

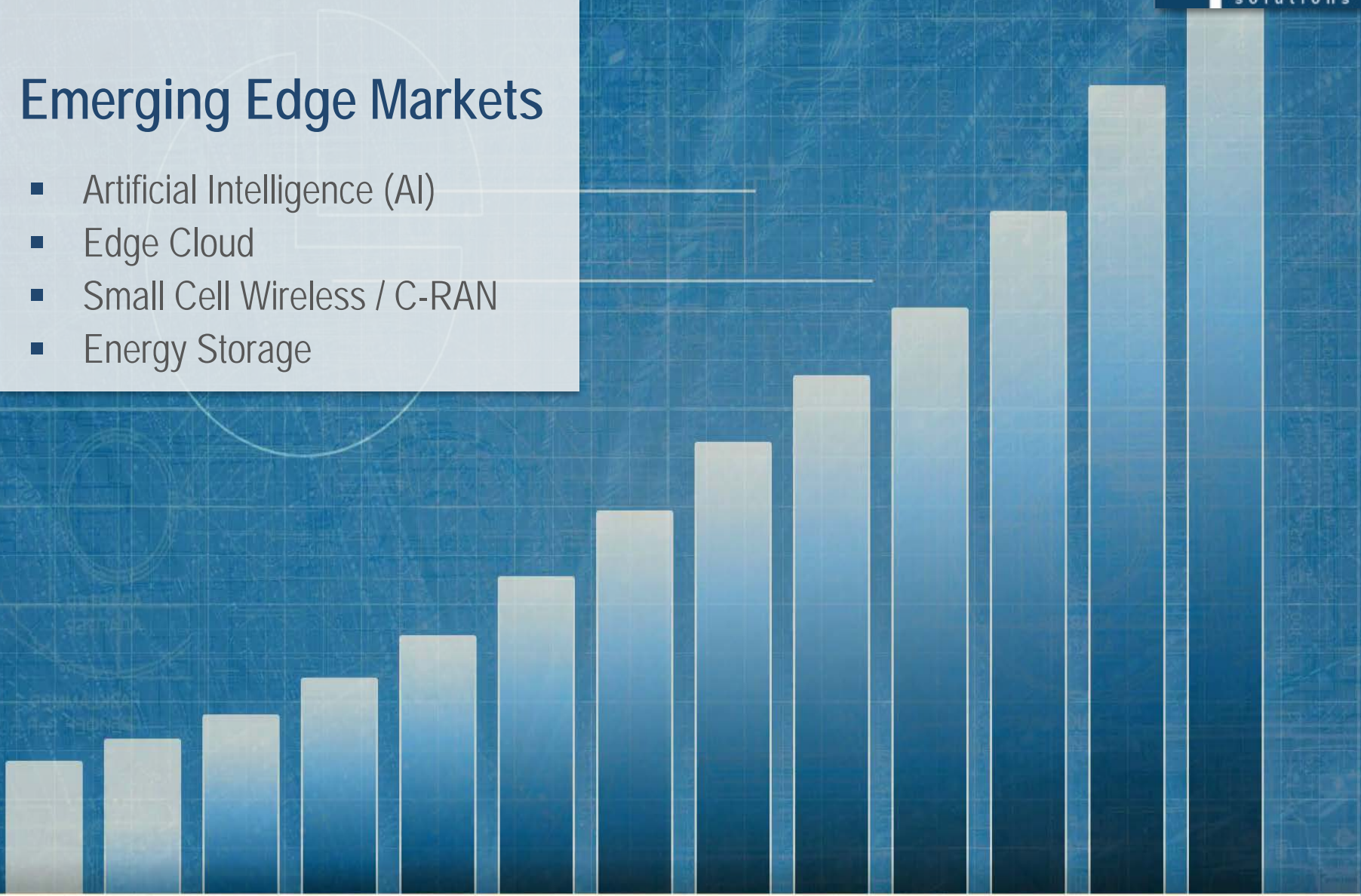


Edge Market Outlook



Emerging Edge Markets

- Artificial Intelligence (AI)
- Edge Cloud
- Small Cell Wireless / C-RAN
- Energy Storage



