



POSITION	VP CLIENT EXECUTIVE – GLOBAL CLOUD PLATFORMS
REPORTS TO	Ty Miller – CRO
DATE	November 2020
LOCATION	Northern California
MORE INFORMATION	https://www.stackinfra.com/
SEARCH CONTACTS	Andy Lane @ CFS Partners M +1 414 807 4085 E andy@criticalfacility.com

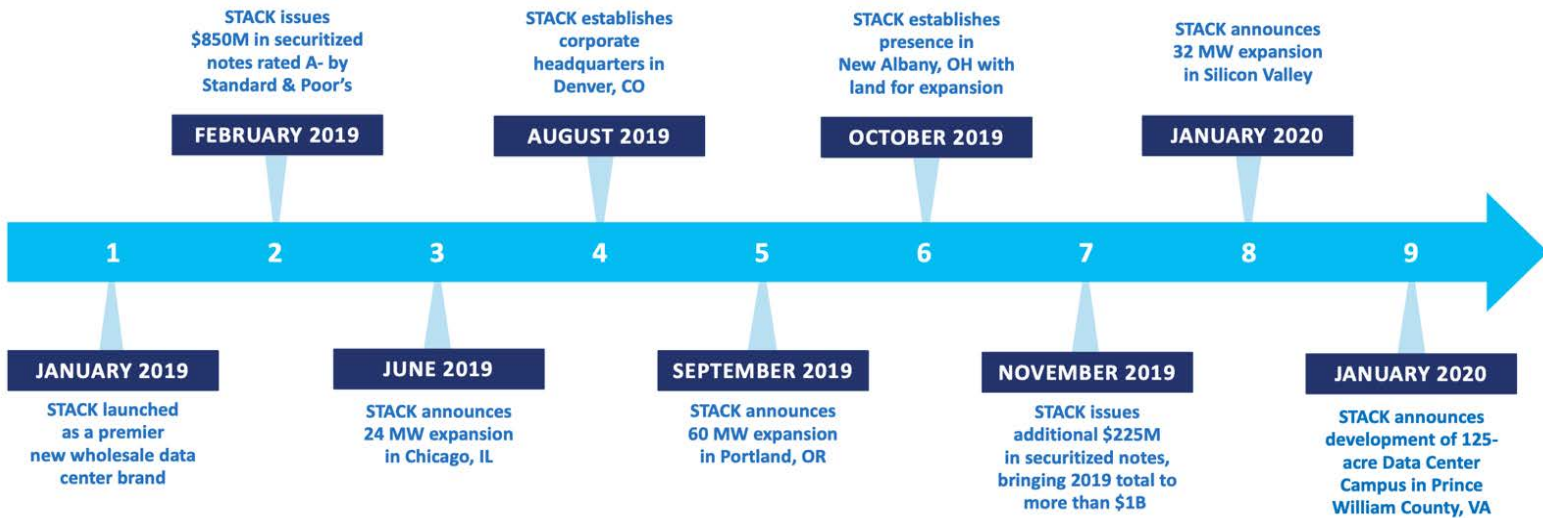
COMPANY OVERVIEW

Headquartered in Denver, CO, STACK INFRASTRUCTURE (STACK) provides digital infrastructure to scale the world's most innovative companies. The company is an ISO Certified, global data center developer and operator owned by IPI Data Center Partners (IPI) and is an award-winning industry leader in building, owning, and operating highly efficient, cost-effective wholesale, colocation, and cloud data centers. Each of its national facilities meet or exceed the highest industry standards in all operational categories of availability, security, connectivity, and physical resilience. Recognized for its consistent excellence, STACK INFRASTRUCTURE is dedicated to maintaining its reputation of reliability and best-in-class management while offering flexible solutions to meet the needs of its clients. STACK is pioneering a new level of service on a scale not previously found in the competitive data center development, wholesale, colocation, and cloud services marketplace.

With a client-first approach, STACK delivers a comprehensive suite of wholesale build-to suit, colocation, and powered shell solutions in eight markets today: Atlanta, Georgia; Chicago, Illinois; Dallas/Fort Worth, Texas; New Albany, Ohio; Northern Virginia; Portland, Oregon; Phoenix, Arizona; and Silicon Valley, California. With unparalleled existing and flexible expansion capacity in the leading availability zones, STACK offers the scale and geographic reach that rapidly growing hyperscale and enterprise companies need. The world runs on data. Data runs on STACK.



