Questions and Clarifications to Request for Developer Qualifications

Expansion of Technology Square

Note:
The Questions are in Black, the Reponses are in Blue

Georgia Institute of Technology is referred to as (“GIT”)

Section: Program, High Performance Computing Center (“HPCC”)

1) I’d love to understand the project a little more.

   We strongly encourage you to register your firm and review the resource materials included with the RFQ. It provides the background on the project, GIT’s vision and approach and some baseline program needs for the HPCC.

2) My first thought is it may be tricky for businesses with high performance needs to trust a company that wasn’t specifically in the colocation / computing business.

   Agreed. The operation of data centers is different than an office building. We encourage your firm to contact some of the urban mixed use developers to participate as a part of a broader solution for the project. Several have already expressed interest in identifying a partner for the HPCC element.

3) Do you think Ga Tech would consider partnering only the hosting portion with a company like Internap?

   Again, we strongly encourage you to partner with urban mixed use developers who may assemble specialized entities involved in different elements of the project to meet the requirements outlined.

5) The RFQ seems to restrict the team experience to “no more than two” project case studies. In light of the diversity of our team and portfolio of relevant experience, without exceeding the 30 page limit, may we provide case studies to provide examples of our master-planned mixed-use, office, commercial leasing, data centers, and historic property renovations?

   In addenda #1 we took the requested case studies, financial statements and affidavit outside of the 30 page limit of the response. Please stay within the proscribed limits on number of pages and case studies.

6) The case study format “requires” that the entire project data, photography and site plan be limited to only two pages. In light of the information & descriptions required, without exceeding the 30 page limit, may we be granted 3 pages for the case study so as to allow us to more reasonably showcase imagery of the case study?

   Please see the answer to the above.
7) The “GIT HPC Lease Procurement Procedures Appendix C” is blank. Can we receive the populated document?

This document was posted on the box.com folder on 1/22/2015. Please contact Chawnn Redden at Chawnn.redden@cushwake.com if you are having trouble locating or accessing.

8) What is the total critical power, day one and future upsize?

Please refer to the EDI/AHA study and the HPCC program summary requirements included on the box.com site for registrants. The final capacity above 4 MW of GIT IT load is to be determined by the Developer/Investor. Preference will be given to those respondents who are willing to create additional colocation capacity above 4MW of the GIT IT load available for third party demand and unforeseen GIT demand from securing large research projects using Big Data, including data hosting, modeling and simulation.

9) What is the power density (kw/sf)?

Please refer to the EDI/AHA study and the HPCC program summary requirements included on the box.com site

10) What is the desired design (tier level ,N+1…)?

Please see response to question 9 above.

11) What are the number of required fiber carriers?

A fiber study has been completed locating 4 major fiber providers in close proximity to the site. This will be provided during the RFP stage.

12) What is the % of total critical power to be leased by GIT for what term?

GIT anticipates leasing 2MW of base IT power capacity as part of its initial requirement for a 10 year term. GIT will require several additional fixed cost options for additional power capacity and associated white space when exercised up to 4MW of IT load.

13) Has a power grid, fiber / data infrastructure study been completed to support the HPCC?

Yes, the fiber study and information regarding the Georgia Power network power serving the site will be provided as part of the additional information provided during the RFP stage.

14) Is Georgia Tech Research Institute office space component included in the GIT program?

Yes.

15) Is the ‘Low Cost Incubator’, ‘Technology Showcase’ and ‘Coworking’ space incorporated in the GIT program?
The Technology Showcase is in the current GIT program. The Coworking and incubator space is not and should be considered by the developer as part of the program for speculative vacancy.

16) Is there excess parking available in the Centergy or Technology Square deck?

Yes. We anticipate making up to 400 parking slots available to the developer to be master leased. A request for proposal for the terms to lease will be part of the RFP.

General Questions:

17) Once we submit our preferred partners, under section 7 of the RFQ, are we locked into those partners, or are we free to potentially change then for the Proposal stage?

Developers will be selected for the RFP phase based in part by the strength of the development teams they have assembled and presented during the RFQ phase. We encourage the Developer to only propose partners they are prepared to move forward with and that have the capacity and qualifications to design, execute and deliver the vision and objectives for the Project.

18) If we choose to do residential, is there type or a site location preference?

Type and location is the decision of the development team.

19) If we choose to do a hotel, is there a brand/or type or a site location preferred preference?

If a hotel is chosen as a programmatic element, it will be subject to some restrictions that the current operator has in its operating agreement for the Georgia Tech Hotel. These restrictive provisions will be disclosed during the RFP phase, if needed.

20) If we chose to overbuild parking for expansion purposes, can it be made available for general public parking?

