

# Colocation buyer's guide

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**Aligned's Ashburn Data Center Campus**  
**IAD-01 | IAD-02**

21890 Uunet Drive  
Ashburn, VA 20147

21821 Uunet Drive  
Ashburn, VA 20147

[sales@aligneddc.com](mailto:sales@aligneddc.com)  
+1.833.425.4463

[aligneddc.com](https://aligneddc.com)



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# Data center colocation in Ashburn, Virginia

With the world's largest concentration of cloud computing infrastructure, Northern Virginia has been referred to as "Data Center Alley" and the "Home of the Hyperscalers." For hyperscalers, cloud and Platform-as-a-Service (PaaS) providers, Ashburn, the largest data center market in North America, continues to be the top choice for data center facilities due to its proximity to major population centers, abundant fiber, affordable and reliable power, and favorable tax incentives. The region has long been a strategic priority for Amazon

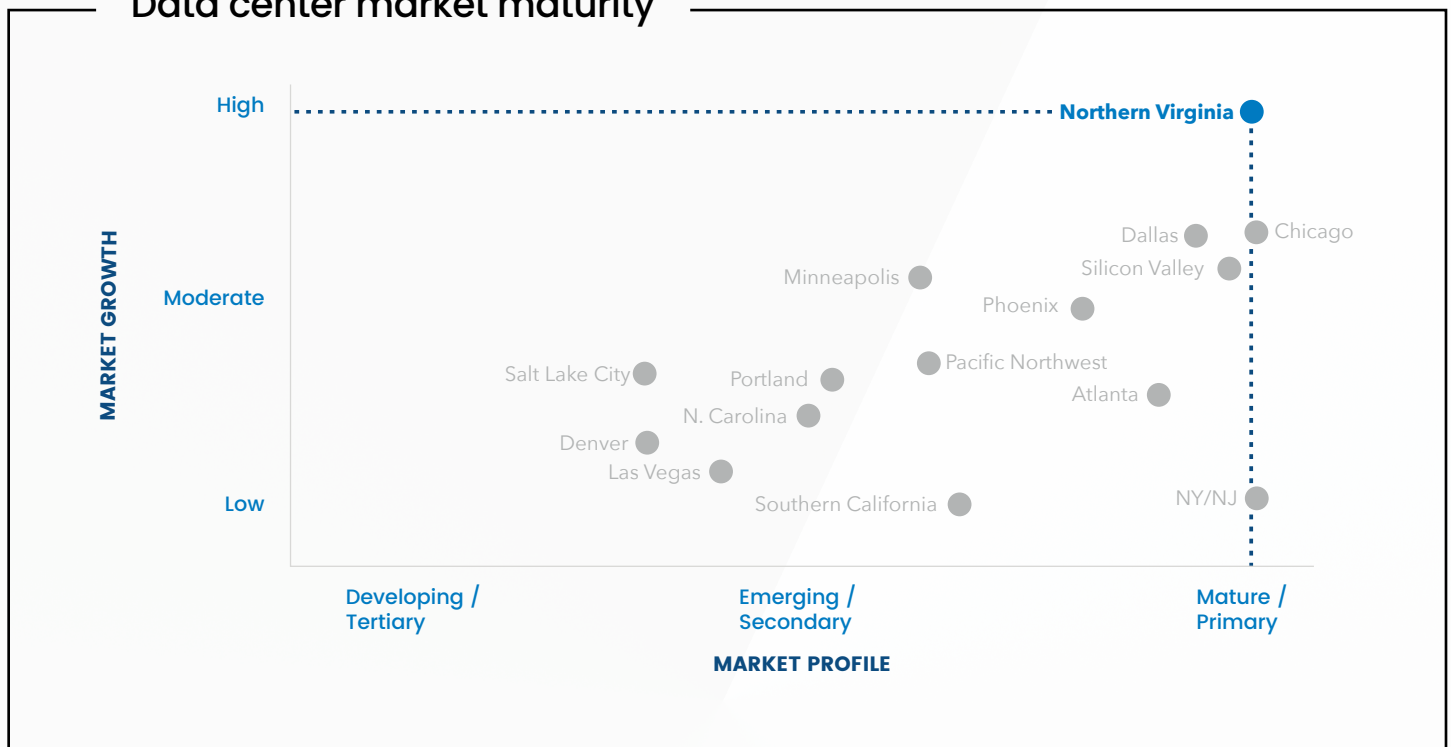
Web Services (AWS), Facebook, Google, Microsoft, Oracle, and Salesforce, as well as data-driven companies such as Uber, LinkedIn, and Dropbox. Loudoun County is host to 10 million square feet of data centers through which it is estimated that 70 percent of the world's internet traffic passes.

Aligned's flagship Ashburn data center campus is located less than 800 feet from the first Internet Exchange Point (IXP), called MAE-East. In purchasing and locating its facility on this historic site, Aligned is at once becoming part of, and making, history. In addition to its proximity to major population centers, abundant fiber, affordable and reliable power, and favorable tax incentives, Ashburn boasts a relatively low threat for natural disaster.