STACK'S COMPANY HISTORY



As the largest private data center platform in the US, STACK has established high quality infrastructure with 100+MW and 2 million rentable sq ft in the top 8 US markets. STACK's blue-chip clients include companies in the following sectors:



CHARTER

STACK's current expansion capacity of 1GW across 700+ acres allows them to focus on serving the hyperscale market without additional purchases or acquisition. Along with scaling the business, the next chapter also includes numerous expansion projects in other major US markets, as well as increasing the depth of its relationships with its blue-chip clients and enriching its relationships with top prospective clients. It is a great moment to join STACK's organization as they gain even more momentum. At a moment where data is now competitive advantage in driving customer experience, revenue, and business growth, hyperscaler buyers are coming to realize that 'The world runs on data. Data runs on STACK.'



STACK INFRASTRUCTURE DATA CENTERS



ALIANCETEXAS

A PROVEN DATA CENTER DESTINATION FOR HYPERSCALERS

The Data Center Campus at AllianceTexas is a joint venture between STACK, Hillwood Development, and IPI Partners and offers massive scale, dedicated substations, pad-ready entitled land, expedited permitting, tax incentives, and low-cost power. Hyperscalers can deploy rapidly in the lowest Total Cost of Occupancy (TCO) major market in the country.

- 400+ Critical Megawatts Provisioned.
- 400+ Acre Data Center Masterplan.

[LEARN MORE](#)

ATLANTA

ATL01 DATA CENTER

7 Megawatts
105,000 Sq Ft
POWER STACK:
Immediately available shell capacity.
READY STACK:
RackReady data halls.

ATL02 EXPANSION

20 Megawatts
6 Acres
POWER STACK:
Immediately available shell capacity.
READY STACK:
RackReady data halls.

EXPANSION CAMPUS

48 Megawatts
39 Acres

[LEARN MORE](#)

CHICAGO

CHI01 DATA CENTER

13 Megawatts
221,000 Sq Ft
POWER STACK: Immediately available shell capacity.
READY STACK: RackReady data halls.

EXPANSION CAMPUS

24 Megawatts
4 Acres

[LEARN MORE](#)



DALLAS / FORT WORTH

DFW01 DATA CENTER

21 Megawatts
318,000 Sq Ft
POWER STACK:
Private data halls.
READY STACK: Multi-
client data halls.

DFW02 EXPANSION

12 Megawatts
157,000 Sq Ft
POWER STACK:
Private data halls.
READY STACK: Multi-
client data halls.

EXPANSION CAMPUS

30 Megawatts
10 Acres
Immediately adjacent
to existing data
center.

[LEARN MORE](#)

NEW ALBANY

NAL01 DATA CENTER

2.4 Megawatts
113,000 Sq Ft
READY STACK: RackReady data halls.

EXPANSION CAMPUS

32 Megawatts
17 Acres
Immediately adjacent to existing data
center.

[LEARN MORE](#)

NORTHERN VIRGINIA

NVA01 DATA CENTER

18 Megawatts
180,000 Sq Ft
POWER STACK: Immediately available shell capacity.
READY STACK: RackReady data halls.

[LEARN MORE](#)

PHOENIX

150+ Megawatts
1,000,000 Sq Ft
79 Acres

[LEARN MORE](#)

PORTLAND

POR02 DATA CENTER

24 Megawatts
345,000 Sq Ft
POWER STACK: Immediately available
shell capacity.
READY STACK: RackReady data halls.

EXPANSION CAMPUS

60+ Megawatts
35 Acres
Neighboring campuses in immediate
proximity.

[LEARN MORE](#)

SILICON VALLEY

SVY01 DATA CENTER

9 Megawatts
140,000 Sq Ft
POWER STACK: Immediately available
shell capacity.

EXPANSION CAMPUS

32 Megawatts
4.5 Acres

[LEARN MORE](#)



STACK INFRASTRUCTURE SOLUTIONS

**HYPER
STACK**
BUILD-TO-SUIT

HYPER STACK

Campus and Build-to-Suit Options

As your business and infrastructure needs evolve, count on STACK's proven development expertise and expansive inventory to design and construct a custom solution capable of supporting the industry's most intensive compute and storage needs.

