



For Immediate Release

InterGlobix and Mangum Economics Announce Strategic Business Partnership

Partnership to focus on production of high-quality Economic Analysis Reports on Data Centers, Subsea Cables and Terrestrial Networks worldwide

MIAMI, FL, January 31, 2019, Miami, FL InterGlobix, LLC a global solutions company focused on the convergence of data centers, terrestrial fiber and subsea fiber and Mangum Economics, LLC, a company that specializes in producing objective, quantitative, economic analysis in support of strategic decision making with a special focus on data centers and connectivity, today announce at Metro Connect 2019 in Miami, the formation of a Strategic Business Partnership.

Mangum Economics has strong expertise and a focused approach in the areas of economic impact analysis, economic development, tax policy, and regulatory policy. Much of Mangum's work has involved the economic contribution of data centers to their host communities, the development opportunities presented by subsea cables, and the local return on investment in renewable energy facilities.

As part of the partnership, InterGlobix and Mangum will work together and collaborate on content creation and report creation in a very targeted niche area of economic impact analysis of data centers, subsea cables, and terrestrial fiber networks.

"In 2015, I read my first Mangum Economics-published report about the impact of Data Centers to the Commonwealth of Virginia. The quality of reporting and economic impact analysis was second to none in the industry," states Vinay Nagpal, President of InterGlobix. "Since then I have had the pleasure of working with Fletcher and his team on many occasions, and today I am proud to be entering this next progressive chapter of our relationship."

"Vinay Nagpal has worked in senior leadership positions with the leaders of data center and connectivity firms," comments Fletcher Mangum, President of Mangum Economics, LLC. "The breadth and depth of his knowledge of the industry and the enthusiasm and energy he brings to his work are unsurpassed. He has a rare ability to make the 'big picture' relevant for specific, concrete circumstances. We are truly

fortunate to be working with him and his team and feel that the complementary nature of our skill sets, and areas of expertise will make for an unbeatable combination.”

SAMPLE SNIPPETS FROM MANGUM ECONOMICS REPORTS:

- **Virginia Data Centers, 2018:** Data centers make a large contribution to Virginia’s economy. In 2016, this industry was responsible for directly and indirectly supporting approximately 43,275 jobs, \$3.2 billion in labor income, and \$10.2 billion in economic output in Virginia.
- **Illinois Data Centers, 2019:** Data centers employed more than 10,000 people in Illinois in 2017, according to the report, which was conducted by Virginia-based consultant Mangum Economics. That number increases to 31,500 jobs if workers such as those hired for construction or operations are included. The industry’s total economic impact in the state in 2017 was about \$2.4 billion in labor income and \$7.1 billion in economic output, according to the report.
- **Subsea Cables, 2017:** MAREA & BRUSA subsea cable landing at Virginia Beach will provide substantial economic development opportunities to Hampton Roads and Southern Virginia. Those opportunities are likely to be greatest within the high-tech service industry cluster, and specifically with firms that do business in Southern Europe (especially Spain, the Basque Community, and Portugal) or in Brazil.

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About InterGlobix:

InterGlobix, LLC (www.interglobix.com) is a global solutions company focused on the convergence of data centers, terrestrial and subsea fiber. InterGlobix offers strategic business consulting and marketing solutions for data center and the connectivity industry worldwide. InterGlobix provides services to data center operators, terrestrial fiber and subsea fiber providers in the areas of Product Management/Marketing, Connectivity Services Development, Subsea-Terrestrial Fiber Interconnectivity and Subsea Colocation. InterGlobix also owns InterGlobix Magazine, industry’s first magazine of its kind focused on Data Centers, Connectivity, Luxury, and Lifestyle. (www.interglobixmagazine.com)

About Mangum Economics:

Mangum Economics (www.mangumeconomics.com) provides more than two decades of experience in the economic analysis of public policy at the local, state and national levels. The team at Mangum Economics has expertise in assessing the economic consequences of proposed regulations and government policies, economic impact assessment, and economic development. Mangum Economics has extensive experience in the areas of technology infrastructure, renewable energy, data centers, and connectivity.

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