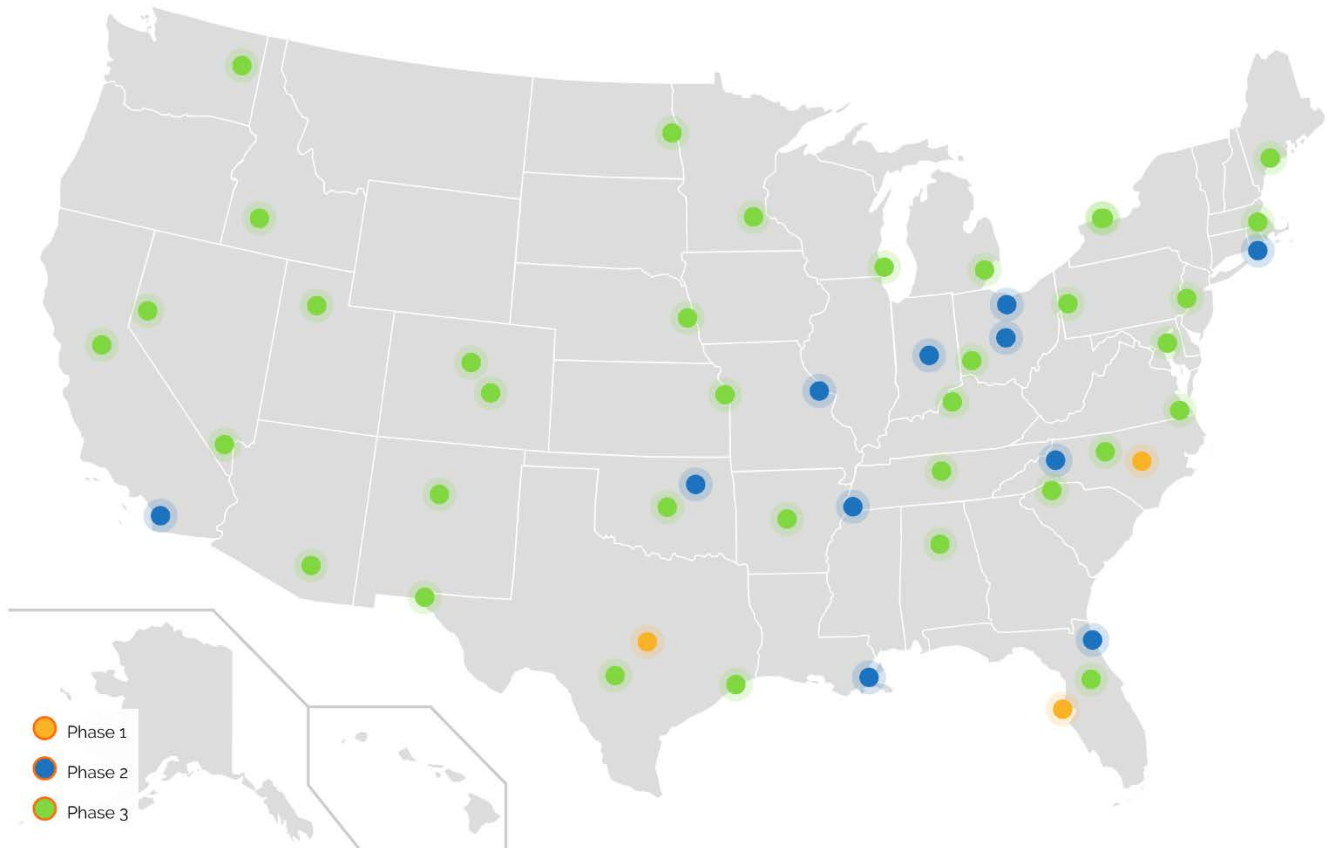
EdgeMicro has developed an eight rack, 64kW, prefabricated micro data center to address these vast considerations and requirements. It is carrier neutral, can be running in under 120 days, is specifically designed for the edge, has features consistent with traditional data centers to include DCIM and remote monitoring and service ticket management.

