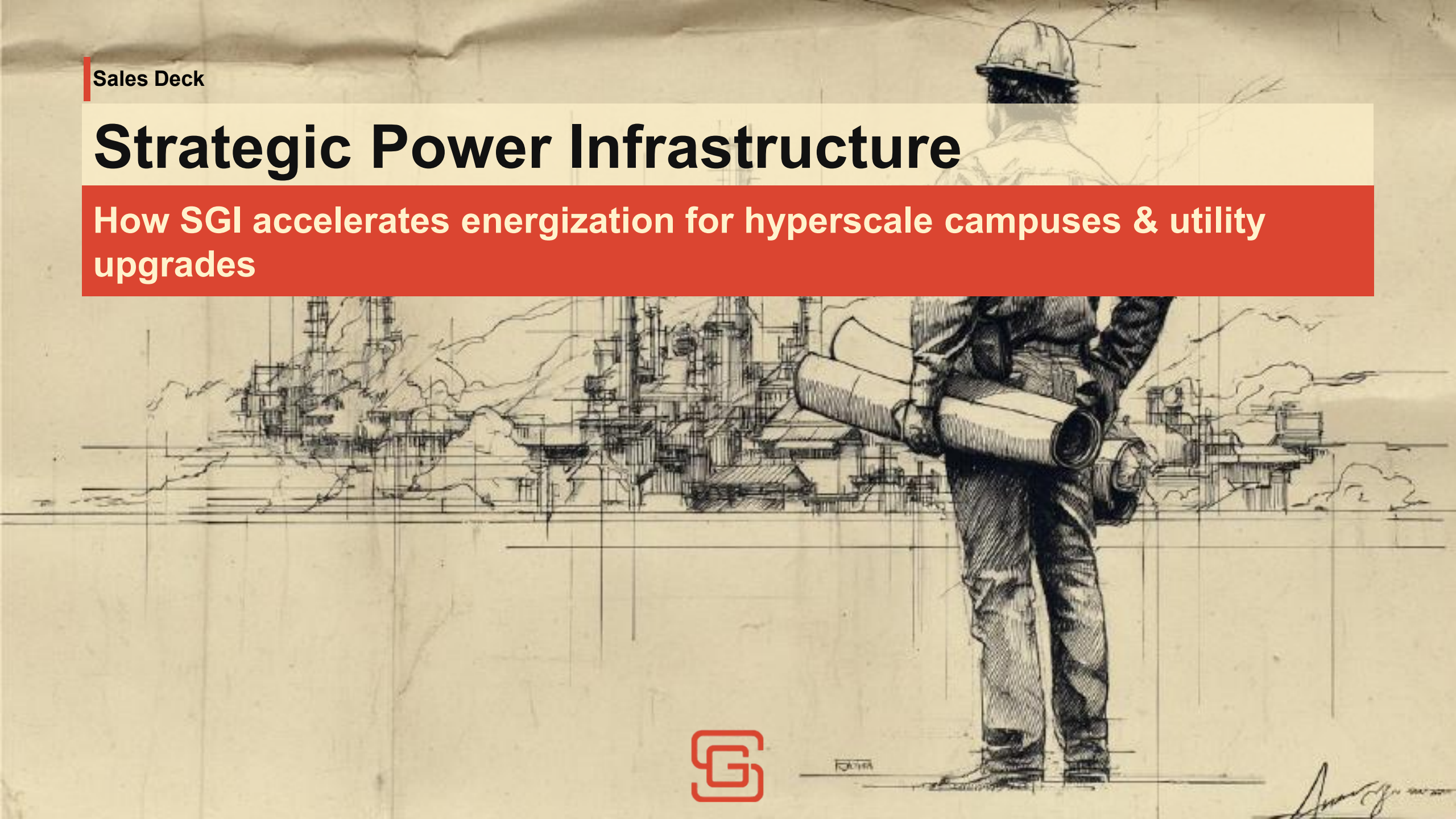
Sales Deck

Strategic Power Infrastructure

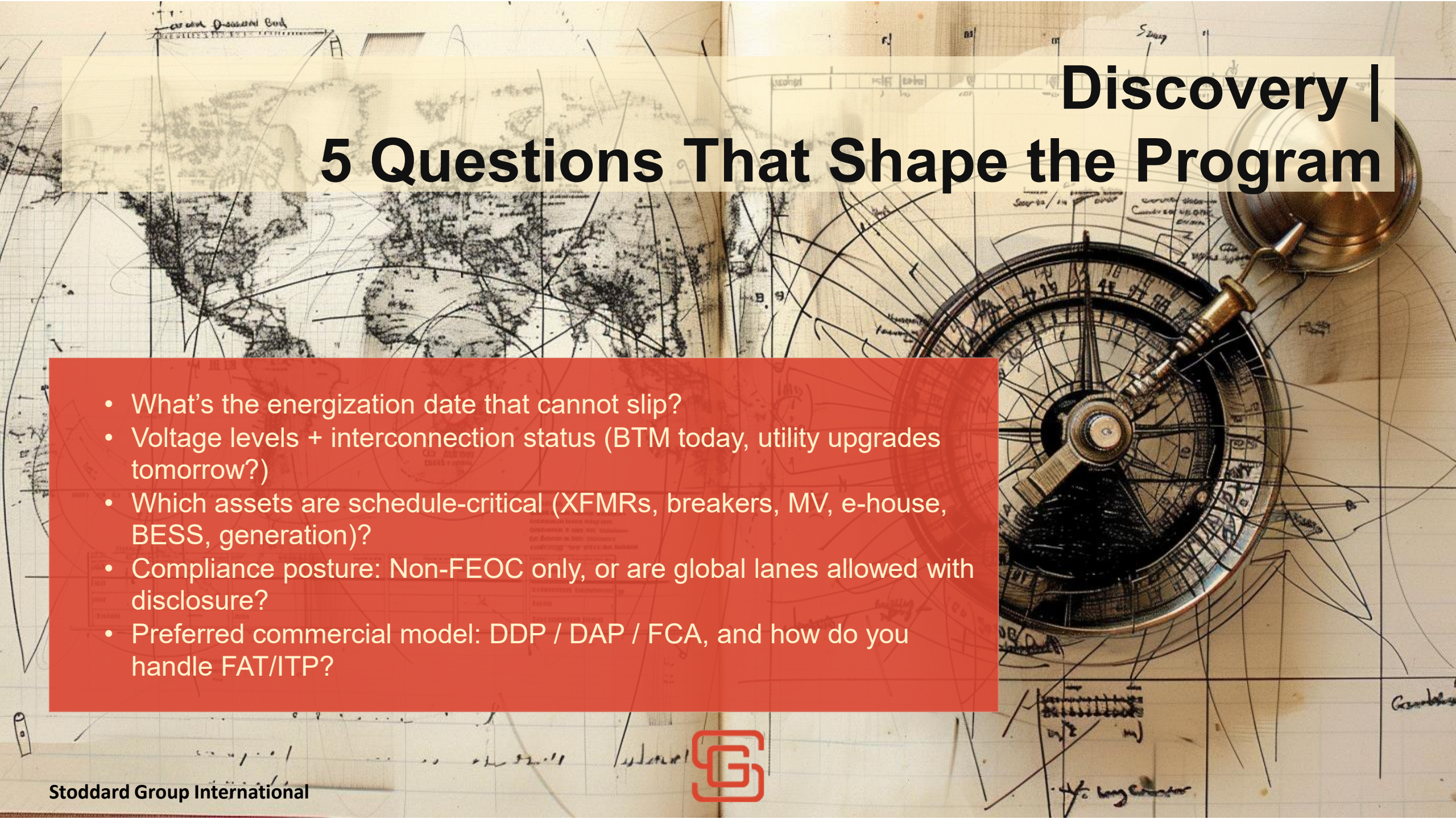
How SGI accelerates energization for hyperscale campuses & utility upgrades



Agenda

- What’s changing in the market (and why lead times dominate).
- Where SGI fits: integrated delivery + execution discipline.
