

# PACHYDERM GLOBAL

## CRITICAL INFRASTRUCTURE SERVICES



Andrew Salcido, ME/BMS Cx Manager, Owner's Representative

### CAREER SUMMARY

Mr. Salcido is a senior data center development professional with over 25 years of experience bridging the critical gap between data center construction and operations. Proven track record of delivering high-reliability data center facilities while balancing aggressive schedules with stringent quality requirements. A unique perspective as both an operations leader and construction manager enables exceptional alignment between build teams and end-user needs, resulting in optimized facility performance and seamless transitions from construction to operations.

*Adept at building and developing data center delivery teams that exceed client expectations and create lasting value for program stakeholders.*

### KEY ACHIEVEMENTS

- Successfully leading the ongoing deployment of Berwick PA data center campus (2023-present), **implementing innovative construction management protocols that reduced commissioning time by 25%** while maintaining zero compromise on critical systems quality
- **Established client communication protocols resulting in 100% customer satisfaction** across multiple data center builds, managing expectations through complex construction phases
- Coordinated with major cloud provider clients during mission-critical facility expansions, **maintaining continuous operations while executing concurrent construction projects totaling over \$500M in value**
- Led the construction and delivery of Dallas TX facility at T5 Data Centers (350k square feet, 21MW capacity, 2014-2015), **completing the project 45 days ahead of schedule through strategic contractor management and parallel commissioning approaches**
- Pioneered integration of operations team feedback into construction processes at Compass Data Centers (2018-2023), **reducing post-handover issues by 40% and improving facility reliability metrics**
- Developed and implemented construction standards at T5 Data Centers that **reduced typical facility deployment times by 45%**
- Created and implemented comprehensive commissioning and transition protocols that became company standard across multiple data center operators

### CORE COMPENTENCIES

- Data Center Construction Management
- BMS Control Systems
- Construction-to-Operations Transition
- GC & Contractor Performance Management
- Schedule Optimization
- Customer Interface & Escalation Contact
- Value Engineering
- Critical Facilities Operations
- Risk Management & Mitigation
- QA/QC & Commissioning
- Training and Development
- Capital & Operations Budget Management

### CONSTRUCTION MANAGEMENT RESPONSIBILITIES

#### Construction Oversight & Quality Management:

- Ensure construction compliance with plans, specifications, and network design standards
- Manage relationships with regulatory authorities and coordinate all required inspections
- Lead value engineering initiatives to optimize costs while maintaining project timelines
- Oversee critical infrastructure installations including generators, UPS systems, and CRAC units
- Direct building control systems implementation and commissioning processes



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### Project Controls & Communication:

- Drive project execution to meet schedule and budget targets
- Manage comprehensive documentation including daily reports, RFIs, and submittals
- Lead weekly OAC and subcontractor coordination meetings
- Review and process monthly payment applications and project status reports
- Maintain rigorous safety compliance and quality control programs

## PROFESSIONAL EXPERIENCE

### CUMULUS DATA CENTERS (January 2023 – Present)

#### VICE PRESIDENT OF OPERATIONS AND CONSTRUCTION INTEGRATION

##### *Strategic Leadership:*

- Spearhead construction quality program across multiple data center builds, implementing innovative approaches that balance accelerated deployment schedules with stringent operational requirements
- Lead cross-functional teams through all construction phases while maintaining focus on long-term operational excellence
- Develop and implement comprehensive transition protocols from construction to operations
- Drive contractor performance through detailed metrics and KPIs focused on both schedule and quality
- Interface between construction teams and operations to ensure optimal facility design and build decisions

##### *Key Achievements:*

- Developed innovative commissioning approach that allows for parallel testing, *reducing overall construction schedule by 15%*
- Created comprehensive contractor qualification program that *improved build quality and reduced rework by 25%*

### COMPASS DATA CENTERS (July 2018 – January 2023)

#### VICE PRESIDENT OF OPERATIONS

##### *Data Center Project Delivery:*

- Led construction management for multiple data center facilities across Dallas, TX and Canada markets
- Implemented standardized construction quality control programs that became company benchmark
- Developed and managed construction schedules for concurrent builds while ensuring operational excellence
- Created and implemented transition protocols from construction to operations teams

##### *Key Achievements:*

- Successfully *delivered 6 data center facilities ahead of schedule and under budget*
- *Reduced construction costs by 15% through innovative value engineering approaches* while maintaining reliability standards
- Implemented new construction management software that *improved project visibility and reduced delays by 30%*