EdgeMicro is the only single provider delivering such a comprehensive solution to the whole of the edge ecosystem and market. EdgeMicro data centers and mETX provide an immediate solution for both terrestrial and mobile applications yielding increased performance and significant cost savings.



## EDGE DATA CENTER LOCATIONS

Locating at the edge has never been easier. We strategically position our micro data centers in tier II and tier III cities nationwide so you can connect with more people in more areas.

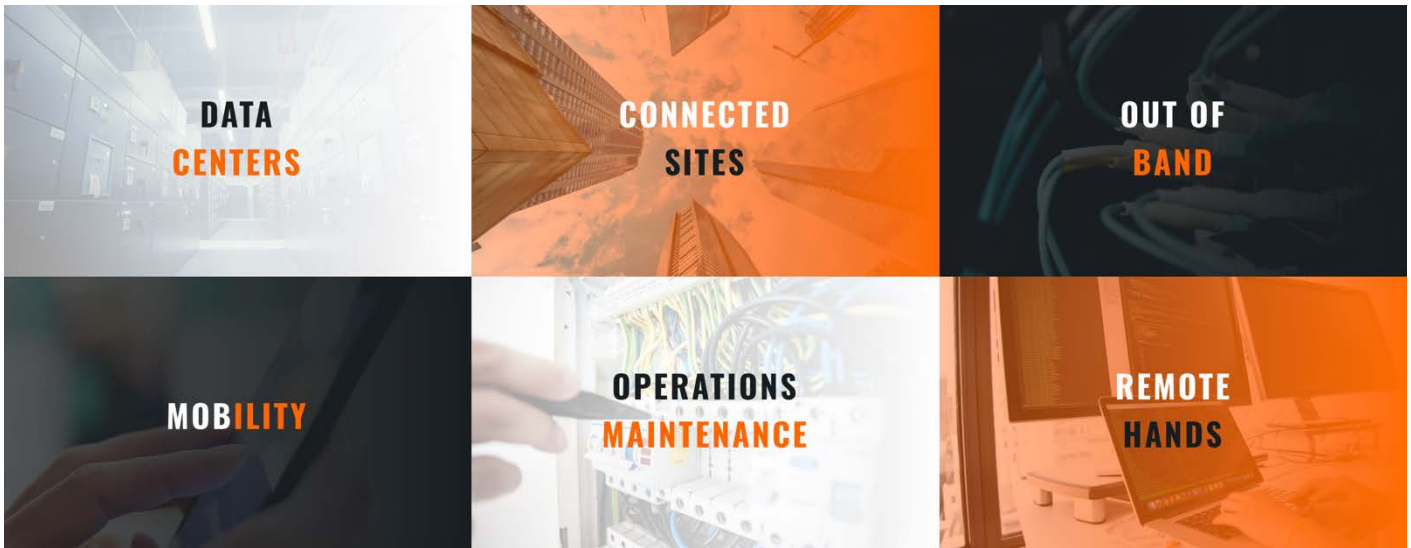


PHASE I	PHASE II	PHASE III
- Austin	- Cleveland	- Albuquerque
- Raleigh / Durham	- Indianapolis	- Baltimore
- Tampa / St. Pete	- Houston	- Birmingham
	- Memphis	- Boise
	- Jacksonville	- Boston
	- Charlotte	- Buffalo
	- Columbus, OH	- Cincinnati
	- New Orleans	- Colorado Springs
	- Providence	- Denver
	- Sand Diego	- Detroit
	- Tulsa	- El Paso
		- Fargo
		- Greensboro
		- Greenville
		- Kansas City
		- Las Vegas
		- Little Rock
		- Louisville
		- Milwaukee
		- Minneapolis
		- Nashville
		- Norfolk
		- Oklahoma City
		- Omaha
		- Orlando
		- Philadelphia
		- Pittsburgh
		- Portland, ME
		- Reno
		- Salt Lake City
		- San Antonio
		- Sacramento
		- Spokane
		- St. Louis
		- Tucson