- How to package scope for hyperscale + utility-facing work.
- Quality, documentation, logistics, and compliance (Non-FEOC by default).
- Commercial models + what we need for an RFQ.
- Next steps and follow-ups.

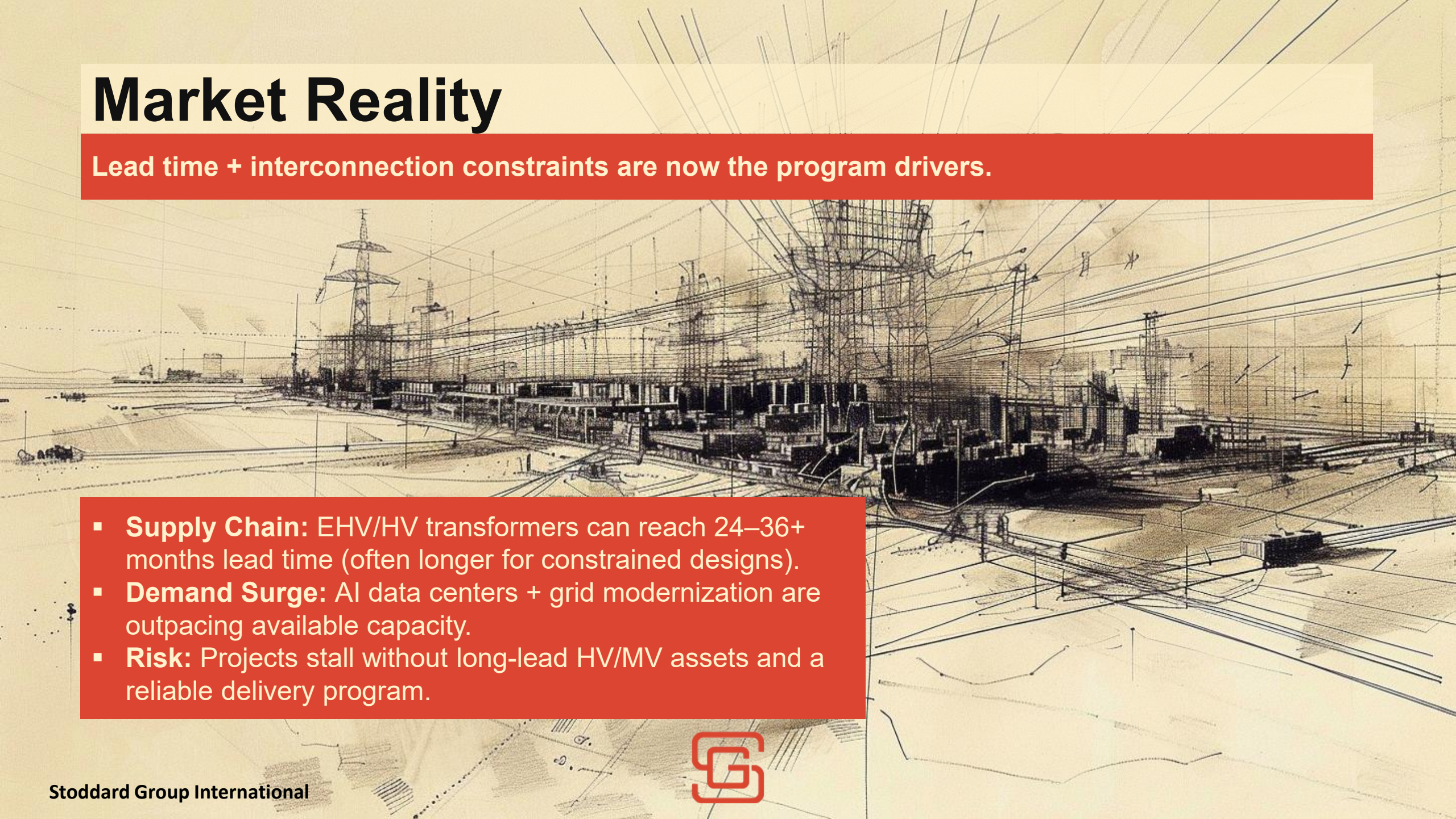
Discovery | 5 Questions That Shape the Program