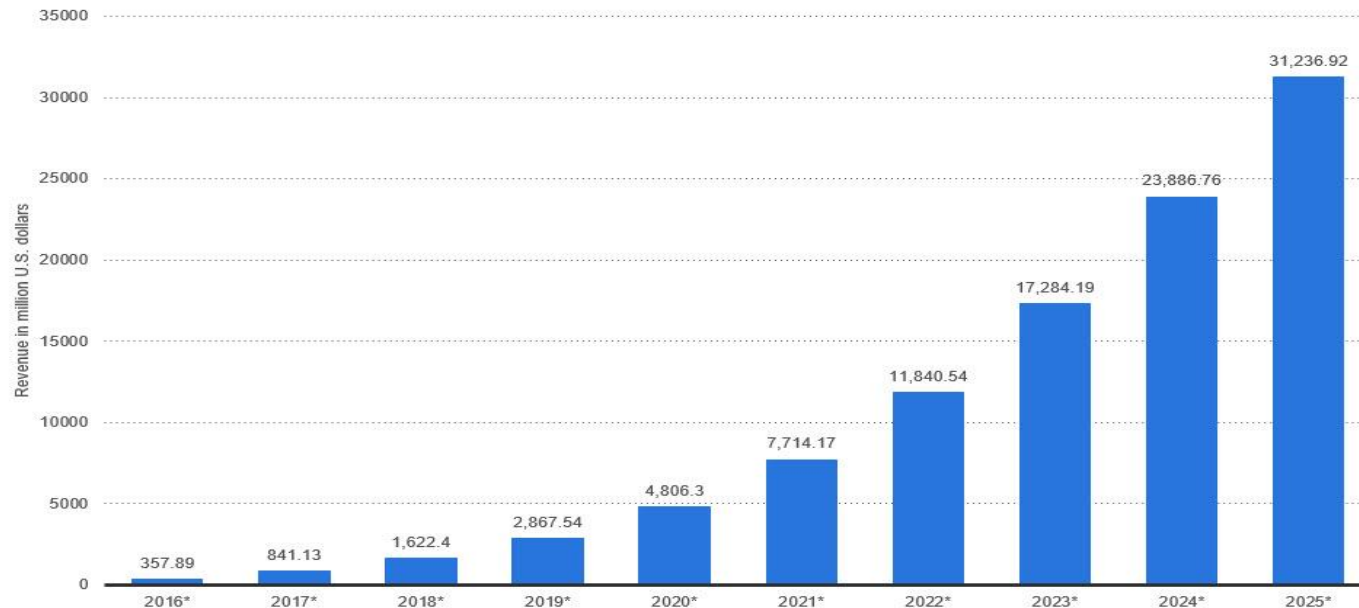
The Macro Market Driver



Artificial Intelligence 10 Year Market Growth Projection

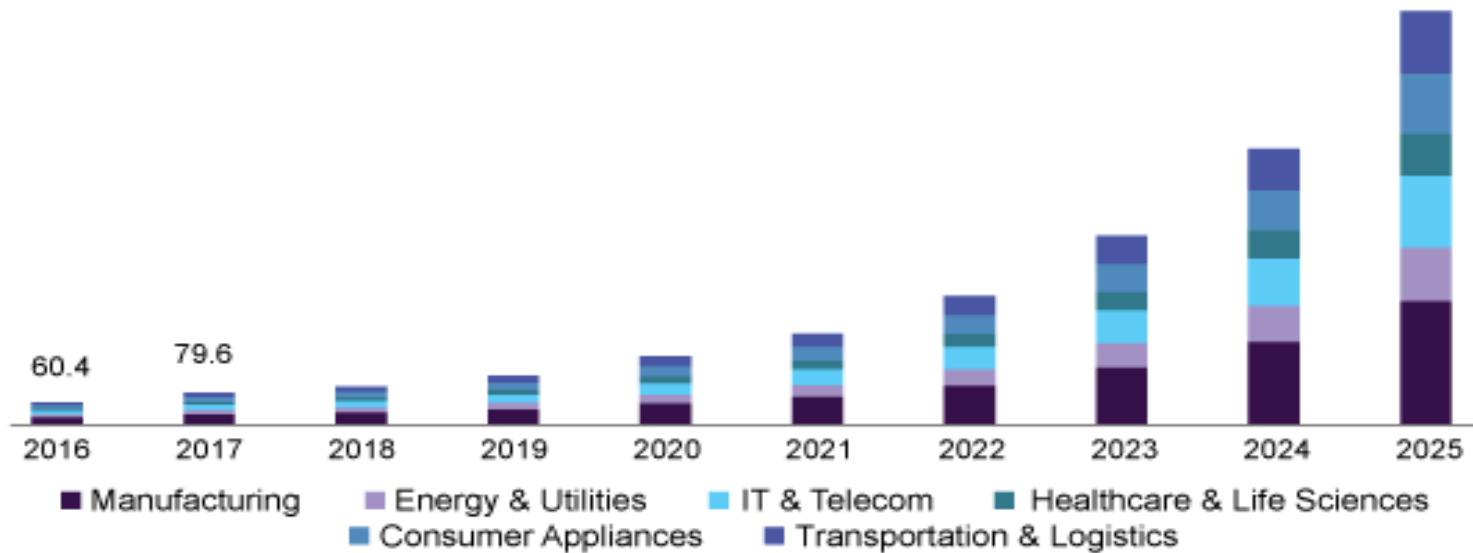
Enterprise artificial intelligence market revenue worldwide 2016-2025

Revenues from the artificial intelligence for enterprise applications market worldwide, from 2016 to 2025 (in million U.S. dollars)

