

LETTER FROM ANDY STEWART, EVOQUE CEO

I'm incredibly proud to announce that on July 6, 2021, we're publicly debuting the launch of Evoque's Multi-Generational Infrastructure™ strategy...MGI™ for short. It's a new approach to how data center companies like ours can work with clients...and we're the only ones doing it.

For too long, companies have always taken an infrastructure-first approach, telling their clients, "We'll just build more infrastructure to meet your needs." And companies like ours have traditionally focused only on data centers... even though the cloud is increasingly vital to firms in their digital transformation. That's all yesterday's thinking.

Starting today, we're changing that attitude.

MGI takes a dynamic application-first approach. Instead of just trying to sell more space to store more stuff, MGI engages our clients into how their workloads, applications and data needs will evolve over time. Then, and only then, do we design an infrastructure that will meet those requirements, today and tomorrow. MGI empowers clients to give each workload exactly the infrastructure it needs - with the freedom and flexibility to change as those needs evolve. They'll enjoy the rock-solid performance, impressive user experiences, and predictable economics.

This is where our acquisition of Foghorn Consulting plays a key role. Enterprises will be able to leverage Foghorn's expertise to develop a solution that meets their constantly evolving needs. Colocation is part of the answer, of course, but so is cloud. Taken together, we will empower forward-thinking IT execs to create and implement a Multi-Generational Infrastructure Strategy for their modern workload deployment.

Let me be clear: at our core, we are still a data center firm. But we see incredible opportunity in developing the MGI strategy, and we intend to win with it.

The feedback from industry analysts and reporters about MGI has been outstanding...their reports will be coming out later today. If you'd like to see a copy of the MGI news release, it's [here](#). Our news release on the Foghorn acquisition is [here](#).

Sincerely,
Andy Stewart

PS: [Check out this MGI video](#) that we're posting to LinkedIn and our website.