- What's the energization date that cannot slip?
- Voltage levels + interconnection status (BTM today, utility upgrades tomorrow?)
- Which assets are schedule-critical (XFMRs, breakers, MV, e-house, BESS, generation)?
- Compliance posture: Non-FEOC only, or are global lanes allowed with disclosure?
- Preferred commercial model: DDP / DAP / FCA, and how do you handle FAT/ITP?

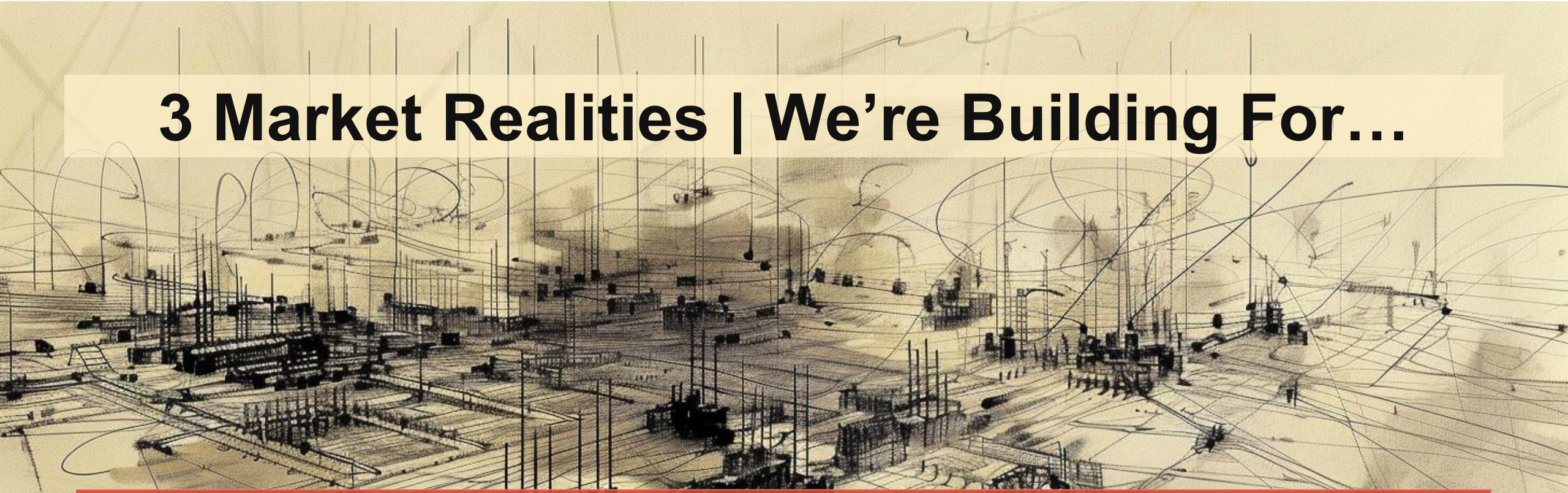
Market Reality

Lead time + interconnection constraints are now the program drivers.



- **Supply Chain:** EHV/HV transformers can reach 24–36+ months lead time (often longer for constrained designs).
- **Demand Surge:** AI data centers + grid modernization are outpacing available capacity.
- **Risk:** Projects stall without long-lead HV/MV assets and a reliable delivery program.