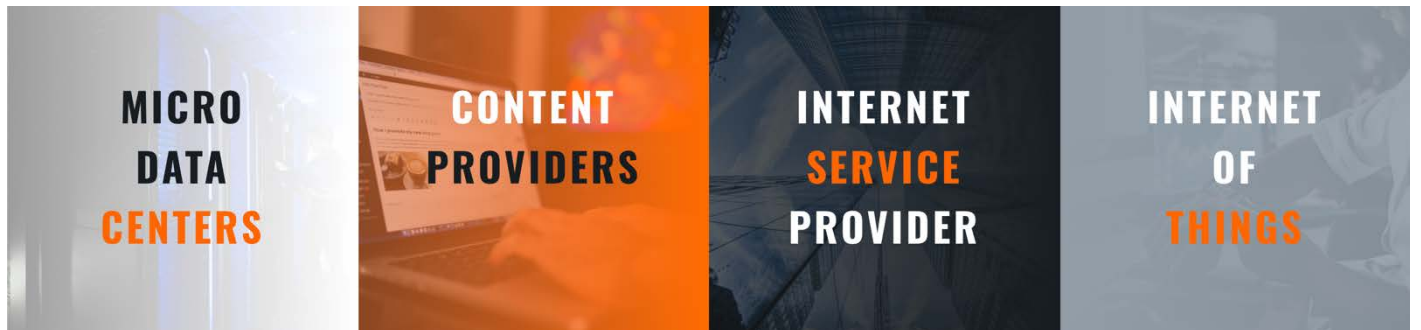
## EDGEMICRO SOLUTIONS

EdgeMicro has taken the trusted model of peering and colocation used at traditional data centers and adopted them for use at the edge. Our industry experts research the best locations where end users and businesses can mutually benefit from edge micro data centers. By simply plugging into our edge technology, businesses can mitigate risks and reduce the likelihood of cyber attacks by moving applications closer to the edge. Locating at the edge also brings the benefits of decreased latency and reducing backhaul expenses by eliminating the need to move data across the country. We make edge colocation simple, safe and affordable so you can maximize your business and meet more users at the edge.



## EDGEMICRO CLIENTS

Our easy and trusted model of edge colocation delivers on our vision of creating a world that is connected everywhere. Our model maintains and delivers a common, neutral infrastructure platform to meet any organization’s needs. Our simple solution removes hurdles to move broad distribution at the edge. We give various types of businesses, including MNOs, content providers, ISPs and IoT operators the tools necessary to be among the first to locate at the edge with speed. By plugging in and connecting through our infrastructure, businesses can focus on more efficient uses of their capital funds and maintain an advantage over their competitors.





## EDGEMICRO LEADERSHIP TEAM

*Backed By Experience – Driven By Innovation*

EdgeMicro's team is comprised of world-class leaders who focus on continuous innovation with an emphasis on superior customer service. With decades of experience in colocation, interconnection, real estate, mobile technology and the data center industry, EdgeMicro's executives are adept at delivering game-changing solutions that meet the global demand for bandwidth-intensive digital content.



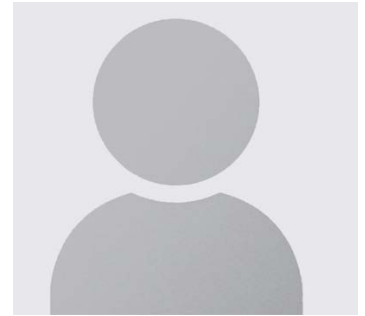
**Mike Hagan**  
*Co-Founder & CEO*



**Greg Pettine**  
*Co-Founder & EVP  
Business Development*



**Anton Kapela**  
*Co-Founder & CTO*



**TBD**  
*VP of Operations*



**Jason Bourg**  
*VP of Sales*



**Lauri Abrahamson**  
*Director of Business  
Development*



**Christian Kersgard**  
*Director of Operations*

[Read More about EDGEMICRO'S Leadership Team](#)

