



EVOQUE™

POSITION	Senior Vice President, Engineering & Construction
REPORTS TO	Khozem Lokhandwala, CFO
DATE	May 2022
MORE INFORMATION	https://www.evoquedcs.com/
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EVOQUE DATA CENTER SOLUTIONS OVERVIEW

Evoque Data Center Solutions, one of the world's 20 largest data firms with presence across four continents, is a bridge to the future. Across 20 locations in the U.S. and abroad, Evoque provides connectivity, cloud, and data center services to a diversified client base of enterprise and hyperscale customers across multiple industry verticals.

Evoque's colocation, cloud, connectivity, and hybrid solutions are designed to be uncompromisingly secure, performant, resilient and flexible. Evoque's application-first approach to digital infrastructure enables clients worldwide to develop and utilize whatever combination of reliable colocation and hybrid cloud offerings they require in support of their digital transformation initiatives.

Challenging the status quo and shaking up the multi-tenant data center industry to evolve with customers, Evoque is delivering the connections that enhance their growth and empower progress at scale. Evoque's culture is centered on embracing a growth mindset, a theme of inspiring excellence, and encouraging teams and leaders to bring their best each day.

Evoque is a portfolio company of Brookfield Infrastructure Partners, a leading global infrastructure asset manager that owns and operates high-quality, long-life assets in the utilities, transport, midstream and data sectors across North and South America, Asia Pacific, and Europe.

EVOQUE SOLUTIONS

Colocation – Cloud enabled and carrier neutral, Evoque Data Centers Deliver the Security, Performance, and Resiliency to Power Business.

Cloud Engineering - Cloud, colocation, and connectivity are better together. Enterprises who are winning the digital future are designing flexible workloads that can connect to colocation, the cloud, hybrid, and the edge at the speed of business.



Connectivity – Connections for the Digital Age. Cloud On-Ramps, Carrier Depth, and Blended OP for the win. Evoque connects the world so you can advance your business. Our Inter-connectivity solutions help improve business outcomes by simplifying the deployment of workloads across your blended infrastructure.

MGI – ‘Multi-Generational Infrastructure’ with Evoque ‘Spendagility’ – Put the workload at the center of your infrastructure planning & shift your colocation spend, even during your contract. Evoque realizes business demands evolve and customer’s infrastructure should as well.

Build-To-Suit – Solutions for Enterprise, Hyperscale, and Government. At the confluence of creativity, flexibility, sustainability, connectivity, favorable tax jurisdictions, security, and compliance, you will find Evoque’s strategic properties and Evoque’s Mission Critical Team eager to assist with your custom data center project. Wholesale whitespace, dedicated pod, greenfield, or brownfield, put us to work for you, to help define the future and make your new build or wholesale vision a reality.

EVOQUE’S FIVE PILLARS

Evoque’s 5 Pillars are foundational to their culture, performance, and success. They guide the way we operate in business, how we treat each other, and the world.

Bridge

Be the bridge between the problem and solution, cloud and colocation, resiliency and velocity, in the present and the future.

Evolve

Continually evolving our mindsets (and industry) ; always sitting on the same side of the table as our customers supporting their business as their needs change over time.

Advance

Promoting great ideas and planting a flag on the digital frontier; discovering the most secure, performant, and forward-thinking solutions in the market.

Connect

By seeking to understand, relationships become consultative instead of transactional. Our culture of service creates deeper connections and a foundation of trust.