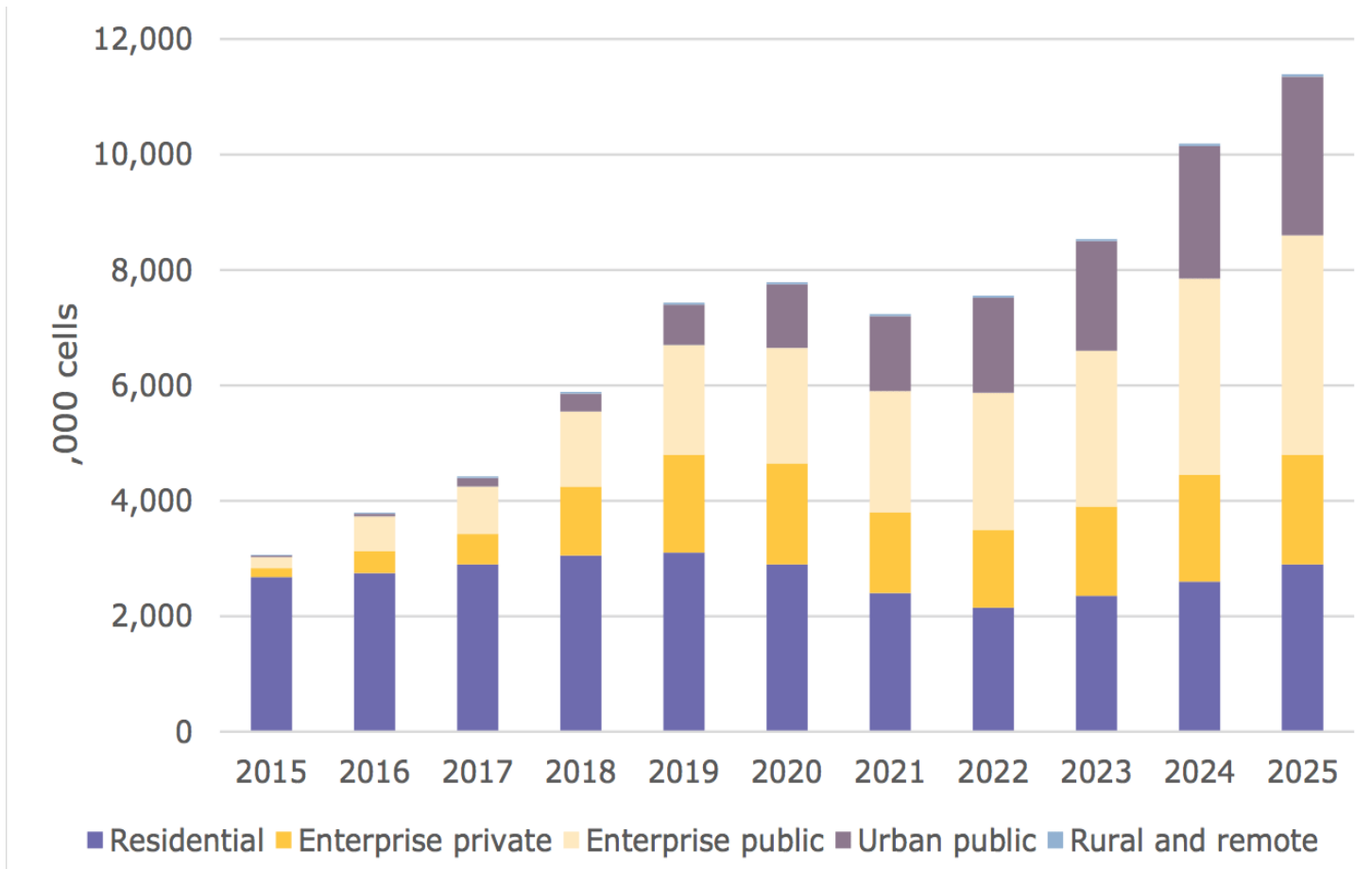


Edge Cloud 10 Year Market Growth Projection

U.S. edge computing market, by vertical, 2016 - 2025 (USD Million)