## EDGEMICRO'S VISION & MISSION

At EdgeMicro, we envision a world that is connected everywhere regardless of location, environment or any other barriers. Our mission is to deliver the premier edge solution platform through commoditizing solutions, removing complexity and mitigating risk. Our platform is the home for any company who has vision of creating new and exciting technologies. We are the platform of choice for companies to innovate with the speed needed to make a difference.



## COMPANY MATERIALS & NEWS

[Interview with Mike Hagan & Greg Pettine – The Company & the VP of Operations](#)

[Corporate Brochure Download](#)

[Watch Company Videos](#)

September 2020 - [Edgemicro Enables The Edge: Announces Enhanced Offerings](#)

August 2020 - [EdgeMicro to open five micro data centers across US](#)

June 2020 - [The 10 Hottest Edge Computing Startups Of 2020](#)

May 2020 - [Edgemicro Receives \\$5m To Fuel Data Center Expansion](#)

November 2019 - [Edge Computing Mini Data Centers Are Rolling Out for Real. What's Next?](#)

October 2019 - [First Customers On-Board, EdgeMicro Preps Edge Data Center Deployments in Three Markets](#)

October 2019 - [Edgemicro Launches Micro Data Centers In Austin, Raleigh And Tampa](#)

September 2019 - [Scaling at the edge: The business model](#)

July 2018 - [Time to Aim Lower: Zero Latency at the Edge Is Achievable at Scale](#)



## VP OPERATIONS

Since its inception in 2017, EdgeMicro has been creating the fundamental building blocks for an content facilitation solution that can effectively satisfy the communications infrastructure ecosystem. This includes appealing to and serving a vast array of business relationships with diverse agendas. The solution that EdgeMicro built is uniquely designed to serve and connect this multi-faceted market while remaining neutral and agnostic meaning its valuable to every single member of the ecosystem. This is a powerful position to be in at their stage of growth and maturity. All credit goes to the executive leaders who have proven successful entrepreneurs and courageous pioneers. The current VP of Operations has arguably done the hardest work in manifesting the product that works seamlessly with this broad constituency. The new VP Operations will be responsible for the site selection, installation, connectivity, operational efficiency, and performance of the MDC platform.

The VP Operations executive leader requires a broad and complex facilities management and operations background to include technical site selection; lease development and negotiation; budgeting; critical facility and site design, permitting and construction management; commissioning; environmental compliance; supply chain development/management; physical plant maintenance; IT operations and customer services/delivery management; and IT/data center compliance (ISO 27001, SOC 1 and 2; PCI DSS; FedRAMP).

### **Day-to-day responsibility managing the operations including but not limited to:**

- Participate in site selection efforts working with internal and external teams.
- Leads real estate lease administration process.
- Oversees project teams to ensure all aspects of site development, supply chain and construction are properly coordinated, scheduled, and executed.
- Oversee operations team to ensure all aspects of customer service delivery, sales support, NOC management and maintenance is conducted to policy and procedure.
- Ensure the proper flow of project information with internal and external parties including design team, contractors, investment partners and permitting authorities.
- Attends ownership meetings as needed and arranged, and follows up on top priorities, always keeping company interests in mind.
- Interfaces with all related internal departments and external personnel to coordinate planning, budgeting, scheduling, design and construction of development projects.
- Ensures capex projects are managed and completed within scope, budget and schedule.
- Guides reports in determining the resources required and work prioritization.
- Ensure insurance coverages for operations are appropriate and active.
- Manages capex and opex cash flow forecasts. Delegates opex budgeting and execution to Director of Operations and capex budgeting and execution to Director of Construction.
- Maintains strong working relationships with external service providers and industry professionals.