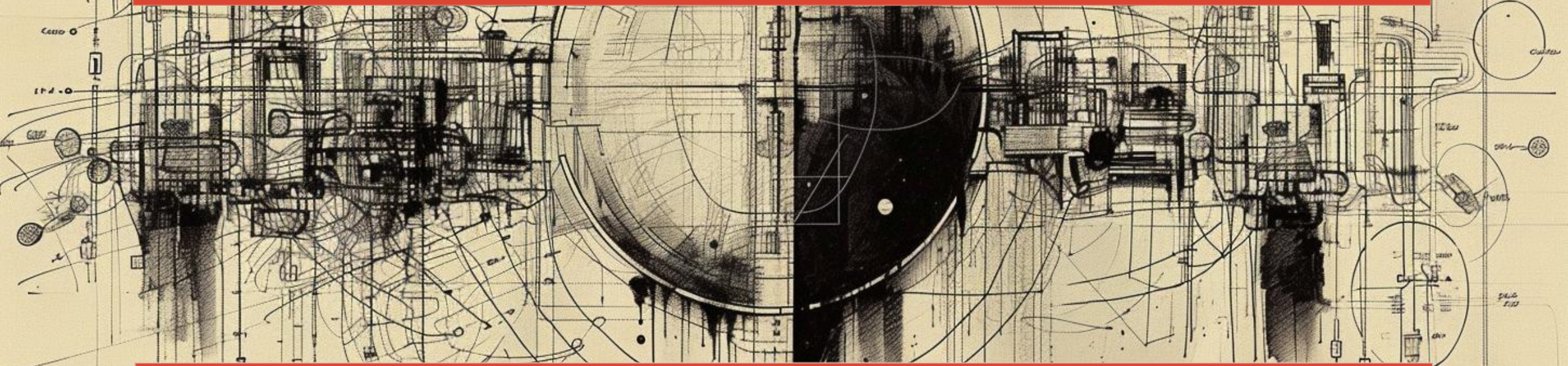
3 Market Realities | We're Building For…



- Hyperscale Data Centers: GW-scale load growth → dozens of HV/MV assets + on-site generation.
- Transmission Upgrades: behind-the-meter is not enough → utilities will require interconnection & upgrades.
- Interconnection Bottlenecks: ERCOT / PJM / MISO / CAISO need fast, mobile grid infrastructure.

Lead Times | What They Break

- Schedule: critical-path slips cascade into commissioning windows and utility outage schedules.
- Cost: expediting + rework + idle labor + liquidated damages (if applicable).
- Risk: unclear documentation and FAT gaps create late surprises.
- Financing/Capacity: energization delays can become revenue delays.



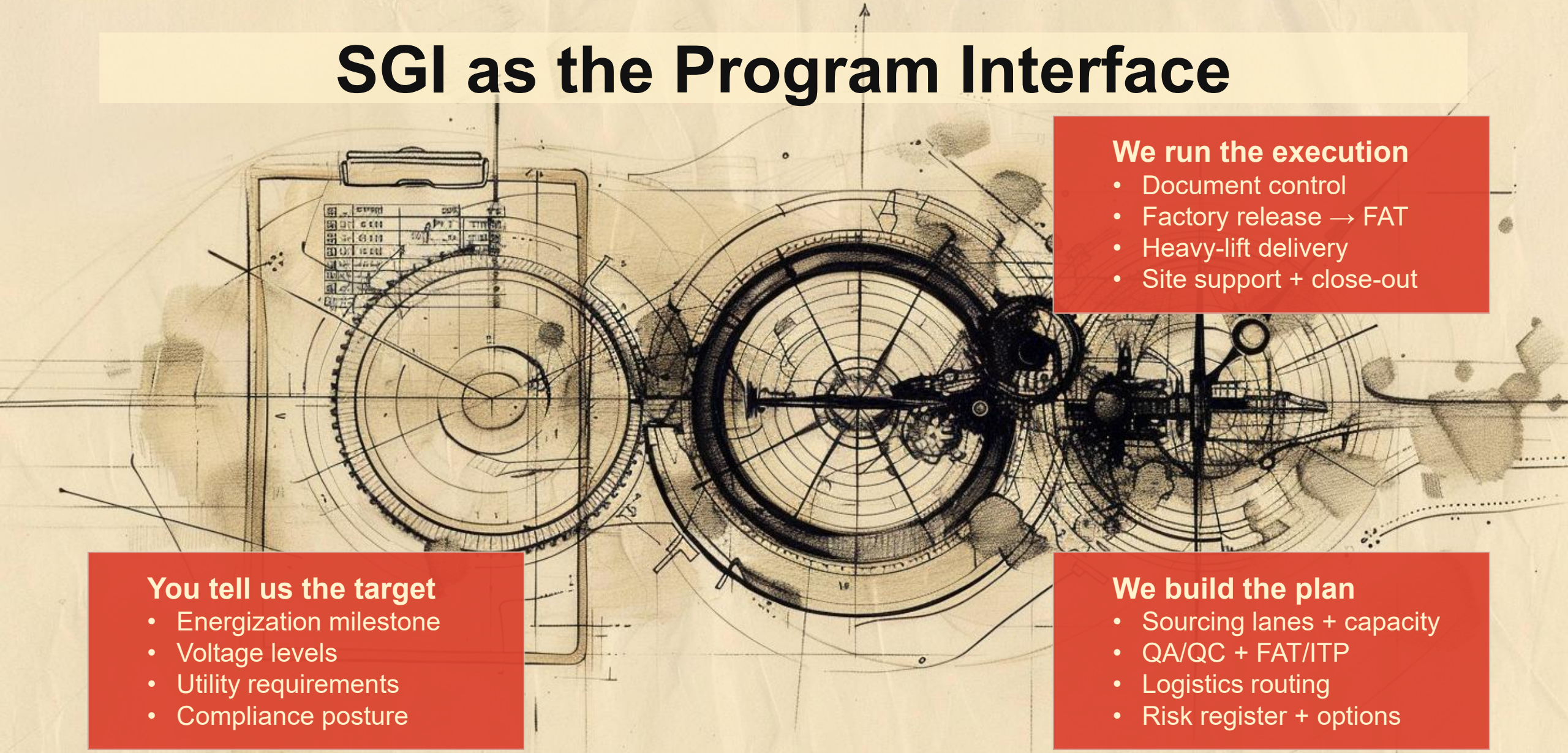
Implication: procurement strategy is now part of engineering strategy.