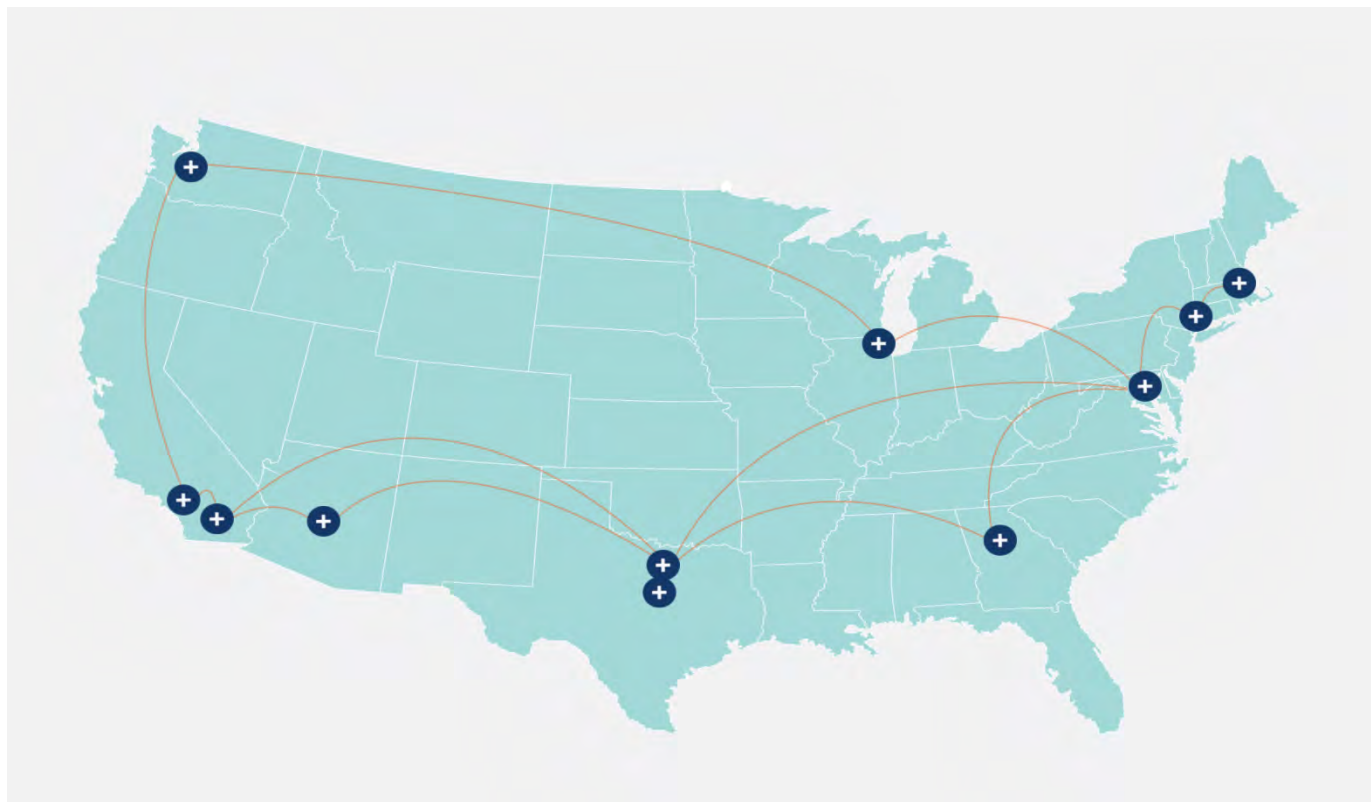
Grow

With an eye toward the future, we support the growth of our colleagues, customers, and communities, helping push the limits of what’s possible.



EVOQUE DATA CENTERS - US LOCATIONS

After acquiring AT&T's storied data centers in 2019, Evoque has evolved to become a digital infrastructure powerhouse. Their carrier neutral, cloud enabled Data Centers, located in the USA's largest markets, coupled with best-in-breed AWS, Azure and GCP professional services provide the expertise and ecosystem for enterprise to thrive at scale.



ASHBURN DATA CENTER

-164,453 square foot

BOSTON DATA CENTER

-201,530 square foot

DALLAS – ALLEN DATA CENTER

-115,633 square foot

LOS ANGELES DATA CENTER

-150,000 square foot

PHOENIX DATA CENTER

-154,000 square foot

SEATTLE DATA CENTER

-103,920 square foot

ATLANTA DATA CENTER

-137,203 square foot

CHICAGO DATA CENTER

-194,057 square foot

DALLAS – WEBB CHAPEL CENTER

-140,654 square foot

NEW JERSEY - SECAUCUS DATA CENTER

-154,691 square foot

REDWOOD CITY DATA CENTER

-118,764 square foot



EVOQUE DATA CENTERS - INTERNATIONAL LOCATIONS



AMSTERDAM, NL DATA CENTER

This 425,174 square foot facility provides high levels of security and ample power, with excellent connectivity including easy access to multiple public cloud providers and close to 20 international and local network service providers.



FRANKFURT, GERMANY DATA CENTER

Our 186,298 square foot German data center provides substantial power and a high level of security for our customers, in addition to access to multiple local and international carriers, and amenities including customer lounge and conference rooms.



REDDITCH, ENGLAND DATA CENTER

Evoque Redditch has easy access to multiple public clouds, complemented with a wide range of local and international carriers. The 60,000 square foot facility provides substantial power from 2 separate utility feeds and high security including a gated entrance, while amenities include a customer lounge and conference rooms.



