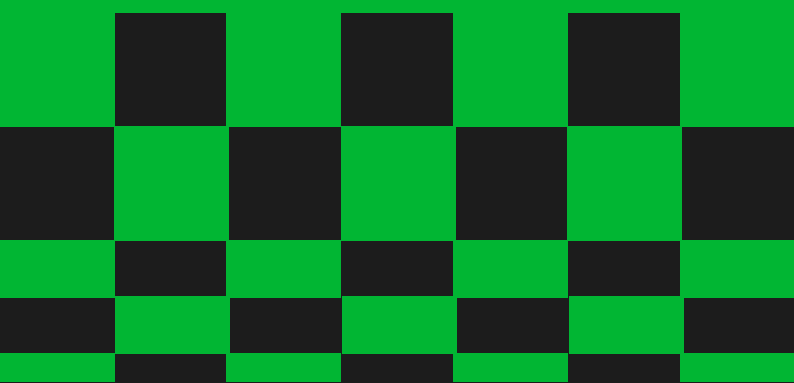


Certainty Matters

Critical Questions to Ask Before Signing a Data Center Lease

A practical framework for evaluating execution certainty and the factors that contribute to long-term project success.



Today's digital economy is driving heightened demand for larger data center campuses, with power requirements now scaling to the gigawatt level. These massive campuses enable the key growth capacity needed for AI training and inference, as well as cloud deployments.

Given customers are building their product roadmaps, revenue forecasts, and AI strategies around the promised delivery timelines of these facilities, selecting a dependable data center provider is more essential than ever.

Whether you're beginning the data center site selection process or evaluating a long-term data center partner, use this guide to ask the questions that help distinguish the developers that can deliver with certainty.

Let's take a closer look at each of these questions and explore why they matter.

Together, these five considerations provide a practical framework for evaluating execution certainty and understanding the factors that contribute to long-term project success.

As organizations plan for the future of AI and cloud infrastructure, asking the right questions early can help create greater confidence in both the development process and the partnership itself. Before you sign, use these five questions as a starting point during your next data center evaluation.

#1

Capital
Readiness

#2

Power
Certainty

#3

Development
Readiness

#4

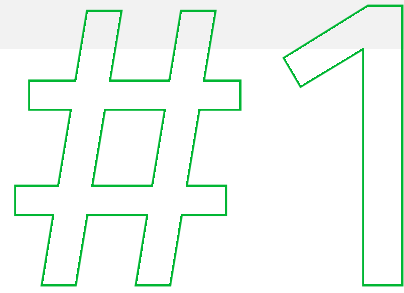
Supply Chain
Readiness

#5

Execution

Capital Readiness

Is the Capital Actually Committed?



Building a successful hyperscale campus requires billions of dollars, years of planning, and disciplined execution.

Developers must secure significant financing before construction can even begin. To make matters trickier, the growing number of projects entering the market is changing the landscape, making it more difficult for developers to secure needed funding.

Without the right capital structure, project timelines and delivery become increasingly uncertain.

What Buyers Often Overlook

Capital is often viewed as a financial milestone, but it's also one of the strongest indicators of execution readiness.

Many project announcements focus on future investment or planned capacity, leaving out how much progress has actually been made. There is an important difference between announcing a project, securing financing, and actively funding construction. Not all milestones carry the same weight, and not every milestone signals the same level of execution readiness.

Forward-thinking developers invest substantial capital before customer contracts are signed, allowing permitting, procurement, and initial construction preparations to begin in advance. Others wait until customer commitments are in place before making significant investments, which can introduce uncertainty into project timelines.

Understanding where a project stands today provides a much clearer picture of execution certainty, as opposed to the celebratory announcements highlighting future investment.

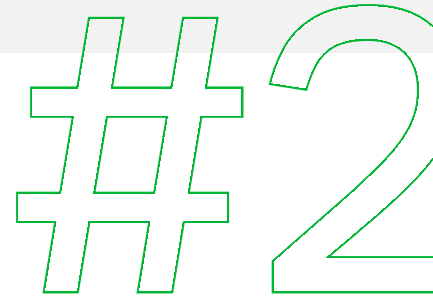
Additional Questions to Ask

- Has financing been secured?
- How is the project being funded today?
- What milestones have already been completed?

Financial readiness isn't just about access to capital. It helps buyers understand how likely a project is to continue advancing, how much execution risk remains, and whether development is supported by committed investment rather than future assumptions.

Power Certainty

Is Power Fully Secured and Can It Be Delivered on Time?



Power is often misunderstood in early-stage negotiations because it can take years to secure. Customers should look beyond projected megawatts and understand how power has been secured, when it will become available, and whether there are any remaining dependencies that could affect delivery.

Before signing a contract, developers should be able to clearly demonstrate how power will be delivered, including supporting infrastructure, when applicable. Also, some agreements may include clawback provisions, which allow utilities or grid operators to reclaim promised power during periods of high demand or severe weather. It's important to carefully review every agreement, including the fine print.

