



RUBICON PROFESSIONAL SERVICES DELIVERS EQUIPMENT PROCUREMENT SOLUTIONS FOR POWER LOFT

Rubicon's Experience and Relationships with Electrical Equipment Manufacturers Keeps Power Loft's Virginia Data Center Build Schedule On Time and On Budget

Herndon, V.A. – July 26, 2010 – Rubicon Professional Services, a leading national provider of full-service energy management, consulting, engineering and [construction project management](#) for mission-critical facilities, today announced its contract renewal with [Power Loft](#), a developer and owner of high-density, high-security data centers, as its [equipment procurement](#) and integration solutions provider for a flagship data center in Manassas, Virginia. This contract enables Power Loft to focus on its core competencies of designing and building this state-of-the-art, multi-million dollar data center, by tasking Rubicon to assume complete responsibility for the procurement, timely delivery and integration of more than \$20 million of infrastructure hardware and equipment.

"The task of equipment procurement is a national problem that takes an experienced, highly responsive professional team to solve. Often, the industrial machines needed to power a large data center are costly and difficult to receive in a timely manner due to high demand," said David Ruppe, Executive Vice President of Design and Construction at Power Loft. "Power Loft's new mission-critical data center opened on schedule and with the equipment required to power it, thanks to the experienced team at Rubicon Professional Services."

Located at Innovation Park in Manassas, Virginia, the "Power Loft @ Innovation" data center serves the fast-growing Prince William County technology and business corridor. Rubicon's [Equipment Integration](#) professionals worked directly with data center industrial equipment manufacturers to negotiate costs, expedite delivery and ensure that all equipment interoperates properly, keeping the 230,000 square-foot data center build on time and on budget. Rubicon's engineers worked alongside Power Loft early in the design process to develop a precise equipment procurement and integration solution that included the technical requirements of the systems, while driving efficiencies in the design and purchasing processes to help ensure the project's financial success. Rubicon has established long-term, executive-level relationships with multiple electrical, mechanical and hardware suppliers. With experience in procuring over \$200M worth of equipment, Rubicon is uniquely positioned to provide the best equipment pre-purchase solution available.

Ruppe added that speed-to-market is a driving force in all critical facility build decisions. "Rubicon's team of equipment integrators has the technical proficiency with procurement experience we were looking for, as well as a level of integrity that other construction management companies could not match," he said. "They helped us avoid the pitfalls often associated with equipment procurement, and took full responsibility and accountability, allowing our team to focus on the successful completion of the build. Today, the Manassas project is open and already accepting tenants. I can't underestimate the important role Rubicon played in that."

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For more information about Rubicon's Equipment Procurement and Integration Solutions, please call 877.989.5050 or contact us at sales@rubiconps.com.

About Power Loft

Power Loft is a privately held company headquartered in McLean, Virginia that specializes in the development and ownership of high-density, high-security data centers. Power Loft data centers are unique in their ability to physically scale in modular increments of 50,000 raised square feet, and in power increments from 150 to over 300 watts per raised square foot. More importantly, power increases are implemented with no attrition to the original raised floor area. For more information, please visit <http://powerloft.com>.

About Rubicon Professional Services

Rubicon Professional Services expertly manages 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, New York, Seattle, Washington, D.C., and California. For more information about Rubicon Professional Services, visit www.rubiconps.com.

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