Yes. The decision regarding required parking capacity is the decision of the Developer/Investor.

21) Does GIT have a stated, or pre-conceived desire for the architectural firm to be local, or be of a national prominence?

GIT is looking for the developer to provide the best architectural/design team to achieve the vision of the project whether they are local, or of a national prominence. GIT prefers for any outside A/E lead to also have a partner with local presence.

22) Is there an overall LEED Standard that GIT wants to achieve for the entire project?

We are looking for the developer to determine/establish the LEED standard that will be commercially viable and achieve the sustainability objectives envisioned for the project. We are looking for sustainability solutions that are leading edge but provide a return on investment.
Data Center:

23) As we study the planning documents, is it acceptable to place parking either under or over the data center block?

GIT is not prescribing the placement of the data center, however, the location and risks associated with placing the data center under or over the parking will be a key factor in evaluating the developer's RFP responses. In addition, GIT is looking to have the data center be a showcase programmatic element. We look to the developer and its design team to determine the optimal scheme to address these objectives. During the feasibility phase, several massing schemes for mixed use development scenarios could be developed without placing programmed uses under or over the data center.

24) In some of the documents, it mentions the data center as 80,000 SF. In other it talks about GIT needs being 40,000 SF. Are we required to overbuild the extra 40,000 SF; or should it be sized based on the KW demands in the feasibility studies and our team’s perception of market demand?

In planning for the HPC, GIT previously expressed its data center need in SF – with 40K SF being the GIT need (total of white space and support space) and 80K SF being an assumed total data center size. More recently, GIT has moved to expressing its data center need in MGW. GIT is not prescribing the scale of the data center, however, the size of the spec power capacity above the required 4 MW of capacity for GT related use for the data center will be a factor in evaluating the developer’s RFP responses.

25) Can you please clarify GIT’s desire in the ownership of the data center?

None.

26) -If not ownership, does GIT desire a lease arrangement, license agreement, or usage agreement for their component of the data center?

A lease, license or usage arrangement where the data center and the associated critical systems infrastructure will be the responsibility of the data center operator/manager who will provide those colocation services to GIT.

27) - Will OIT directly manage their portion of the data center, or will that be part of the overall operator/manager’s scope?

Managing the data center and the associated critical systems infrastructure will be the responsibility of the data center operator/manager. OIT will be responsible for managing, configuring and maintaining GIT enterprise and HPCC research computers and other equipment.

28) Please clarify the level of sustainability for the data center?
Please refer to the section titled “Synthesis of Sustainability and Information technology” included in the Feasibility Study and the EDI/AHA reports included in the resource section of the RFQ.

29) For the GIT portion of the data center, please clarify the desired condition of the space at turn over.

Fully commissioned white space (either raised floor or on finished concrete) ready to receive racks and computing equipment installation. Please refer to pages 24 through 31 of the EDI/AHA report provided in the resource materials for the delivery condition required for the data halls and associated support equipment/spaces.

30) What is the design requirement for backup systems (# of hours) capacity?

We have specified that amount of UPS power that is required in an N+1 configuration. The data center developer/investor will be required to provide additional details on their approach to providing reliable power including the length of back-up systems during the RFP stage.

Office Building:

31) Does GIT have a minimum (or maximum) floor plate size or ceiling height requirement?

The minimum floor plate size should be determined by the developer to position the building for third party commercial users. GIT is open to larger floor plates for portions of its use/occupancy. GIT desires its office spaces to be tall and open with ceiling heights of, say 11’, and slab to slab of 14’. GIT expects that some floors, especially those with building amenities (conference center, technology showcase etc.) and lobbies would have elevated ceiling heights.

32) Does the GIT stated requirement of 300,000 SF include their portion of the data center?

No. 300,000 RSF is for GIT’s office occupancy only.

33) Does GIT have the desire for expansion rights above the 300,000 SF

Yes—GIT would like the right to modest expansion rights being mindful that it does not want to “crowd out” the availability of speculative office for Industry Partners and other technology based tenants.

34) Is GIT space requirement contiguous, or are their certain programming blocks we should consider.

The GIT space is not required to be contiguous. In certain areas of the Interdisciplinary Research Space, GIT would like to have industry partners in space contiguous to GIT. See diagram in the PRIVATE COLLABORATION ZONES on page 18 of the Feasibility Study. GIT will also want to occupy some of the upper floors of the development for some of its program needs.

35) For the speculative tenant building component, will GIT have any building signage restrictions other than those in place with the City of Atlanta for a large anchor tenant? Will GIT itself want building signage?
GIT already has significant branding in Tech Square. GIT does want the development appropriately branded. GIT will work with the developer to establish appropriate signage, naming rights and branding policies that would permit building signage for another large tenant. In addition, the retail signage, branding and marketing strategy should be complementary and enhance Technology Square.