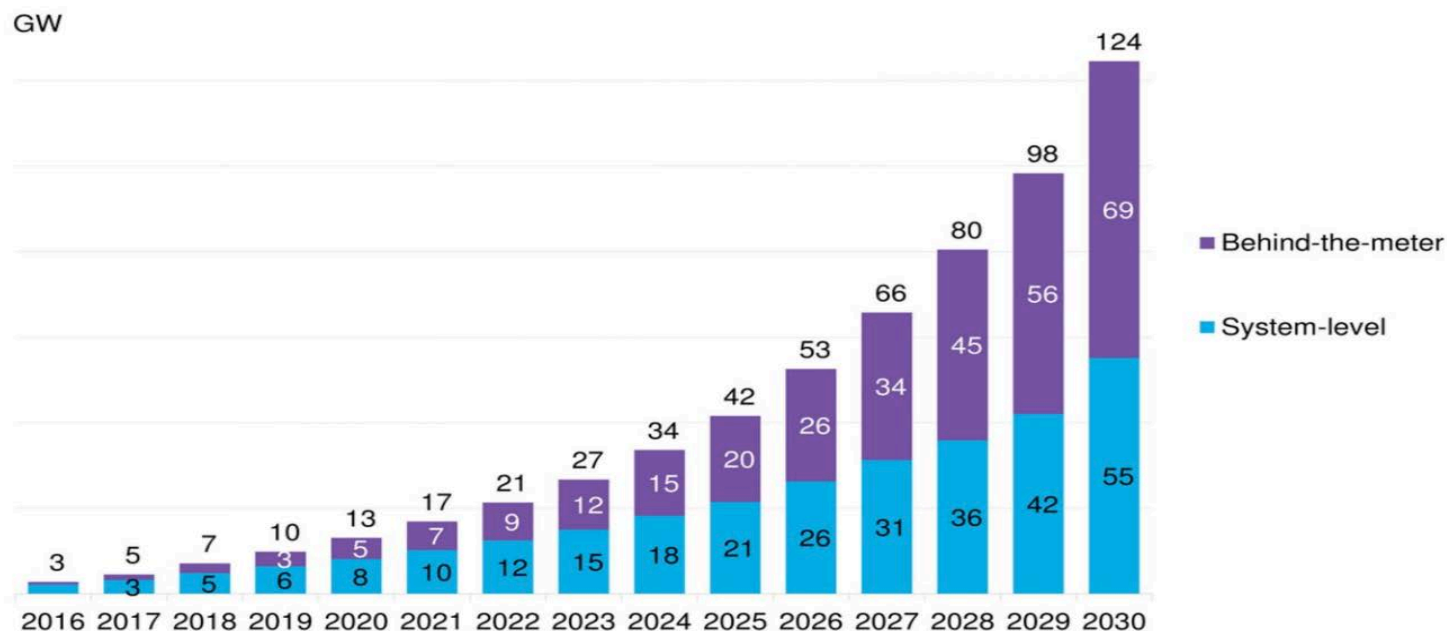


Small Cell Wireless 10 Year Market Growth Projection



Energy Storage 15 Year Market Growth Projection

Cumulative energy storage deployments by segment



Source: Bloomberg New Energy Finance. Note: System-level refers to projects that provide system services independent of where they are

Legacy Market Drivers

- Data Center Expansion
- High Performance Computing
- Distributed Network Architecture
- Content Delivery
- Disaster Recovery
- Mobile Device Uptake



Benefiting Vendors

- Enclosures
- IT Servers
- Racking/Infrastructure
- Power
- Cooling
- Switch Gear
- Breaker Panels
- Controls/Monitoring
- Batteries
- Generators
- Fiber/Connectivity
- Fire Suppression
- Security



Modular Advantages

- Efficient CAPEX deployment
- Scalable Infrastructure Design
- Accelerated Depreciation
- Tax Classification Advantages
- Reduced Local Code Restrictions
- Ability to Relocate and Repurpose
- Rapid Deployment and Expansion
- Reduced Time to Market
- Reduced Time On-site
- Factory Quality Control
- Factory Testing and Commissioning
- EMI/RFI/HEMP Options
- Flexible Redundancy (N, N+1, 2N)



Target Edge Markets

- Brick and Mortar Data Centers
- Multiple System Operators (MSO)
- Content Delivery Networks (CDN)
- Telecom Networks (ILEC/CLEC)
- Network Carriers
- Long Haul Fiber Networks
- Last Mile Fiber Networks
- Power Utilities
- Next Generation Service Providers
- Transportation
- Research & Education
- Commercial Real Estate
- Gov/Mil



