

Buyer's Guide

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
+1.833.425.4463

aligneddc.com



Table of contents



Data Centers in Ashburn, Virginia	03
4 Facts About the Ashburn Data Center Market	04
The Sales Tax Exemption: What You Need to Know	05
Aligned - Adaptive Data Centers for Dynamic IT	06
Why Aligned	06
Ashburn Hyperscale Data Center Campus Specifications	06
Learn More	07

Data centers 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 in NA—has an abundance of fiber and favorable tax incentives.

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. Ashburn boasts a relatively low threat for natural disasters.

"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

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 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 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 300 kW per rack via air, hybrid and liquid cooling.)
- Industry-leading PUE
- Designed to Tier III standards
- 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

4 Facts about the Ashburn data center market

Here are 4 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 \$174,148. The county also has a high employment rate of 74%.

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. 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 servers, generators, chillers, and server-related equipment.

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 6%, at the outset, you're saving \$1.2 million that you would have paid in sales tax.

Tax abatement: 6% (combined state, county and local sales tax rate)

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

Total savings: \$1.2M

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 \$1.2 million in year four and again in year eight—for a grand total savings of \$3.6 million.

The cost without the sales tax exemption totals \$21.2 million

"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

- **Hybrid Cooling.** Air, liquid, or a hybrid of both, our cooling systems and turnkey designs provide infrastructure that scales seamlessly to meet your technology requirements—from 3 to 300kW per rack and beyond.
- **ExpandOnDemand™.** Flexible design, standardized delivery process. A seamless path from air to liquid cooling in a live environment -ready today. Remove the need to completely retrofit existing buildings or build AI-dedicated build-to-suit facilities.
- **Speed-to-Market.** Our power-first philosophy, aggressive and strategic land acquisition, robust supply chain, and capital strength help reduce your time-to-market on large swaths of capacity.
- **Sustainability.** From industry-leading PUEs, to carving a pathway to zero waste construction and supply chain decarbonization, using 0 water in the data hall, to land reclamation, we are the industry's leading change agent for sustainability.

Coinciding with sufficient supply is the ability to fund the business for the foreseeable future as demand trends are showing no signs of fatigue. The company is well positioned to take advantage of future expansion opportunities thanks to a strong and stable capital stack. This allows us to be the industry's most flexible provider, delivering more creative deal structures and the land, power, and equipment our customers require, when and where they require it.

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
- Private, dedicated data halls
- 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
- 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)

Security

- Multi-layered access control
- 24x7x365 on-site security guards

Network

- Carrier-neutral
 - On-net Carriers
 - Cogent
 - Lumen
 - PacketFabric
 - SummitIG
 - Verizon (VCT & VCB)
 - Windstream
 - Zayo
 - Near-net Carriers
 - AquaComms
 - BT
 - Colt
 - Deutsche Telecom
 - GTT
 - Hurricane Electric
 - NTT
 - PCCW
 - Tata
 - Tennebris Fiber
 - TeliaSonera
- Less than one mile from 21715 Filigree Court Carrier Hotel

Compliance

- System and Organization Control (SOC) 2 Type 2
- PCI DSS
- HIPAA
- HITECH
- NIST 800-53
- ISO 27001:2022



Learn more

Ashburn 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 Aligned's Ashburn data centers

Schedule a conversation with one of our sales engineers.

Call **+1.833.425.4463**
or email **sales@aligneddc.com**

About Aligned

Aligned Data Centers is a leading technology infrastructure company offering innovative, sustainable, and adaptive Scale Data Centers and Build-to-Scale solutions for global hyperscale and enterprise customers across the Americas. 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 and connect with us on [X](#), [LinkedIn](#) and [Facebook](#).

© 2024 ALIGNED. ALL RIGHTS RESERVED. UPDATED ON 240924