SGI Approach

Integrated sourcing + disciplined execution + schedule accountability.

One interface. Defined scope. Trusted partners.

SGI as the Program Interface



We run the execution
- Document control
- Factory release → FAT
- Heavy-lift delivery
- Site support + close-out

You tell us the target
- Energization milestone
- Voltage levels
- Utility requirements
- Compliance posture

We build the plan
- Sourcing lanes + capacity
- QA/QC + FAT/ITP
- Logistics routing
- Risk register + options

Solution Portfolio | Where We Plug In

- HV interface: transformers, reactors, breakers, line terminals (69–765 kV class via partners).
- Data center power: E-houses, MV skids/pocket substations, switchgear integration, busduct.
- Grid support: mobile substations, mobile reactive power (capacitor/reactor concepts).
- Resilience: BESS + hybridization + on-site generation packages (via OEM/EPC partners).
- Execution: QA/QC, FAT, logistics, commissioning interface.

Hyperscale Programs

Fast-track scope packaging for campus-scale power.

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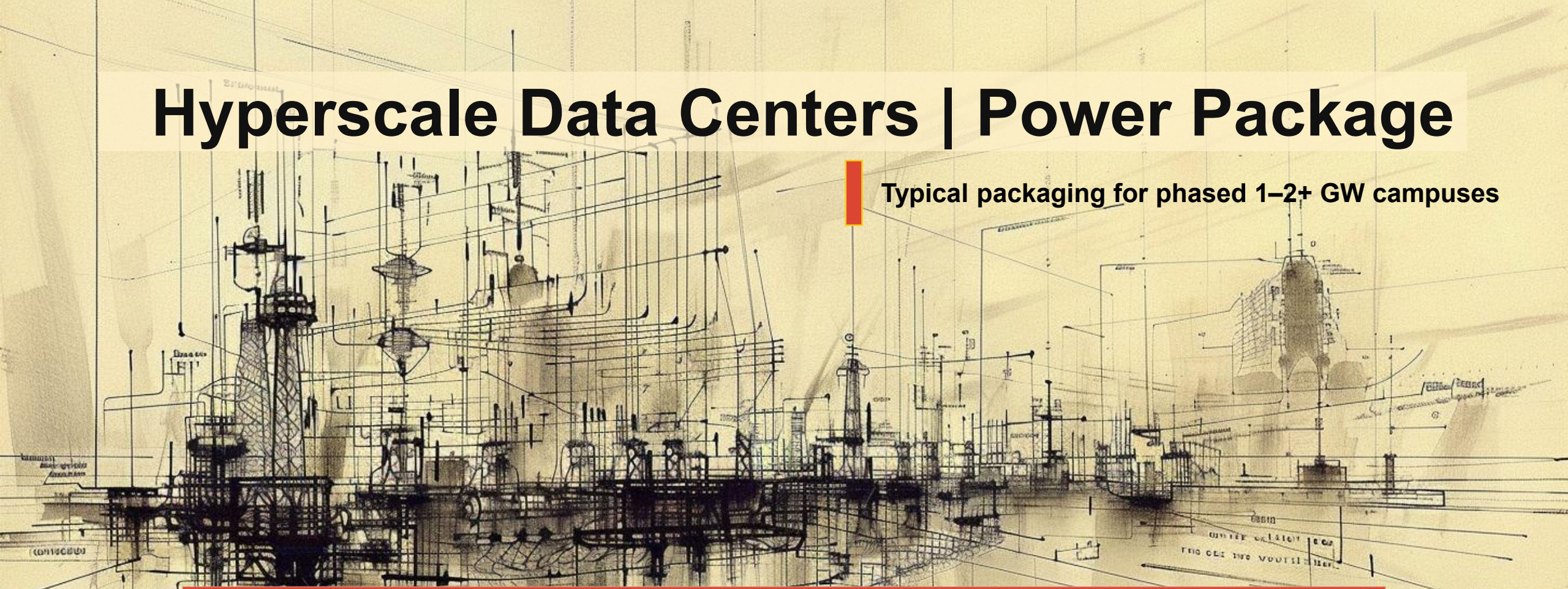
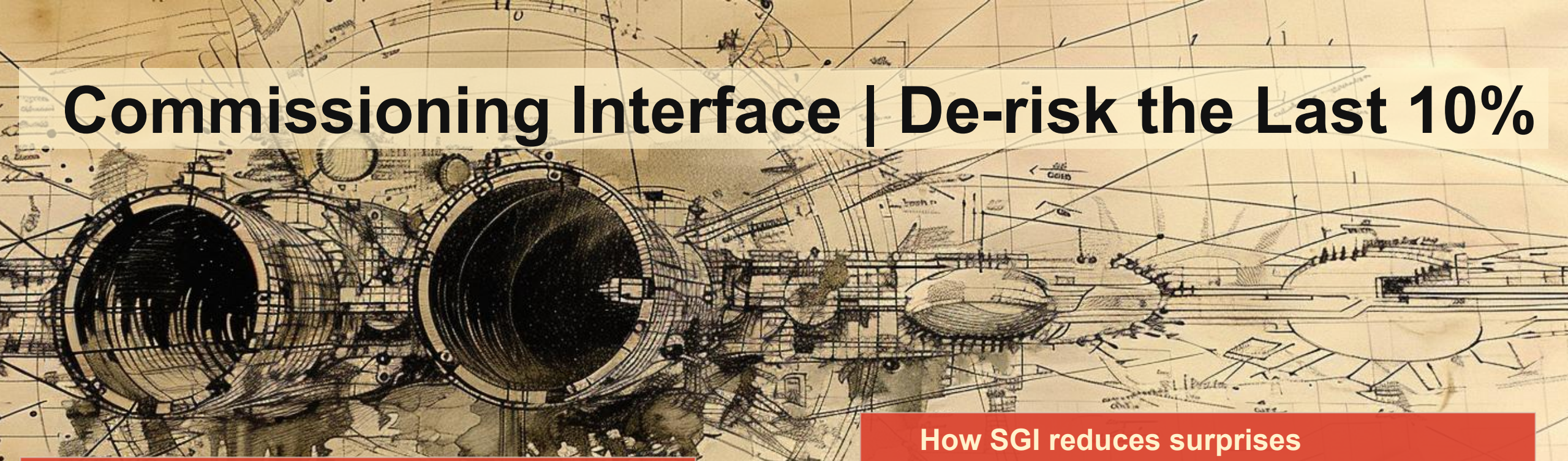
Hyperscale Data Centers | Power Package