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### PROFERIEN (February 2017 – December 2018)

#### INDEPENDENT CONSTRUCTION MANAGEMENT CONSULTANT

##### *Due Diligence & Transition Management:*

- Led construction quality assurance programs and transition management for mission-critical facilities
- Developed and implemented comprehensive MEP systems validation protocols
- Managed cross-functional teams including owners, design teams, and subcontractors
- Provided strategic oversight of construction documentation and approval processes

##### *Key Achievements:*

- Successfully managed transition for multiple mission-critical facility projects
- Implemented new QA/QC and commissioning protocols that improved quality and reduced rework
- Developed enhanced submittal review process that accelerated project timelines while maintaining quality standards

### ROGERS-O'BRIEN CONSTRUCTION (March 2017 – June 2017)

#### MEP SYSTEMS & CONSTRUCTION MANAGEMENT CONSULTANT

##### *Technical Leadership:*

- Provided comprehensive MEP systems construction support and commissioning oversight
- Led preconstruction planning and value engineering initiatives for complex MEP systems
- Managed BIM/VDC coordination processes for MEP systems integration
- Developed and delivered technical training programs for MEP systems

##### *Project Delivery:*

- Successfully implemented new commissioning protocols for mission-critical facilities
- Created comprehensive MEP quality control program
- Led constructability reviews that identified and mitigated potential construction issues
- Established enhanced coordination processes between design teams and contractors

### VERIZON WIRELESS (June 2016 – March 2017)

#### OWNER'S REPRESENTATIVE / PROJECT MANAGER

##### *Project Leadership:*

- Served as owner's primary representative for critical infrastructure projects
- Managed comprehensive construction oversight program including budget, schedule, and quality control
- Led coordination between contractors, vendors, and internal stakeholders
- Implemented enhanced project controls and reporting systems

##### *Key Achievements:*

- Delivered multiple projects on time and within budget constraints
- Developed streamlined change management process that reduced approval times by 40%
- Created comprehensive photo documentation system for construction progress tracking
- Established enhanced compliance monitoring system for construction safety and quality

### T5 DATA CENTERS (November 2013 – December 2015)



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### VICE PRESIDENT OF OPERATIONS AND CONSTRUCTION MANAGEMENT

#### *Construction Leadership:*

- *Led construction and delivery of flagship 350k square foot, 21MW facility* in Dallas
- Developed comprehensive construction standards that improved build efficiency
- Directed contractor selection and management processes
- Implemented quality control programs that became company standard

#### *Key Results:*

- *Reduced average construction timeline by 45%* through process improvements
- Implemented new commissioning protocols that *reduced testing time by 30%*
- Developed construction-to-operations handover process that became industry benchmark

### VANTAGE DATA CENTERS (April 2011 – April 2013)

#### REGIONAL OPERATIONS - CENTRAL & WESTERN REGIONS

- Led construction management for 18-acre data center campus development
- Implemented innovative construction quality control programs
- Managed multiple concurrent construction projects
- Developed and implemented operational readiness programs

### DIGITAL REALTY TRUST (April 2007 – April 2011)

#### DIRECTOR OF OPERATIONS - CENTRAL REGION

- Managed construction and operations for portfolio of 2 million square feet of data center space
- Developed standardized construction management protocols
- Oversaw multiple concurrent construction projects across central United States
- Led team of regional operations managers and facility managers

## CERTIFICATIONS & TECHNICAL EXPERTISE

- Class B Air Conditioning License
- Journeyman Electrical License
- Universal Refrigerant Certification
- Comprehensive OSHA Safety Certifications
- Expert in Critical Systems Construction Management
- Advanced Knowledge of MEP Systems and Construction
- Proficient in Construction Management Software Platforms

## MILITARY SERVICE

US Army (1978-1981)

## SECURITY CLEARANCE

Top Secret (Interim)

## PROFESSIONAL DEVELOPMENT

- Data Center Dynamics Training
- Construction Management Best Practices
- OSHA Complete Compliance Workshop
- Advanced Project Management
- Leadership Development Programs



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- AutoCAD Certification
- Member of International Facilities Management Association (IFMA)

### SPECIALIZED TRAINING

- Critical Facility Construction Management
- MEP Systems Installation and Commissioning
- Building Management Systems (Multiple Platforms)
- Advanced Electrical Systems
- HVAC Systems and Controls
- Construction Safety Management