



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 COMPETENCIES

- 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