## **Position Requirements**

- 15+ years progressive facilities, construction management, and operations experience.
- Strong understanding of construction projects from acquisition to completion.
- Knowledge of fiber and copper telecommunications cabling means and methods.
- Knowledge of Fire Suppression Systems and permitting with Fire Departments.
- Knowledge of utility power installations.
- Working knowledge of IT/Data Center compliance programs.
- Lead Sales Engineer supporting sales as needed to close contracts.
- Critical CSA/MEP background and professional credentials preferred.
- Thorough understanding of Architectural, Civil, Structural (ACS) and Mechanical, Electrical Plumbing (MEP) design and specifications.
- Negotiation experience in commercial management.
- Robust experience with financial analysis, lease negotiations and contract management.
- Experience with start-up companies and private equity investors.
- Experience managing across multiple states and regions.

## **KEY QUALIFYING CRITERIA**

**Operational Leadership** – Demonstrated success leading a national, geographically diverse team in the site selection, installation, and operations of data center or communications infrastructure.

**Growth** – Experience with a chapter of remarkable growth, bringing with it the ability to think and act fast, be adaptable, be decisive, be transparent, address challenges, empower people and move forward with conviction and courage.

**Commercial** – Demonstrated comfort, familiarity, and success in dealing with the commercial influencers involved with EdgeMicro’s success to address customer and partner requirements and make decisions to address and progress revenue.

**Team** – History of success in attracting, mentoring, and growing talent made evident by the professional success historical team members have achieved during and subsequent to tenures together.

**Business Horsepower** - Intellectual horsepower with financial and business acumen to relate to EdgeMicro’s ecosystem of customers, partners, service providers, and investment influencers.

**Diversity** - Experience with a breadth of electromechanical products, solutions, and services in terms of data center and fiber technology, consultation, design-build, and outsourced IT infrastructure delivered at scale in multiple locations concurrently.

**Culture** – Ambition to join an early stage company and proactively participate, be accountable, and take ownership for the formation of the product and solution sets EdgeMicro is offering.





## WHY CONSIDER THIS OPPORTUNITY WITH EDGEMICRO?

**Charter** – EdgeMicro was a bleeding edge entrant to the Edge compute and content facilitation infrastructure market and are now on the precipice of massive validation of their growth plans.

**Platform** – A massive level of effort to create EdgeMicro's product, technology solution, network, and platform has prepared their platform to scale nationally.

**Timing** – Social and economic fundamentals driving data center infrastructure demand are unprecedented and forecasted to continue unabated for an unforeseen period.

**Team** – EdgeMicro's leadership is comprised of the most experienced credentialed leading an exceptional platform during a period of growth momentum for near term outcomes and future growth.

**Capital Partners** – EdgeMicro has been successful in raising capital through a formal process with credentialed M&A advisory and financial partners and are entering pre A-Round capital raise preparations.

**Culture** – This is a lean, humble, non-hierarchical, and ambitious environment with an entrepreneurial fire to capitalize, collaborate, and embrace every colleague's intellectual contribution to the success of EdgeMicro.

**Colleagues** – EdgeMicro's leadership pedigree reflects exceptional and distinct early experience with data center companies that have grown to massive success. This is their opportunity to lead by applying their collaborative best practices.

## COMPENSATION

The compensation package will be determined relative to the final candidate's current circumstance and specific requirements. The package is expected to include a competitive base salary, annual performance compensation, health benefits, and long-term incentive compensation in the form of equity.

## SEARCH PROCESS

Following a thorough exchange of information relating to company information, resume, and key qualifying criteria, CFS Partners anticipates recommending a short list of candidates to Mike Hagan and Greg Pettine, Co-Founders, in Mid November. Finalists will meet via videoconference with other members of the senior leadership team and contingent on Covid circumstances and perspectives, arrange to meet in person in Denver. The selected finalist will be presented with a compelling and competitive offer contingent on background check and thorough references.