**"The Northern Virginia Data Center Market is currently amid a data center building boom unlike any the industry has ever seen. Ashburn is the Internet's boom town. It sits atop the world's densest intersection of fiber networks, making it an ideal location to store and distribute data. It is unique in its connectivity, and its data centers are laying the physical foundation of the digital economy."**

**Data Center Frontier and datacenterHawk**

Data center market maturity



In short, Ashburn is a great place for data center colocation. It's why we chose Ashburn as the strategic location for our hyperscale data center campus—because it is one of the strongest and fastest growing tech hubs in the United States.

Colocation customers' success hinges on the ability to ensure 100% uptime, while quickly and seamlessly adapting as circumstances change. That's why we've created a colocation solution specifically designed to meet and exceed critical industry standards for reliability, availability, security, and efficiency. Our adaptive data center grows with you—size to your requirements today, provision capacity on demand as your needs evolve.

## **Aligned colocation Ashburn highlights**

Holistic view of footprint-level, rack-level, cooling system, and power system performance and utilization that enables better decision-making

- 100% uptime SLA
- Contiguous and variable standard and high density power (up to 50 kW per rack)
- Industry-leading PUE
- Designed to Tier III standards
- Initial deployments of 2 to 20+ MWs of capacity, with the ability to scale beyond in as little as 12 weeks
- Client portal included with colocation footprint; premium options available
- Easy to do business with, while offering outstanding customer support

**“Data centers are the new engines of innovation for the 21st century. We are delighted to provide Northern Virginia with an incredibly efficient and highly reliable colocation data center platform. Our new Ashburn data center campus addresses the needs of cloud providers and hyperscalers that demand a highly dynamic, scalable and future-proof data center solution.”**

**Andrew Schaap, CEO, Aligned**



# 5 Facts about the Ashburn data center market

Here are 5 reasons why we chose Ashburn, why experts like JLL and CBRE call it a top data center market, and you might want to consider it too.

## 1. Low risk from natural disasters

Loudoun County is a seismically stable region that maintains a low threat for natural disasters.

## 2. It's a great place to do business

According to the U.S. Census Bureau, Loudoun County is the number one county in America for personal income, with an average household income of \$125,900. The county also has a low unemployment rate of 3.3 percent.

## 3. Sales tax exemption on equipment purchases through 2035

In Virginia, qualified data center owners, operators and clients are exempt from state and local sales taxes on purchases of data center equipment until June 30, 2035. That's almost double the amount of time most eligible data centers and their tenants in other states are exempt.

## 4. Reliable, affordable power supply

Northern Virginia's power costs are competitive among major colocation markets and reasonable considering the total cost of occupancy for long-term requirements. The primary power utility, Dominion Virginia Power, has a track record of reliable delivery for data centers. There are also numerous options for renewable energy sources.

## 5. Connectivity is strong

Ashburn sits atop the world's densest intersection of fiber networks. Ashburn was home to MAE-East, the Internet's first major interconnection point. Aligned's Ashburn data center campus sits less than 800 feet from this historic and highly connected site.

**"The demand for land suitable for data center development in Loudoun and adjacent counties has accelerated."**

**Data Center Frontier**

# Sales tax exemption on equipment purchases through 2035

Aligned customers in Ashburn that complete a participation certificate pursuant with the Memorandum of Understanding (MOU) that Aligned has entered into with the Virginia Economic Development Partnership Authority (VEDP) receive a 100% sales and use tax exemption through June 30, 2035, pursuant to VA Code § 58.1-609.3, Section 18, on all computer equipment or enabling software purchased or leased for the processing, storage, retrieval, or communication of data, including but not limited to, servers, routers, connections, and other enabling hardware purchased or leased by the customer for use at the Aligned Ashburn campus.

## Calculating total savings

Say you're contracting for 1 MW of power. It's an expansion of your data center footprint, so you have to buy new servers, racks, chassis, cables, etc. Back-of-the-envelope, that equipment totals \$20 million. Given a combined state, county and local sales tax rate of 5.3%, at the outset, you're saving \$1.06 million that you would have paid in sales tax.

**Tax abatement:** 5.3% (combined state, county and local sales tax rate)

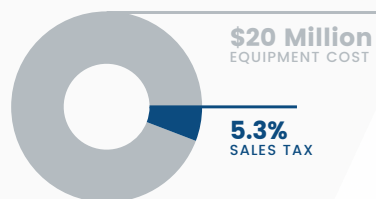
**Equipment cost assumption:** \$20M / MW for hardware (no refreshes over this term)

**Total savings:** \$1.06M

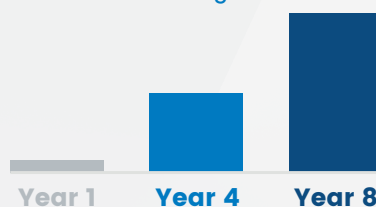
Then assume you stay in the data center for 10 years and you refresh your equipment twice in that period, at years four and eight. Again, just back-of-the-envelope (and not counting any changes in the cost of equipment or sales tax increases), you save another \$1.06 million in year four and again in year eight—for a grand total savings of \$3.18 million.

