

**BUILD ON OUR STRENGTH**  
COUNT ON OUR COMMITMENT

## Data Center Experience



# Company Overview

- Founded in 1987 by Jim Petrucci shortly after graduation from Princeton University
- Offices in Asbury, NJ and Lehigh Valley, PA
- Full service design/build specialist, owner and developer of office, high tech, industrial, retail, multi-family and hotel properties
- Achieved reputation for quality and reliability based on our unique *Leadership Pledge*

## At J.G. Petrucci, Co. (“JGPCO”) we pledge to:

- Provide quality facilities that reflect the character of our clients and stand the test of time
- Relentlessly pursue total client satisfaction
- Respond to the needs of the community
- Create value and opportunity for clients, service tradesmen and employees
- Set a standard of conduct that reinforces traditional notions of service, accountability and integrity



# Green Building & Sustainability Design Capabilities



*We are a firm that has the commitment, wherewithal and experience to make green building and sustainability a driver of savings, rather than a drag on profits.*

- JGPCO has a demonstrated commitment to green building and sustainable design
- Founding member of Lehigh Valley Chapter, Delaware Valley Green Building Council
  - U.S. Green Building Council Affiliate
- JGPCO can design and build for LEED certification or one or more components of the overall certification criteria, including:
  - Sustainable Site Development
  - Water Savings
  - Energy Efficiency
  - Materials Selection
  - Indoor Environmental Quality

The need for reliable, scalable, available and security-rich data center infrastructure has never been more critical to the success of your organization.

# JGPCO's Data Center Design/Build Process

- By integrating both design and construction services:
  - ❑ A tighter schedule can be met;
  - ❑ Costs can be better controlled;
  - ❑ Unforeseen problems can be avoided.
  
- JGPCO' services include:
  - ❑ Assessment and Planning
  - ❑ Design
  - ❑ Architecture and Engineering
  - ❑ Construction, Installation and Integration

# JGPCO's Process

## ▪ **Contract Negotiation**

- ❑ JGPCO's in-house Legal Department assists in negotiating a favorable land purchase agreement.
- ❑ Our in-house Business Development Team works with the client to identify suitable state, county and municipal incentives.

## ▪ **Due Diligence and Approvals**

- ❑ JGPCO conducts intensive due diligence to ensure that the site is suitable for the intended use.
- ❑ JGPCO has developed a proprietary 40-item Due Diligence Checklist that is used to thoroughly analyze each site.
- ❑ We take full responsibility for all required municipal approvals.

## ▪ **Design**

- ❑ Effective data center design starts with defining and understanding the project requirements for the data center and identifying the business objectives.
- ❑ We then work with the IT & facility staff to identify and quantify project needs.
- ❑ JGPCO develops an understanding of the trends and migration strategies required to adapt to future changes.
- ❑ Finally, we develop a conceptual data center design from which construction budgets can be developed.
- ❑ From this point, the initial design is developed based on the project scope, system requirements, budget and timing.
  - A preliminary project timeline is established to minimize construction time and ensure alignment with the project budget.

# JGPCO's Process

- **Construction**

- JGPCO's team of professionals constructs/retrofits a first-class building - **on time and within budget.**

- **Delivery**

- JGPCO delivers the building fully ready for occupancy.
- Our time-tested methodology has resulted in dozens of successful projects for companies in a wide range of industries.



# Network-Critical Physical Infrastructure

- Network-Critical Physical Infrastructure (“NCPI”) is the foundation upon which IT and telecommunication networks reside
- JGPCO understands the complexities associated with NCPI elements such as:
  - ❑ Critical Redundant Electrical Systems
  - ❑ N+1 Redundant HVAC Systems
  - ❑ UPS Systems
  - ❑ Fire Protection Systems
  - ❑ Monitoring & Alarm Systems
  - ❑ Redundant Cable Routing Systems
- If required, JGPCO can design to a tier designation as defined in the Uptime Institute Data Center Reliability Matrix.
- JGPCO’s ability to view NCPI as a whole, rather than as individual components, is essential to our success in designing and deploying an integrated system that performs as required.

# Client Testimonial

"Your team worked with us every step of the way to maximize value without compromising quality. We couldn't have chosen a better organization."

~ *Bruce Kay, Vice President, Markel Corporation*



# Recent Data Center Projects



## Synchronoss Technologies Inc.

*Bethlehem, PA*

- Synchronoss Technologies is the leading provider of on-demand transaction management solutions to the communication service provider market.
- Completed in 2009, this 60,000 sq. ft. facility houses the Synchronoss Global Research & Development Center
  - ❑ Includes state-of-the-art managed data facilities
- JGPCO assisted Synchronoss in pursuing local and state business incentives
- Project features include:
  - ❑ Dual power supplied from utility company
  - ❑ Two generators and two UPS systems
  - ❑ Each piece of equipment has two power feeds
  - ❑ Designed so that all maintenance can be done with zero down time
  - ❑ MEP design/installation cost in excess of \$5 million

# Recent Data Center Projects



## RoyalBlue Financial Corp. *(Now Fidessa Group PLC)* Somerset (Franklin Township), NJ

- Fidessa Group is a world-leading supplier of multi-asset trading, portfolio analysis, decision support, investment compliance, market data and global connectivity solutions for both the buy-side and sell-side.
- Headquartered in London, U.K. and traded on London Stock Exchange
- As RoyalBlue, the company commissioned JGPCO to design and build a 12,633-sq. ft. data center.
- Project features included a UPS System, diesel generator back-up power and a redundant HVAC System, among others
- The project was completed in three months.

