



FOR IMMEDIATE RELEASE:

RUBICON PROFESSIONAL SERVICES DELIVERS ENERGY MANAGEMENT SOLUTIONS FOR CRITICAL FACILITIES

Rubicon Enables Telx to Identify Demand Response Revenue While Reducing Costs Across all Phases of the Critical Facility Deployment

Herndon, V.A. – June 3rd, 2010 – [Rubicon Professional Services](#), a leading national provider of full-service consulting, engineering, and construction management for mission-critical facilities, today announced a new service offering, Energy Management Solutions. Designed to help save energy and reduce costs across all phases of the critical facility lifecycle, this innovative service goes beyond standard energy efficiency audits to integrate the myriad of environmental, technical, legal, financial and administrative energy considerations into a comprehensive energy strategy.

“Energy strategy is now vital to corporate competitiveness, and we deliver cash to our critical facility clients with no required capital investment beyond existing facility assets,” said Jim Embley, chief executive officer of Rubicon. “We believe Rubicon Energy Management Solutions is a game-changer within the mission critical industry and we are the first company to produce revenue from energy assets while also providing comprehensive construction management services.”

Skyrocketing energy costs, the economic downturn, market volatility, increased awareness of the environmental impact of energy usage, and rapid and ongoing growth of high-density computing have thrust critical facilities into the spotlight. A recent EPA study, the "Report to Congress on Server and Data Center Energy Efficiency" stated that energy consumption by servers and data centers doubled in the past five years and is expected to do so again in the next five – to more than 100 billion kWh, at a cost of \$7.4 billion annually.

Rubicon has had a long-standing partnership with [Telx Corporation](#), a leading interconnection and collocation provider in strategic North American markets, and has worked closely with the company to identify applicable energy demand response programs nationwide while also assisting in competitive bids and negotiations with qualified providers on both revenue sharing and contract terms.

“Rubicon efforts will directly impact our bottom line by identifying energy savings and revenue,” said Mike Terlizzi, executive vice president of operations for Telx. “Their expertise has been significantly supportive of our national energy management strategy.”

With Energy Management Services, Rubicon offers technology-dependent organizations an integrated approach to power consumption and conservation within critical facilities. The Rubicon team combines more than 30 years’ experience with in-depth expertise in capital rebate initiatives, the latest green technologies, power purchasing strategies, and demand response programs to meet an organization’s energy goals – technically, financially, legally and responsibly.

The company's Energy Management Solutions can be contracted on an á la carte or as a full-service basis, and are immediately available as part of the design/build process for new critical facilities, as well as for data center consolidation, renovation and expansion projects. Rubicon's portfolio of services include:

- Demand Response
- Energy Rebates and Incentives
- Demand Side Management
- Sustainability and Green Initiatives
- Power Procurement
- Reporting and Weekly Energy Updates

For more information about Rubicon's Energy Management Solutions, please call 877.989.5050 or contact us at sales@rubiconps.com.

About Telx

Telx is a leading provider of interconnection, colocation and business exchange services in strategic, high demand North American markets. With 15 premier facilities, Telx increases speed to market and reduces connectivity costs by providing direct connections to the industry's highest performance networks and access to more than 800 leading telecommunications carriers, ISPs, content providers and enterprises. Telx is a privately held company headquartered in New York City with four facilities in the New York Metro area, two facilities in Chicago, two facilities in Dallas, three facilities in California, (Los Angeles, San Francisco, and Santa Clara) and facilities in Atlanta, Miami, Phoenix and Charlotte, N.C. For more information about Telx, visit www.telx.com.

About Rubicon Professional Services

For 30 years, Rubicon Professional Services has expertly managed the entire process of building critical facilities like data and communications centers. From strategy development to assembling custom teams of top rated engineers, contractors and equipment vendors, Rubicon is a trusted advisor and business partner to technology-dependent organizations ensuring cost-effective delivery of critical facilities that meet business objectives. Rubicon Professional Services is headquartered in Herndon, VA., with offices in Atlanta, Chicago, Dallas, New York, Seattle, Washington, D.C., and California. For more information about Rubicon Professional Services, visit www.rubiconps.com.

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