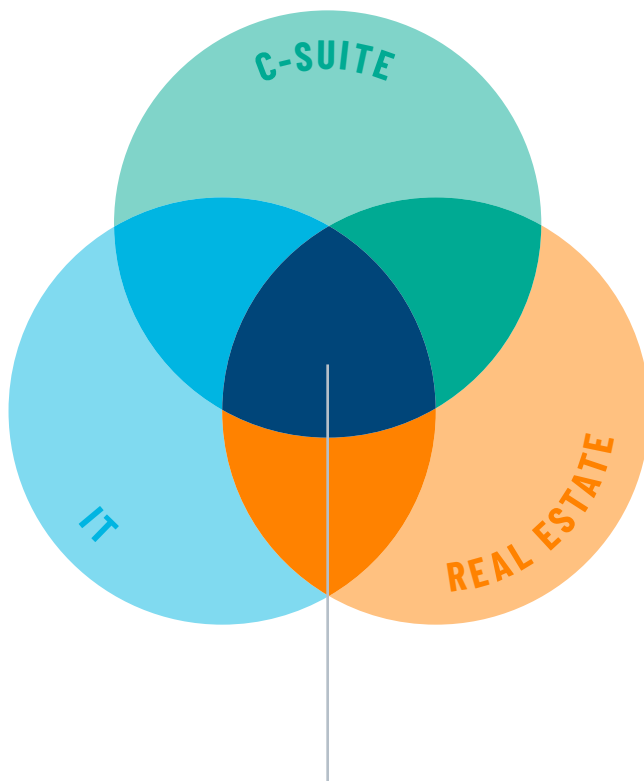


# A 360° APPROACH TO TECHNOLOGY PROPERTIES.



IT, Real Estate, and C-level decision-making are often fractured, to the detriment of the bottom line.

**We bridge the gaps.**

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## We are:

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### Expert translators

We keep high-level business goals in focus while serving the IT, RE, legal, and procurement offices.

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### Unbiased advisors

We're here to help you make a roadmap for your future, and we do it without blind spots.

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### Forward-thinkers

Real estate and data needs increasingly overlap; we can help guide the effect this has on your mission.

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### Subject matter experts

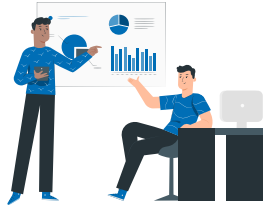
We have unique insights from years of practical experience and institutional knowledge in the tech property marketplace.

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### Part of a powerful platform

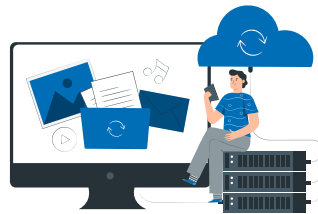
We are one of the few expert teams in this field powered by national, multi-disciplinary real estate firepower.

# QUESTIONS & ANSWERS



## WHY DO WE NEED YOU WHEN WE HAVE AN IT DEPARTMENT?

We are there to serve and inform your IT executives, **not replace them**. The facility expertise we bring to the table proves an invaluable supplement to IT professionals' knowledge.



## WHERE SHOULD MY APPLICATIONS LIVE AND WHY?

The ultimate data solution for any business is unique, but regardless, we will see that it balances value, security, and performance. We advise and support you throughout the decision-making process.



## WHAT SERVICES CAN YOU PROVIDE?

We support many projects and services, such as:

*Colocation · Cloud · Facility Build/Sale/Purchase · Sale Leaseback · Network & Interconnection*

As well as all of the resources these projects entail.

## We are your team.



### ANDREW MARCUS

NATIONAL DIRECTOR, TPG

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Andrew assembled the Technology Properties Group, bringing together real estate, critical infrastructure, and technical consultants to provide solutions tailored to client business requirements. Andrew represents a wealth of real estate and local market expertise.

**16 YEARS IN COMMERCIAL REAL ESTATE**



### TODD SMITH

CHIEF TECHNOLOGY OFFICER, TPG

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Todd leads the technical side of the Technology Property Group. Todd's first-hand experience within the technology properties arena has granted him essential insights in numerous facets of the data center industry. He uses this experience as the foundation of his advisory.

**15 YEARS IN TECHNOLOGY PROPERTIES**