Edge Pod Market Offering

- Data Pods
- Power Pods
- Switch Gear Pods
- Chiller Pods
- Battery Pods
- Generator Pods
- Carrier Pods
- C-RAN Pods
- Pump Pods
- Skid/Lid Options



Edge Pod Components

- Enclosure/Cabinet
- IT Servers/Telco Equipment
- IT/Telco Racks
- UPS Power
- Cooling
- Switch Gear
- Breaker Panels
- ATS/Generator
- Fiber/Connectivity
- Controls/Monitoring
- Fire Suppression
- Security



Turnkey Services

- Basis of Design
- Project Management
- Construction Management
- Site Preparation
- Equipment Sourcing
- Enclosure Fabrication
- Testing
- Assembly
- Installation
- Commissioning
- Sustainment



Competitive Advantage

- Quality Fabrication/Integration
- Vendor Neutrality
- Quote Response Time
- Delivery Lead Time
- Flexibility
- Turnkey Solutions
- Superior Economics
- Design Expertise
- Quality Control



Business Development

- Market Qualification
- Market Access Partnerships
- Product Line Development
- Demand Creation
- Opportunity Vetting
- Budgetary Proposals
- Order Capture
- Account Management



Market Access Partners

- IT OEMs
- Mission Critical OEMs
- System Integrators
- Engineering Firms
- IT OEM Resellers
- Value Added Resellers (VARs)
- Distributors
- OEM Rep Firms



Project Track Record

- NASA - AMES
- NASA - JPL
- Schneider Electric
- HP/SGI
- Univision
- Time Warner/Charter
- NETL
- Commscope
- University of Montana
- Packaging Corp of America
- Chatham County Courthouse
- Amazon
- General Atomics
- USMC
- Compass Data Centers
- Sabey Data Centers