SINGAPORE DATA CENTER

Located just 17 miles from the Singapore Airport, our 65,000 square foot facility has been providing our customers with substantial power, high security, and 24x7 support. Available amenities include a customer lounge and conference room.



EVOQUE DATA CENTER SOLUTIONS LEADERSHIP

Evoque's leadership team has over 100 years of combined digital infrastructure experience, helping to evolve the industry today and into the future.



ANDY STEWART
President & CEO

[LinkedIn Profile](#)



TOM MARX
CRO

[LinkedIn Profile](#)



CATHERINE SMITH
General Counsel & CAO

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MICHAEL MICHALIK
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**KHOZEM
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CFO

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WILLIAM LEEDECKE JR.
EVP, Global Operations

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FINANCIAL PARTNER



Brookfield Infrastructure Partners L.P. is one of the largest owners and operators of critical global infrastructure networks which facilitate the movement and storage of energy, water, freight, passengers and data. We are one of the few pure play, publicly traded, global infrastructure vehicles that invests in premier infrastructure assets with stable cash flows, high margins and strong growth prospects.

With \$117B assets under management, 44,000 operating employees, and 260 professionals, Brookfield Infrastructure is one of the world's largest infrastructure investors, owning and operating assets across the utilities, transport, midstream, and data sectors.



For more information, visit <https://www.brookfield.com/our-businesses/infrastructure>

EVOQUE NEWS

April 18, 2022 – [Evoque expands into Hyperscale with Build-To-Suit Green Data Centers](#)

March 8, 2022 – [Evoque Partners with Sandler to accelerate growth](#)

March 7, 2022 – [Evoque names Amazon Veteran Khozem Lokhadwala as Chief Financial Officer](#)

February 15, 2022 – [Evoque & Telarus Partner to deliver advanced cloud services to resellers](#)

January 18, 2022 – [Veteran HR Executive Sara Lemons joins Evoque as Chief People Officer](#)

September 28, 2021 – [Tom Marx joins Evoque Data Center Solutions as Chief Revenue Officer](#)

July 6, 2021 – [Evoque acquires Foghorn, looks to Cloud Consulting and DevOps](#)

June 7, 2021 – [Evoque Data Center Solutions Announces Expanded Partnership Roster With Network Service Providers](#)

June 5, 2020 – [Andy Stewart named Chief Executive Officer at Evoque Data Center Solutions](#)



EVOQUE™

SVP, ENGINEERING AND CONSTRUCTION

Reporting to Chief Financial Officer, Khozem Lokhandwala, the SVPEC will oversee the strategic and practical delivery aspects of all design and construction of data centers globally. This individual will ensure design and development of products that meet the rapidly evolving and ever-changing definitions and demands of large enterprise and hyperscale customers. This will require executive oversight and synthesis of design, procurement, product, sales, and operational inputs into a progressive and efficient delivery platform.

As a colocation provider, Evoque has worked with enterprise customers who lease IT capacity in cabinets or cages. With its built-to-suit program, Evoque is now seeking to create entire data center buildings. The built-to-suit market focuses on larger users, especially hyperscale operators such as cloud computing platforms and social networks.

As Evoque expands into the market for hyperscale computing, offering built-to-suit data centers backed by green energy, including the prospect of on-site renewable power, they require a seasoned data center engineering and construction professional to advise on effective and efficient delivery, at scale. This initiative taps the substantial resources of Brookfield Infrastructure Partners (BIP), whose global investment portfolio includes renewable energy companies and a large real estate portfolio. Evoque's build-to-suit program will leverage a global land bank to offer a range of development options for data centers, including flexible financial options and the ability to include a power purchase agreement (PPA) to secure renewable energy for the facility.

Evoque is leading with sustainability, a key focus for hyperscale operators and an area where infrastructure funds like BIP can bring new capabilities to the game. Evoque will work closely with Brookfield Energy Partners, which operates a global portfolio of hydroelectric, wind, solar and energy storage facilities.

KEY RESPONSIBILITIES

- Develop and lead a strong organization that positions Evoque for rapid geographically dispersed expansion of capacity. Continually enhance the team to ensure a culture rooted in innovation, collaboration, and effective execution.
- Design best in class and cost-effective data centers that meet customer needs and local regulations. Incorporate renewable energy and industry leading sustainability practices into the design.
- Create strategic relationships with Vendors and General Contractors to enable safe and rapid delivery of data center capacity at advantaged costs.
- Prioritize work based on business and customer demands, lead customer-requested technical business reviews, and articulate concepts and ideas to a non-technical audience.
- Lead facility diligence efforts in support of potential M&A opportunities.



