

# Modular Solutions

## Project Management Practices

## Company Background

- Over 40 years of experience in the mission critical data center and modular design/build field.
- Proven track record of successfully completed projects with references.
- Financially stable with established lines of credit to fund equipment and vendor sourcing.
- Fully bonded and insured to mitigate customer liability and exposure.

## Project Management Methodology

- Data center projects are driven by mechanical and electrical trades. Our background and expertise is grounded in these technical capabilities. Between the cooling and power equipment plus installation costs these components make up 80% of the project budget.
- Our project executives come from the mechanical and electrical industries and are well versed in the intricacies and coordination of this expertise.
- Our experienced team is capable of identifying potential project issues prior to the start of the construction process to effectively mitigate risk and prevent budget and schedule overruns.
- We utilize established project document control means and methods as well as CPM scheduling tools to maintain organization and control throughout the entire project process.
- Our extensive field experience enables us to view a project from multiple perspectives to successfully choose and manage subcontractors while maintaining project schedule and budget.

## National Deployment Capability

- The Company has national scope with completed successful projects in the Pacific Northwest, Southwest, and Southeastern United States, with our headquarters located in the Mid-Atlantic.
- Our extensive nationwide experience in the mission critical field allows us to better differentiate between subcontractors that are a perfect fit for the project and those that do not possess the skill set and experience required to work in a mission critical environment.
- Our related party companies represent various national manufacturers of critical equipment. As a result, we have a national network of affiliates in every city that are experts in the data center industry and can provide recommendations to us for the properly qualified mechanical and electrical subcontractors to work under our guidance to deploy work anywhere in the country.

## Project Execution Methodology

- In all circumstances we staff the projects with our own project management and on site supervisory personnel.
- The Company has the ability to self-perform modular data center installations, as well as mission critical HVAC installation and maintenance, and electrical installation and maintenance in select geographic markets.
- In the event subcontracting out the work is more beneficial to the project, the experience of our project team allows us to select subcontractors that will work effectively and efficiently.
- We continuously critique ourselves and our subcontractors to insure improvement of our project management processes, knowledge and value to our customer.
- We are flexible in contract formats to accommodate our customer's needs.

## Project Financial Control

- Our project team works with subcontractors and owners to fine tune project cost by performing intensive scope reviews and leaving no “stone unturned.”
- We perform value engineering reviews of all projects prior to 100% design documents.
- Scope modifications required by unforeseen field conditions are thoroughly vetted prior to issuing a proposed change order.
- Any additional scope added at the Owners request is documented, priced and negotiated with the Owner prior to execution of the work.
- All subcontractors and vendors are contractually required to provide partial and final release of liens.

## Project Schedule Control

- Field supervisors assist in keeping subcontractors and field personnel on schedule by being involved in all aspects of the project process from pre-construction, project kickoff, progress meetings and project closeout.
- We Implement the use of one, three and five week look ahead schedules to assure labor, materials and equipment are available in accordance with the overall project schedule.