**POWER
STACK**
POWERED SHELL

POWER STACK

Data Center-Ready Powered Shells

With POWER STACK™ capacity at the ready across our portfolio, we can partner with you to rapidly deliver a customized data center solution enabling speed of execution in your most important locations.

**READY
STACK**
COMMISSIONED CAPACITY

READY STACK

RackReady Data Halls

From a 250 kW cage to a 30,000 square foot private data hall, STACK's RackReady® solutions enable your rapid server deployments with data center capacity and flexibility for growth.

FINANCIAL PARTNERS



IPI Partners is an investment firm focused on data centers and other technology and connectivity-related real assets. STACK Infrastructure is IPI's primary and principal data center platform. IPI is sponsored by ICONIQ Capital, LLC ("ICONIQ") and an affiliate of Iron Point Partners, LLC ("Iron Point").

In 2019, STACK issued over \$1 billion in Asset Backed Notes Investment Grade Credit Rating (A-) by S&P Global



STACK INFRASTRUCTURE LEADERSHIP TEAM

STACK's leadership team's accomplishments in the data center space speak for themselves –
50+ data centers designed, constructed, opened, and operating
100+ years of continuous data center operations
26 different markets deployed, and counting
3.16GW of launched, leased, and managed space
350MW of retrofits and expansions
\$2.9 Billion of real estate transactions



Brian Cox
CEO

[LinkedIn Profile](#)



Ty Miller
CRO

[LinkedIn Profile](#)



Heather Paduck
CFO

[LinkedIn Profile](#)



Val Milshtein
CTO

[LinkedIn Profile](#)



Matt VanderZanden
CSO

[LinkedIn Profile](#)



Mike Casey
CDCO

[LinkedIn Profile](#)



Donogh Roche
SVP Engineering &
Client Services

[LinkedIn Profile](#)



Tim Kuester
General Counsel

[LinkedIn Profile](#)

READ MORE ABOUT STACK'S EXECUTIVE TEAM [HERE](#)

COMPANY CULTURE

As a company, STACK prides itself on achieving client relationships built on mutual transparency and respect. The company attributes this success to its focus on the "Client Experience," which is only made possible by its people and resources. Instead of providing a 'product', STACK differentiates itself by focusing on developing dedicated Client Success Teams which are chartered with providing 'solutions' to each particular Client's unique requirements.

In addition to everyone working to increase the depth of client relationships, STACK also fosters an atmosphere that appropriately promotes fun amongst its employees and recognizes them for their hard work and successes.



“STACK-o-lades” give managers the opportunity to praise their team members for their hard work with gift cards, spot bonuses, and recognition within the company. Quarterly nominations are submitted, and both the nominee and nominator are rewarded, promoting collective positivity. STACK focuses on the little things that foster goodwill and help keep everyone stay engaged. During the COVID-19 pandemic, the team participated in themed video meetings and video happy hours. Of course, on May the Fourth, the company decided on a STARWARS themed call.



COMPANY NEWS

[VIEW ALL STACK INFRASTRUCTURE NEWS](#)

[STACK VIDEO RESOURCES](#)

January 2021 – [STACK INFRASTRUCTURE Appoints Val Milshtein As Chief Technology Officer](#)

October 2020 – [STACK INFRASTRUCTURE Continues its U.S. Expansion With the Groundbreaking of Latest Hillsboro Campus](#)

September 2020 – [STACK INFRASTRUCTURE Closes \\$325 Million Structured Debt Financing](#)

June 2020 – [STACK INFRASTRUCTURE Launches Into Arizona](#)

May 2020 – [STACK INFRASTRUCTURE Further Expands Atlanta Presence with Land Purchase](#)

January 2020 – [STACK INFRASTRUCTURE and Peterson Companies Announce Development of 125-acre Hyperscale Data Center Campus in Prince William County, VA](#)

January 2020 – [STACK INFRASTRUCTURE's Strategic Growth Continues with New Development in Silicon Valley](#)

November 2019 – [STACK INFRASTRUCTURE Expands Securitization to Further Fund Growth](#)

February 2019 – [STACK INFRASTRUCTURE Furthers Strategic Growth Initiatives with Closing of \\$850 million Structured Debt Financing](#)

January 2019 – [STACK INFRASTRUCTURE Announces Combination of Data Center Assets to Create Scaled National Platform and Brand Launch](#)



VP CLIENT EXECUTIVE – GLOBAL CLOUD PLATFORMS

STACK's Vice President Client Executive (VPCE), Global Cloud Platforms will report to Ty Miller, Chief Revenue Officer, and be accountable for establishing and growing relationships with 10 named Global Cloud Platform relationships. The VPCE's charter is partnering with target Client's most significant influencers and decision makers to make them aware of STACK's capabilities to provide hyperscale campuses, build-to-suit data centers, colocation capacity, private data halls, and powered shell options. STACK's commitment and partnership approach provides a significant competitive advantage in solving holistic and complex demands for highly reliable and resilient critical infrastructure.