DESIRED EXPERIENCE

- 15+ years' experience in Design or construction of large scale in mission critical facilities with at least 5+ years' experience directly in Data Center Space.
- Offers new ideas to customers, beyond expectations and normal practice, in the interest of an improved relationship; anticipates the needs of the customer's business.
- Proactively seeks to improve processes and implement best in class solutions, raising quality and productivity in a calculated way. Benchmarks own performance against industry best practices.
- Strong financial acumen including the ability to create and understand budgets, financial analysis, and invoicing.
- Skilled communicator and executive presence. Comfortable interfacing with the board.

KEY QUALIFYING CRITERIA

Data Center Engineering & Construction

Evaluate the breadth and complexity of data center environments designed –

- Provide a summary of your perspective of the intersection of digital infrastructure and energy.
- Project list of data centers constructed. Ideally the list reflects a breadth of topologies in terms of size, locations, complexities, and customers.
- Track record of delivering engineering and construction on schedule and budget
- Demonstrated command of the design-build theatre of engineers, contractors, suppliers, labor, safety, security, audit, and public / municipal authorities
- Conflict resolution approach, style, and history of resolution

Business Acumen

Growth oriented commercial disposition with innovative thought leadership and nuanced understanding of P&L, human capital leverage, resource allocation, and technology utilization leading to realized efficiencies and increasing profitability.

Financial Acumen

Experience in a data center real estate invested environment with requirements for investor rates of return, asset acquisition, and platform standardization for value creation.

Executive Leadership

Demonstrated history of leading a geographically dispersed team to consistently perform at or above plan in a high growth environment.

Culture

Alignment of Evoque's 5 Pillars reflecting core values and guiding principles which lead to excellence, fairness, and justice in the workplace. Compare and contrast cultures in which you've worked in the past.



WHY CONSIDER THIS OPPORTUNITY WITH EVOQUE?

Impact

Put your fingerprint on a new chapter in the industry with an established yet still emerging company poised for continued growth and scale. The SVPEC will dramatically impact the organization's data center topology, portfolio, and resulting business value.

Leadership

Khozem Lokhandwala spent the last 17 years at AWS where he served as Global Vice President, Data Center Planning and Delivery, responsible for all aspects of data center development, including power, real estate, construction, and vendor owned colocation facilities.

Focus

Join experienced industry veterans, Andy Stewart (CEO), Khozem Lokhandwala (CFO), Tom Marx (CRO), and Sara Lemons (CPO) who are bringing their considerable skillsets to achieve Evoque's multi-faceted growth strategy in partnership with BIP.

Financial Strength

Brookfield Infrastructure Partners (BIP) brings capital and experience in the participation, support, and leadership of multiple prior infrastructure investments. Their partnership with the executive team is highly valued and an integral to the positivity of the culture.

Culture

Evoque's culture embodies the dynamics of a start-up, focusing on smart, strategic thinking which leads to creative partnering. Evoque demonstrates its mission and principles with an intense sense of commitment, customer intimacy, and energy.

COMPENSATION

The compensation package for the SVPEC 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 bonus based on achieving MBO's, long term incentive compensation in the form of Partnership participation, and an extensive benefit program. Evoque offers a full range of flexible benefit plans, paid time off and other perks to achieve work-life balance and stay productive.

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 Khozem Lokhandwala, CFO, and Sara Lemons, Chief People Officer, in mid May 2022. Finalists will meet with other members of the senior leadership team including Andy Stewart, CEO. The selected finalist will be presented with a compelling and competitive financial and professional growth offer contingent on background check and thorough references.



Diversity and Inclusion – Evoque is committed to fostering, cultivating, and preserving a culture of diversity, equity and inclusion and look forward to seeing the perspective and experience that you will bring to the team. The collective sum of the individual differences, life experiences, knowledge, inventiveness, innovation, self-expression, unique capabilities, and talent that Evoque employees invest in their work represents a significant part of not only our culture, but our reputation and company's achievement as well.

We acknowledge and accept employees' differences in age, color, disability, ethnicity, family or marital status, gender identity or expression, language, national origin, physical and mental ability, political affiliation, race, religion, sexual orientation, socio-economic status, veteran status, and other characteristics that make our employees unique.