Typical packaging for phased 1–2+ GW campuses



- Phase 0/1: MV distribution, E-houses, MV skids, switchgear integration, busduct.
- HV interface: transformers + breakers + protection & metering readiness.
- Resilience: staged BESS/generation, black-start strategy where applicable.
- Commissioning choreography: site readiness checklist + interface planning.

Commissioning Interface | De-risk the Last 10%



What tends to slip

- Late document approvals and spec mismatches.
- FAT gaps discovered after shipping.
- Site constraints (access, crane plans, foundations).
- Protection & metering alignment with the utility.

How SGI reduces surprises

- Document control: GA, nameplate, wiring, SLD, test plans.
- ITP / QAQC aligned to customer specs; traceable change control.
- Route surveys, permits, escorts, heavy-haul planning.
- Site-readiness checklist + commissioning coordination.

Hundreds of global partners…
You have options, we have agility.

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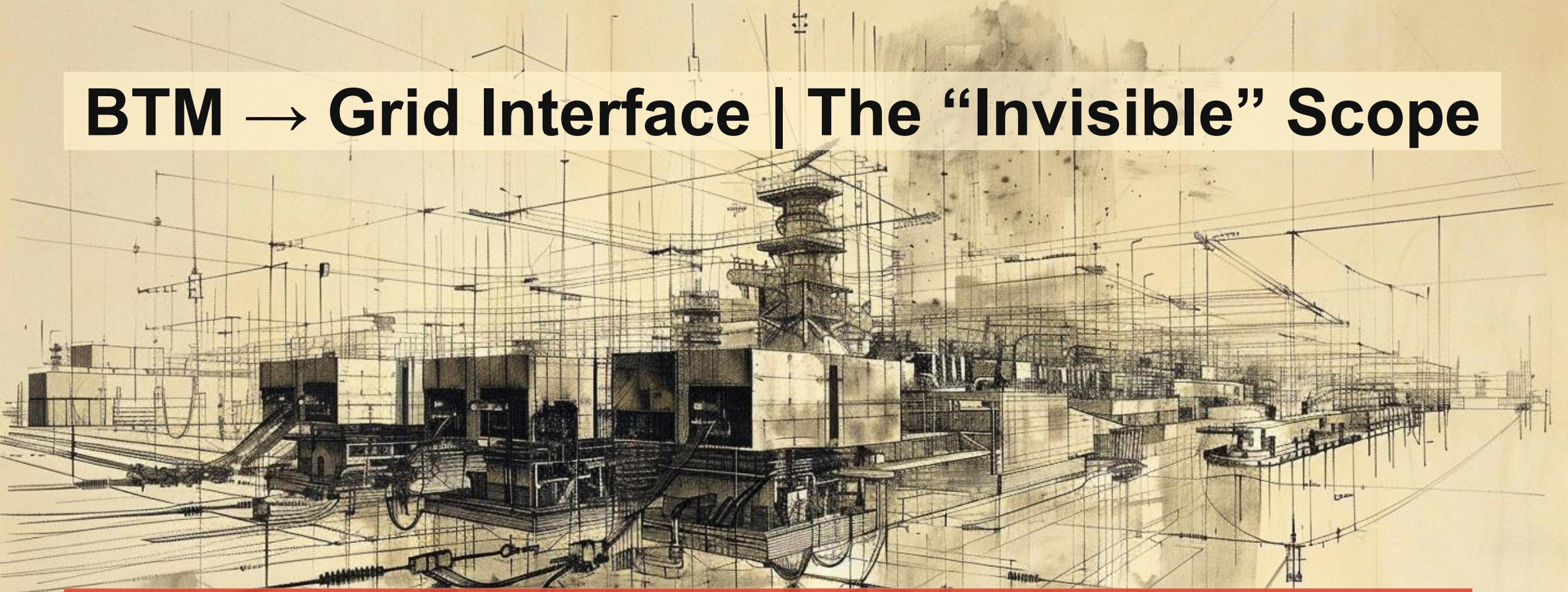
Utility / Interconnection