36) Are there specific parking requirements for the GIT 300,000 SF that can be different than the speculative office space?

 GIT does not have specific parking requirements for their space. The amount of parking provided on site is to be determined by the Developer/Investor to satisfy your underwriting requirements and comply with code/zoning requirements. Please see earlier answer regarding available excess parking capacity from GIT in the Technology Square parking deck available for potential long term lease by the Developer.

37) In the RFP, there was a stated preference for a ground lease “not to be less than 60 years”. Is that correct? Obviously the Ground Lease to get financed will need to be as long as possible. 75 is preferable with some extensions.

We are not prescribing the term of the ground lease, but will ask you to propose the optimal terms. We were just indicating that GTF will anticipate proposals for a long term ground lease arrangement.

From GIT HPCC RFQ Informational Session

January 22, 2015

38) How do we include BIM into the submittal of the proposal?

We anticipate that developer’s design and construction team will utilize a BIM platform for execution of the project. In addition, we anticipate that the BIM tools will be used for scenario analysis including impacts to cost and schedule for the entire development team. For the RFP phase, we will require that massing models and conceptual design be submitted in BIM.

39) Can you elaborate on the deal structure? How will GIT line up with their lease space at the Data Center and take down on Day1? Describe Nature of Relationship with Data Center operator.

GIT prefers to lease colocation space on a wholesale basis from the developer/operator. In addition, we are looking for the data center developer/operator to provide additional colocation space and make that available to third parties users and unforeseen demand of GIT. GIT will lease 2MW of IT capacity initially with incremental expansion rights for another 2 MW of capacity. We are looking for a data center developer/operator to determine the spec power capacity above 4 MW for the Data Center as well as to operate and maintain the Data Center.
In addition, for GIT’s portion of the data center (as a research institute) the data center owner/operator has to be flexible enough to allow sensor networks and data gathering on the infrastructure serving the GIT portion of the data center.

40) Please provide more perspective on the Crum & Forster Building. The Vision of the building. Size and Scale.

The vision is to celebrate/showcase the building and make it a focal point of the development. We do not want to hide the building. As it relates to the scale, the estimated gross square footage is between 8,500-9,000 SF. It’s a 3 story building with ~2,000+ to 3,000 SF floor plates. Regarding its historical designation, the renovation and any connection would be subject to additional level of approval caused by its Historic Designation.

41) Any Use Bias towards the building?

No

42) Members Club. Is that an existing club you are looking to move into the building or is it aspirational?

It’s aspirational. Similar to an airline club or the members club at Atlanta Tech Village. We see that as an opportunity to generate revenue for the developer to offset the cost to operate it. Multiple levels of access should be considered.

43) The desire to have two partners per category on the team? Is that required?

No, only one partner per category is required.

44) Is there a land value expectation?

No. Please see further discussion at Question 45.

45) If we are asking for scope and scale now, it might be beneficial to have some idea of what they paid for the land.

We will disclose the full basis during the RFP stage. We prefer to do that once we have shortlisted the developers. The negotiations of the land conveyance will be conducted with the Georgia Tech Foundation (“GTF”). We expect a transparent process as it relates to the development cost. The basic terms of the land and the terms of its conveyance (including lease rates) will be determined prior to executing a definitive lease agreement for GIT occupancy. We understand that depending on the scale of your program, the valuation may change.

46) Does the foundation hold any additional land in the City of Atlanta where it holds development rights that it does not plan to use that can be put forward in to the development?
We have discussed that with the GTF and there are additional development rights available at a reasonable price. There is a FAR study completed that shows current available FAR capacity anticipating that additional capacity needed for your program can be made available to this project with the current owner (GTF) of the land assemblage.

47) Does all of the spec space have to be built on Day 1?

We strongly prefer that the entire Base Building be constructed when the project is delivered on Day 1. The data center program as defined allows for deferral of capital investment for large components of the data center infrastructure until the demand is proven/identified. The same for the office, we expect the developer to defer tenant improvement until leases are executed. Doing a multiple phase project to scale up the spec space would most probably create a disruption in this mixed used complex, and are open to it but will have to think qualitative if that's the best environment we want to operate in. GIT will consider it but will have to be for very strong reasons.

48) Can you provide the reason for a 7 year lock out? What is driving it?

GIT wants long term stable ownership and a developer that’s interested in a long term relationship with GIT with patient money in the deal. We have set up a future 5 year renewal option that would present an opportunity for liquidity for the initial ownership/development team.