Ty Miller has authored a unique Go-To-Market strategy based on his 15+ years demonstrated success engaging with sophisticated, high value Clients. He has an exceptional team with experience leasing space in built data center environments. Ty is looking to add an accretive member of the highly accomplished Cloud team, each of whom possess significant credentials in different aspects of the Hyperscale and Cloud ecosystem.

DUTIES & RESPONSIBILITES

The VPCE will own relationships with select Clients and prospects representing the top lessees of data center capacity in the world. It is expected he/she will –

- Develop and maintain relationships at the most senior levels of each target Client, across functions and lines of business which influence data center development.

- Intimately understand Client's strategy for data center deployments, by geography, design intent, and product type.

- Meet and exceed targeted account plans to include wholesale, colocation, and build-to-suit to turn-key data center transactions.

- Develop and report intelligence and pipeline activities on a regular basis to be resourced by the revenue acquisition team, company executives, and investor interests in market data.

- Work cross-functionally with internal business units to support current leasing activities.

- Maintain relationships with strategic partnerships and alliances in the data center capital development ecosystem who also support current and prospective Clients.

SKILLS & EXPERIENCE REQUIREMENTS

The VPCE is a remarkable role with unique associated criteria for consideration. Broadly we are looking for ambitious, client centric, fiscally astute, business development professionals who offer mission critical real estate development-oriented solutions to hyperscalers and Global Cloud Platforms.

More specifically we are looking for candidates with –



Current, trusted partner relationships with top targeted Global Cloud Platform organizations.
Demonstrated expertise managing strategic Client pursuits and partnerships reflected in long view account strategy, solutions orientation, and relationship selling.
Domain expertise with significant consultative solutions oriented approach which garners deep trust, reliance, and continued partnerships.
Deep understanding of market, vertical, and clients' business and competitors.
Strong knowledge of enterprise IT workloads, requirements, and future technology trends.
Successful track record of selling high profile solutions to national and global clients.
Experience negotiating complex contractual terms and conditions.
Gravitas and professionalism reflected in both verbal and written communications for presentations to sophisticated Client, prospect, Board, and investors audiences.

KEY QUALIFYING CRITERIA

Revenue Leadership - Demonstrated history of revenue generation accountability and performance with F500 cloud technology brands.

Rolodex - Demonstrated history of engagement with influencers of outsourced critical infrastructure decisions at Global cloud platform companies.

Significance – Level and size of deal transactions as a measure of complexity, scale, level, connections, and impact of value creation.

Horsepower - Intellectual horsepower with financial and business acumen to relate to STACK's ecosystem of Clients and investment influencers.

Sophistication - An experienced business, revenue, and deal development professional demonstrated by diversity of touches with a variable and complex theatre of influencers.

Diversity - Experience with a breadth of solutions and services delivered in terms of technology, consultation, design-build, IT infrastructure, products, scale, location, etc.

WHY CONSIDER THIS OPPORTUNITY WITH STACK?

Charter – STACK is creating a sustained competitive advantage by setting a new standard for client experiences. The world runs on data. Data runs on STACK.

Platform – STACK's 105MW of existing space coupled with their 1000MW and 700+ acres of expansion capacity to serve hyperscale client growth demands has no peer in the private data center market.

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



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

Capital Partners – IPI Data Center Partners, representing a general partnership between Iron Point Partners & ICONIQ Capital, comprise an elite group of investors, partnerships, and guidance of some of the most successful professional investors in history.

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 STACK.

Colleagues – STACK’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 Ty Miller, Chief Revenue Officer, mid November 2020. Finalists will meet with members of STACK’s senior leadership team. The selected finalist will be presented with a compelling and competitive offer contingent on background check and thorough references.