Utility requirements grow with scale — even if you start behind-the-meter.

Utility Transmission Upgrades | Long-Lead Relief

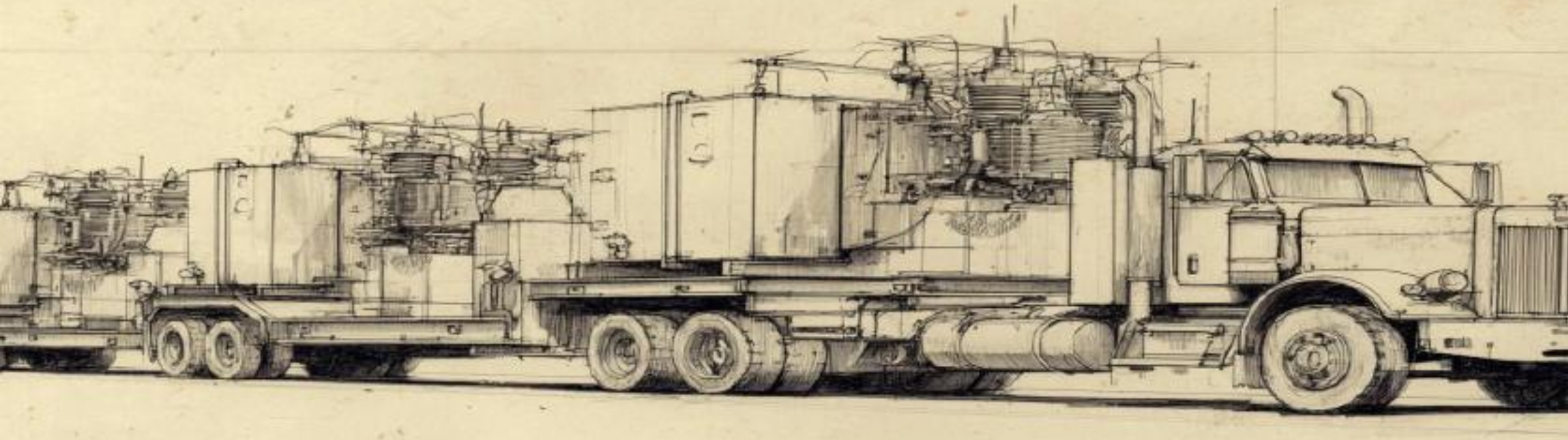
- Utility-facing documentation + IEEE/ANSI alignment is essential for schedule.
- Power transformers & shunt reactors (69–765 kV class via partners).
- Breakers, disconnectors, CT/VT/CCVT + P&C integration.
- FAT/ITP governance + NCR handling + traceable close-out.

BTM → Grid Interface | The “Invisible” Scope



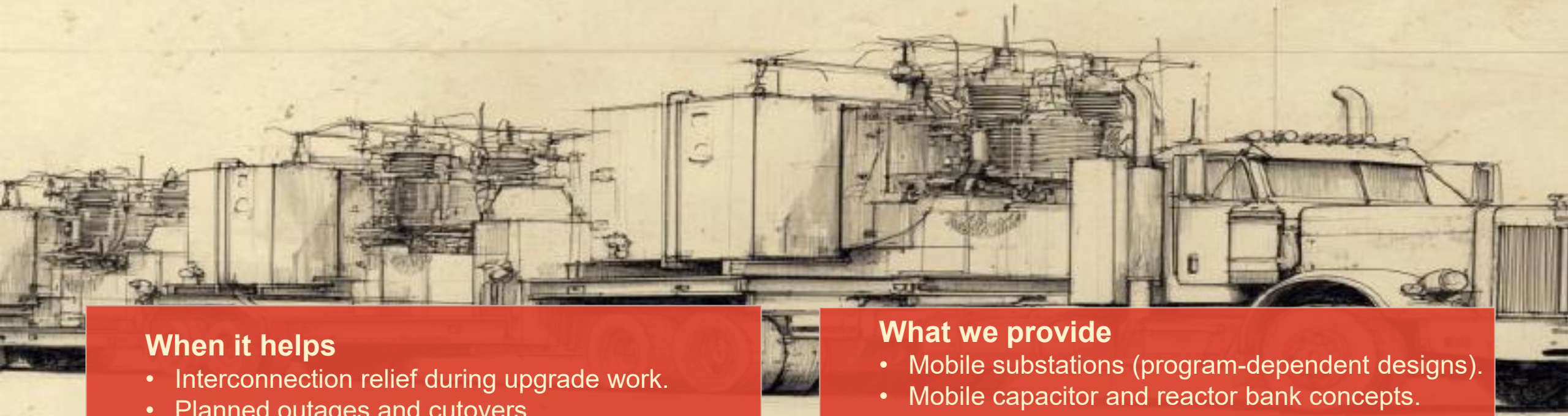
- Load studies drive upgrade scopes; upgrade scopes drive long-lead assets.
- Protection, metering, and reliability requirements expand quickly at campus scale.
- Contingency strategy matters: mobile assets, staged commissioning, redundant feeds.
- SGI can coordinate the HV/MV backbone across generation, BESS, and utility interconnect.

