

OPEN POSSIBILITIES.

Easy Edge

It's Open And It's Everything

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Edge Is a Massive Opportunity

175

Zettabytes of data
created by 2025

75B

Connected
devices

1B+

5G connections
in 2023

75%

Enterprise data at
the edge

Big Infrastructure Is Required

50%

IT capacity to be
deployed at edge

1:3K

Data generated by
car vs. humans

56%

Power at edge
v. cloud

+55%

Cost of edge v.
cloud

Edge Is Also a Big Challenge



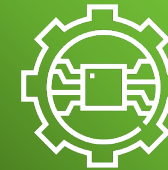
DISTRIBUTED

Versus large core datacenters



ENVIRONMENT

Unique physical locations



MANAGEMENT

Multiple traditional distinct systems



SKILLS

Non traditional participants



COST

Hyperscalers not the norm?



BIZ MODELS

If you build it, will they come?

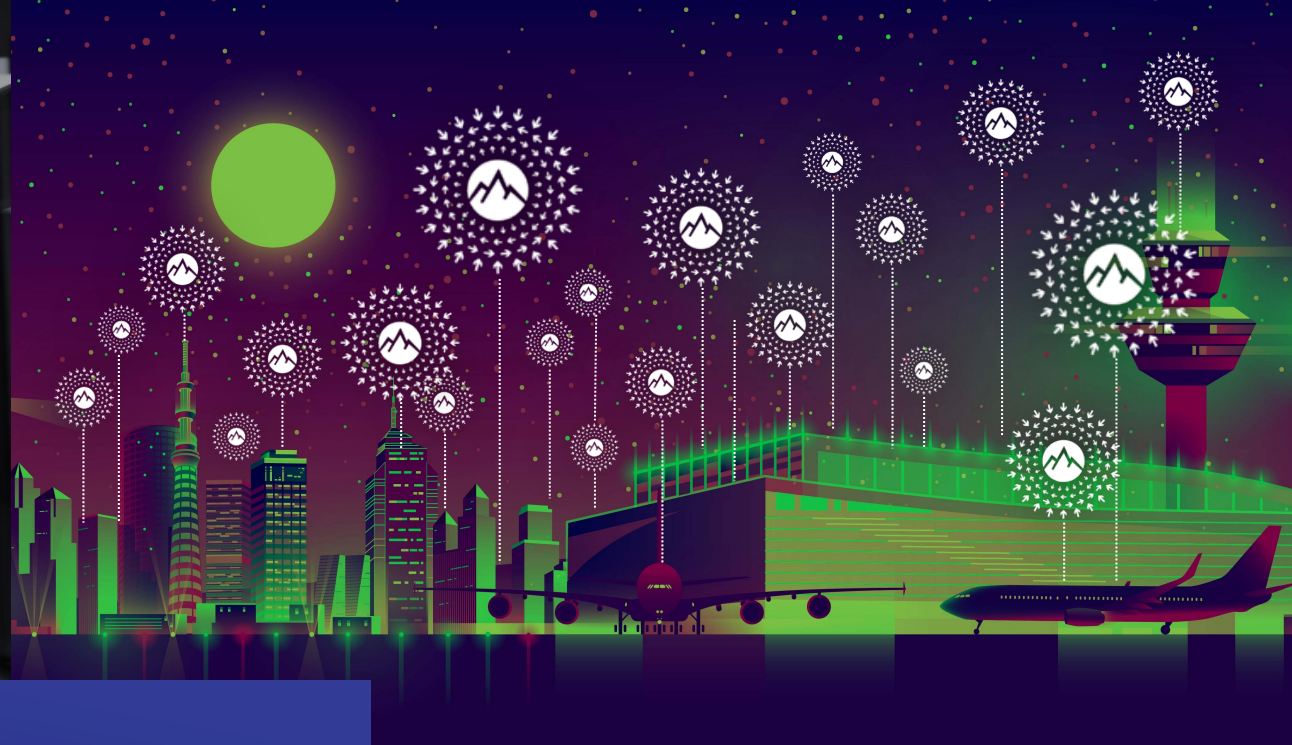
Success Here Means the Potential for a Massive Sustainability Problem

PUE?

Grid?

Mftg?

All of this an Immense Opportunity for OCP



Open = lower cost, flexibility, partnership,
sustainability... **HUGE FINANCIAL OPPORTUNITY**

Critical Imperatives

CHALLENGES

> Highly distributed versus large core data centers

> Widely varied physical environments
(presents challenge across whole lifecycle)

> Disparate monitoring and management solutions

> Skills gap (non IT environments, e.g. rack and stack won't work)

> Chicken / egg business model challenge
(if you build it, will they come and who pays who?)