The cost without the sales tax exemption totals \$21.06 million

### NO SALES TAX EXEMPTION \$21.06 Million



### WITH SALES TAX EXEMPTION \$3.18 Million Accumulated savings



**“These northern Virginia data center tax incentives, combined with Virginia’s business-friendly environment, attract data center investment that would otherwise go to the District of Columbia and Maryland.”**

**Data Center Frontier Special Report**

# Aligned— adaptive data centers for dynamic it

## Why Aligned

- **Scalable.** Initial deployments of 2 to 20 + MWs of capacity, with the ability to scale beyond in as little as 12 weeks
- **Future-proof.** Our technologies are here for you today and tomorrow, with power densities up to 50 kW per rack and Industry-leading PUE
- **Reliable.** We're highly reliable—offering a 100% Uptime SLA in Tier III certified centers
- **Sustainable.** Our efficient platform saves more water and energy than traditional systems
- **Easy to do business with.** Flexible, adaptable and easy to do business with—all while offering outstanding customer support

Coinciding with sufficient supply is the ability to fund the business for the foreseeable future as demand trends are showing no signs of fatigue. Between Aligned's secured loan with Goldman Sachs, and equity investments from Macquarie Infrastructure Partners and Blue Mountain Capital Management, the Company is well-positioned to take advantage of future expansion opportunities.

## Campus Specifications

- 26-acre site
- 180 MW at full build
- IAD-01: 370,000 Sq. Ft. | 60 MW
- IAD-02: 513,000 Sq. Ft. | 120 MW
- 400,000 sq. ft. data hall at full build
- Campus will offer over 1mm sq. ft. when complete
- Private, dedicated data center suites
- Concrete slab-on-grade and structured steel
- Two interconnected multi-tenant buildings
- ASCE 7 occupancy category IV. data hall FM-120 and office FM-90 roof lift ratings
- Wind importance factor of 1.15
- Two bays with delivery platform and equipment trap
- Dedicated office space for rent
- Shared conference rooms and drop-in office pods
- 24x7x365 accessibility
- Industry-leading PUE

## Power & cooling

- Concurrently maintainable UPS
- N+2 power generation
- Redundant A+B distribution
- Revenue-grade metering
- Our hot aisle containment strategy absorbs heat at its source—supporting standard and high power densities and allowing you to scale vertically and horizontally—without stranding capacity.
- Configurable to client needs (i.e., N, N+1, 2N)

## Utility

- Diverse and dedicated substations: expandable to 240MW

## Security

- Multi-layered access control
- 24x7x365 on-site security guards
- 24 hour global monitoring via our Network Operations Center (NOC)

## Network

- Carrier-neutral
  - On-net Carriers
    - CenturyLink
    - Cogent
    - Comcast Coming Soon
    - FiberLight Coming Soon
    - PacketFabric
    - SummitIG
    - Verizon (VCT & VCB)
    - Zayo
  - Near-net Carriers
    - AquaComms
    - BT
    - Colt
    - Deutsche Telecom
    - GTT
    - Hurricane Electric
    - NTT
    - PCCW
    - Tata
    - Tennebris Fiber
    - TeliaSonera
      - Major exchanges in NoVA
      - And many more

## Compliance

- System and Organization Control (SOC) 2 Type 2 and SOC 1 Type 2
- PCI DSS
- HIPAA
- HITECH
- NIST 800-53
- ISO 27001:2013



## Learn more

### Ashburn colocation market resources

- [Aligned's Ashburn data center](#)
- [Virginia's tax advantage insight brief](#)
- [IAD-01 building spec](#)
- [IAD-02 building spec](#)
- [IAD-01 Ashburn case study](#)

### Explore colocation at Aligned's Ashburn data center

Schedule a conversation with one of our sales engineers

Call **+1.833.425.4463**  
or email [sales@aligneddc.com](mailto:sales@aligneddc.com)

### About Aligned

Aligned is an infrastructure technology company that offers adaptable colocation and build-to-scale solutions to cloud, enterprise, and managed service providers. Our intelligent infrastructure allows densification and vertical growth within the same footprint, enabling customers to scale up without disruption, all while maintaining industry-leading Power Usage Effectiveness (PUE). By reducing the energy, water and space needed to operate, our data center solutions, combined with our patented cooling technology, offer businesses a competitive advantage by improving sustainability, reliability and their bottom line. For more information, visit [www.aligneddc.com](http://www.aligneddc.com) and connect with us on [X](#), [LinkedIn](#) and [Facebook](#).

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