# Recent Data Center Projects



## Receivable Management Services (RMS)

*Bethlehem, PA*

- RMS, a portfolio partner of Citi Venture Capital International, is a leading global supplier of Business Process Outsourcing (BPO) and Recovery Services.
  - ❑ Operations in the US, Canada, Mexico, India and Hong Kong
- In 2007, JGPCO designed and built a new 80,000-sq. ft. headquarters and data center for RMS at Lehigh Valley Industrial Park VII.
- Project features include, among others, a UPS System and diesel generator back-up power.

# Recent Data Center Projects



## Somerset Medical Center

*Somerville, NJ*

- JGPCO completed a regional emergency services Medical Coordination Center (MCC) for the state of New Jersey.
- Located in the lower level of Somerset Medical Center, this state-of-the-art emergency services command center, will be used by emergency services personnel as a disaster recovery and call center in the event of a manmade or natural disaster.
- The \$2.5 million dollar project, completed in less than 6 months, meets Hospital Class IV requirements.

# Team Biographies



Jim Petrucci, *President*

Jim Petrucci founded J.G. Petrucci Co., Inc. (JGPCO) in 1987. As President of the Company, he has guided the JGPCO team through a program of measured growth with a focus on providing clients with complete accountability on every project. JGPCO has developed and built over six million square feet of commercial and industrial buildings covering a wide range of industries. The Company currently owns and manages a portfolio of approximately three and a half million square feet of space and several hundred acres of land in three states. Jim is personally involved in every project and transaction, and acts as a hands-on partner with each client.

Jim attended Delbarton School in Morristown, NJ, and graduated from Princeton University Magna Cum Laude with a degree in American History, where he also Co-Captained the Varsity Football Team. Petrucci lives in Peapack, NJ with his wife and three (3) children. He is a Founding Director and Vice Chairman of Team Capital Bank ([www.teamcapitalbank.com](http://www.teamcapitalbank.com)) and serves as a Trustee for Delbarton School.



Greg Rogerson, *Principal*

Greg Rogerson is a principal of J.G. Petrucci Co., Inc. ("JGPCO"). An attorney, Greg oversees the negotiation of all contracts, leases and municipal approvals for each JGPCO project. As such, he effectively directs and manages all legal and financial transactions pertaining to acquisitions, leasing and commercial development, including complex zoning and land use approvals. Greg has also developed great insight into the unique issues involved in the re-development of brownfield sites in both New Jersey and Pennsylvania, which has become an important area of focus for the company. In all, Greg has overseen the acquisition and disposition of more than \$350 million worth of real estate transactions.

Mr. Rogerson received his law degree from Temple University School of Law and his Bachelor of Arts in History from the University of Delaware, where he was a three-year letterman in football. He is a member of the New Jersey Bar and resides in Upper Makefield, PA with his wife and three (3) children.

# Team Biographies



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## David Poloni

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David Poloni is responsible for all aspects of construction for the Company. As Director of Construction, he manages the entire design/build process and leads the team in providing complete accountability, ensuring client satisfaction and the timely delivery of quality buildings. David is recognized as an industry leader in the integration of two disciplines that normally conflict – design and construction. His expertise in steel design and his ability to fast track projects make him key to the design/build method of delivery.

David has 17 years of prior experience with two different construction management firms in the Lehigh Valley, PA. Mr. Poloni holds a Bachelor of Science degree from Temple University in Civil Engineering.



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## David Simms

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David Simms is a senior estimator and project manager for the Company. His role is to effectively communicate with clients and assist them through the entire construction process from design concept through to occupancy. David has 17 years experience on general construction, construction management and design/build projects. His special expertise is in estimating and he brings particular capabilities translating conceptual drawings to working budgets.

David began his career in Pittsburgh, PA, as a project manager/estimator for a prestigious residential builder. He later joined a construction management firm in the Lehigh Valley and successfully transitioned into commercial real estate by assisting in the development of various projects including hotels, colleges, athletic facilities and industrial and office buildings. David holds an architectural degree in specialized technology, with a major in computer graphics and architectural design.

# Team Biographies



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## David Green

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David Green oversees project management for the Company. He is responsible for implementing the latest design technology and construction methods, as well as supervising the entire development team. David positions himself as the liaison between the client and the team to ensure the construction timeline he has created remains on schedule and within client's budget expectation.

Prior to joining IHCM, David was employed by a global engineering and construction contractor and power equipment supplier for over nine years, most recently serving as Manager of Facilities. He also served as Construction Project Manager for several of the firms Pennsylvania and New Jersey construction projects. Mr. Green holds a Bachelor of Science in Civil Engineering / Construction Management from Pennsylvania State University. He is a Certified Engineer in Training and is a member of the New Jersey Construction User's Council and BOMA.

# Why J.G. Petrucci Co., Inc.

## **Professional Design/Build Firm**

More than 21 years of solid design/build experience in New Jersey and Pennsylvania

## **Total Accountability & Single Point of Contact**

We streamline the development process to deliver projects on time and on budget

## **Strong Green Building and Sustainability Capabilities**

## **Finance Capability & Experience**

Ability to finance up to \$100 million

Strong relationship w/ local and national lenders

## **Property Management Experience**

Over 2.5 Million SF owned & operated



# Client Testimonial

"Your team completed the project on time, within our budget and with virtually no punch list. Notwithstanding the aggressive schedule, the level of workmanship throughout the new Center exceeds our expectations and your team was unwavering in their adherence to our policies."

~ *Ken Bateman, President, Somerset Medical Center*