> Use phase energy will be higher than core DCs,
renewable content will be less

> Scope 3 impact is significant

> Cost of this infra could be prohibitive

OPPORTUNITIES

Streamlined deployment, service model through partnerships

Integrated OT / IT hardware offerings designed and delivered together
leveraging open hardware building blocks

Integrated OT / IT software and service solutions

Has to be easy, all-in-one, just arrives and works

Primary workloads can be complemented with revenue generation to
facilitate the on-ramp

Leverage every bit of capacity with smart power orchestration across
workloads

Sustainably sourced hardware avoids new
manufacturing

Recertified is the new new



OPEN POSSIBILITIES.

Customer Use Case and Easy Edge Solution



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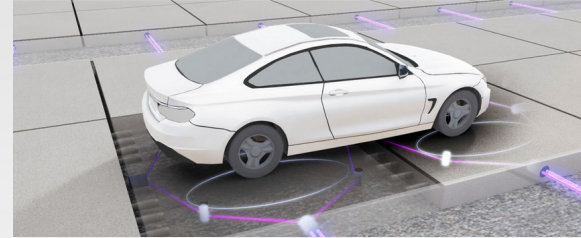
Two Use Cases ...Two Common Challenges



APC Towers

Has locations and network.

Core business - Deploying IT infrastructure to support a variety of edge services as 5G and associated use cases expand.



**INTEGRATED
ROADWAYS**

Has right-of-way and network.

Core business – Deploying IT hardware to support services for semi-autonomous and autonomous vehicles.

1. How to realize an **improved ROI** while core services scale
2. How to deploy and manage hardware, at scale, **simply**

This Isn't Easy ...

Capital investments with multi-factor risks on ROI in a competitive landscape



Lots of hardware & services must come together and be deployed at unattended, remote sites with high criticality



Uncertain timing for future services causes underutilization and long ROI for the hardware deployed



Sustainability must be addressed as deployments scale



Layering Revenue Streams Accelerates ROI

Matching space and network with an Easy Edge solution

New revenue sources ...

... coupled with an Easy Edge solution

1

Getting paid to run distributed applications

2

Getting paid to host CDN for the next generation internet

Critical success factors for Network Operators and Edge Service solution providers

- Shorten my ROI
- Maximize my real estate
- Maximize my available power
- Make it turn-key
- Deployed it quickly
- Must be sustainable
- Must be scalable
- Must be SIMPLE and STANDARDIZED

Packaged in a Simplified, Drop-in Place Edge Data Center

Sesame by ITRenew
IT running EdjOS



Standardized and Sustainable
OCP hardware



Edge Data Center



Integrated, Managed & Secure
physical infrastructure



Edge Locations



Customers investing in their
IT infrastructure today

Yields

New revenue
generation NOW



Good News, Easy Edge Is Happening Now

- Enabling IT Trends and Technology, Mission-Critical Expertise
- Market Leadership and Innovation
- Integrated Solutions and Capabilities
- Alliances and Partnerships
- Industry leader in integrated physical infrastructure & software

Schneider
Electric

ITRENEW

 **VPS**
Virtual Power Systems

EDJX

APCTowers

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Good News, Easy Edge Is Happening Now

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Best in class compute,
storage, networking,
recertified, most ,sustainable,
cost advantaged, available
solutions, nodes, racks

VPS
Virtual Power Systems

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VPS
Virtual Power Systems

Power orchestration to help
maximize capacity and
minimize underutilization
and make sure most efficient
from energy perspective

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Electric

ITRENEW



Good News, Easy Edge Is Happening Now

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VPS
Virtual Power Systems

Mobile CDN, serverless, other monetization models to this edge infrastructure to compliment primary workloads and extend monetization opportunities

EDJX

APC Towers

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ROADWAYS**

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Easy Edge Value Delivered

- 1 Solves for inherently distributed, disconnected environments
- 2 Single, cost-efficient, easy to deploy and managed solution
- 3 Simplicity of public cloud in exact form factor, performance band, workload needed
- 4 Best in class total cost of ownership, time to value & sustainability
- 5 Solves for next gen challenges



OCP Ecosystem and Partnership Opportunity



All-in-one and
circular enables
breakthrough
TCO



Demands integrated
spectrum from cooling
to power to compute to
orchestration to
monetization



OCP community
uniquely suited to
deliver via
partnerships



Sustainability
imperative
cannot be
underestimated

Conclusion: Massive OCP Opportunity Ahead



of Real
Estate Locations



Quintillion bytes of
data created daily
in 2021



Edge infra spend
in 2024



Potential avoided
CO2e emissions?

Thank You

Let's continue the conversation

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