What Buyers Often Overlook

Power conversations often center around capacity, but capacity alone doesn't tell the full story.

Reliable power delivery is the result of years of strategic coordination and infrastructure investment. Utility agreements, transmission planning, permitting, and supporting infrastructure all influence when power can actually be delivered.

Understanding those milestones provides a much clearer picture of project readiness than projected megawatts alone.

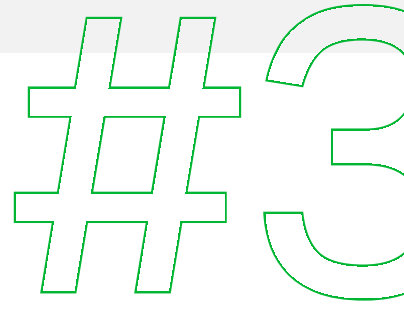
Additional Questions to Ask

- Is power fully contracted and guaranteed?
- When will it become available?
- Are there any clawback provisions?

Understanding how power has been secured is just as important as understanding how much power is planned.

Development Readiness

Is the Campus Development-Ready?



As demand for data center capacity grows, more and more developers are focused on constructing gigascale campuses. But not all are created equal.

Execution certainty starts with a development-ready site, supported by the appropriate zoning, entitlements, permitting, and infrastructure planning.

If a site isn't development-ready, delivery timelines become more difficult to predict.

What Buyers Often Overlook

A campus is more than a piece of land.

Long before construction begins, developers are thoughtfully planning, aiming to position projects for future success. Site preparation, infrastructure planning, permitting, utility coordination, and expansion planning all contribute to how efficiently a campus can move from concept to delivery.

Understanding what has already been completed provides valuable insight into how prepared a project is for long-term growth.

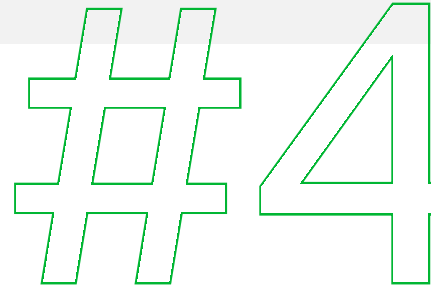
Additional Questions to Ask

- What approvals remain before development can move forward?
- What site preparation work remains before construction begins?
- How has the campus been planned to accommodate future expansion?

Development readiness reflects the planning and preparation already completed to support predictable timelines and future expansion.

Supply Chain Readiness

Are Critical Components Aligned to the Project Timeline?



Building a hyperscale campus requires more than land and power.

Critical infrastructure, such as generators, cooling systems, transformers, and electrical equipment, requires coordination well before construction is complete.

Understanding how equipment procurement aligns with the overall project schedule provides additional confidence in long-term delivery.

What Buyers Often Overlook

Procurement is one of the earliest indicators of project planning.

Many of the systems that support hyperscale infrastructure are identified and coordinated well before they arrive on site. Looking beyond construction progress to understand procurement planning can provide valuable insight into how developers are preparing for future milestones.

When procurement, engineering, and construction planning work together, projects are better positioned to maintain predictable delivery schedules.

Additional Questions to Ask

- Has the long-lead equipment been ordered?
- What are the current delivery timelines?
- What contingencies exist for supply chain disruptions?

Supply chain readiness demonstrates how proactively a project has been planned and how well critical milestones are aligned to support successful delivery.

Execution

Does the Developer Consistently Deliver What They Promise?

#5

Certainty of execution requires developers who can meet project deadlines and communicate transparently about risks along the way. By the time a lease is signed, customers have often aligned internal teams, budgets, technology investments, and business priorities around expected delivery timelines. Consistent execution helps keep those plans on track.

Every developer can present a timeline. The better question is whether they have consistently delivered on their commitments.

What Buyers Often Overlook

Future timelines are important, but past performance often provides the strongest indication of future execution. Understanding how a developer has managed previous projects, communicated through challenges, and responded when conditions changed, can provide valuable insight into how future projects may be managed.

Execution is built on experience, disciplined planning, and a track record of delivering on expectations.

Additional Questions to Ask

- What is your track record with adhering to timelines and meeting delivery dates?
- What milestones have already been completed?
- What risks remain between now and delivery?
- How will progress and delays be communicated?

Execution certainty is earned through consistent delivery, transparent communication, and a demonstrated ability to move projects from planning to reality.



About EdgeCore Digital Infrastructure

EdgeCore Digital Infrastructure serves the world's largest cloud and internet companies with both ready-for-occupancy and build-to-suit data center campuses that are designed for density. Privately held and backed by committed equity, EdgeCore enables hyperscale customer requirements by proactively investing in regions that provide the land and power necessary to support and scale AI and cloud technology. While working thoughtfully with the communities in which we do business, our data center campuses are built at scale to meet key performance specifications, safety metrics and sustainability objectives. EdgeCore has data center campuses in six North American markets with plans to expand into new regions in 2026 and beyond.

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