Rapid Deployment Options



Time-buying infrastructure for constrained grids and commissioning windows.

Mobile Grid Infrastructure | Use Cases



When it helps

- Interconnection relief during upgrade work.
- Planned outages and cutovers.
- Emergency restoration and contingency planning.
- Reactive support to stabilize voltage in constrained markets.

What we provide

- Mobile substations (program-dependent designs).
- Mobile capacitor and reactor bank concepts.
- Documentation + engineering interface for utility compatibility.
- Deployment planning: transport, site prep, commissioning interface.

Compliance + Commercial

Clarity on sourcing, documentation, and delivery terms.

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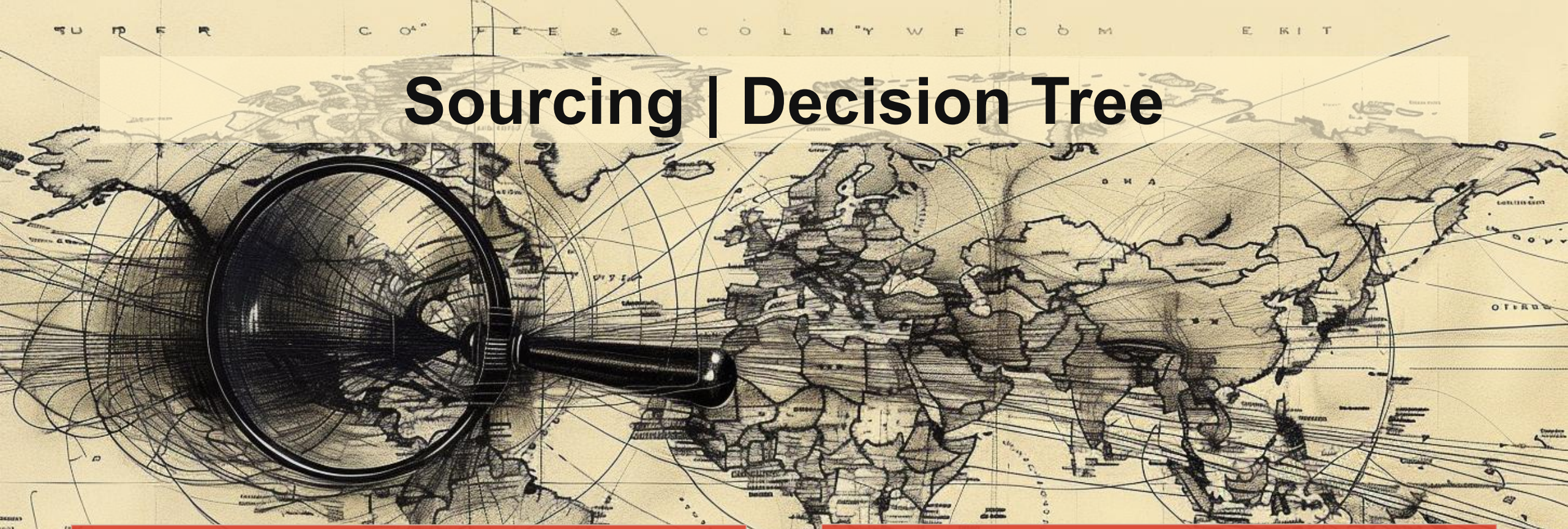
Sourcing | Decision Tree



Default: Non-FEOC

- Compliance-first lane for utilities and incentive-driven programs.
- Origin/ownership documentation and supply-chain mapping (as required).
- QA/QC + FAT/ITP governance to protect schedule.

Optional: Global lanes

- Only when allowed by jurisdiction/project structure.
- Full disclosure to support procurement decisions.
- Same SGI execution model: one interface, one schedule owner.

Commercial Models | Aligning Risk to Schedule

- Incoterms: DDP to site (turnkey logistics), DAP to port/site, or FCA ex-works.
- Owner-furnished equipment (OFE) or EPC-support procurement models.
- Milestone-based payments, FAT witness options, spares/service planning.
- For hyperscale programs: quarterly call-offs + scalable manufacturing slots.

Typical Objections | Clean Answers

What buyers say:
“We only need behind-the-meter.”
“We already have an EPC.”
“We can’t take compliance risk.”
“We need certainty, not promises.”

How to respond

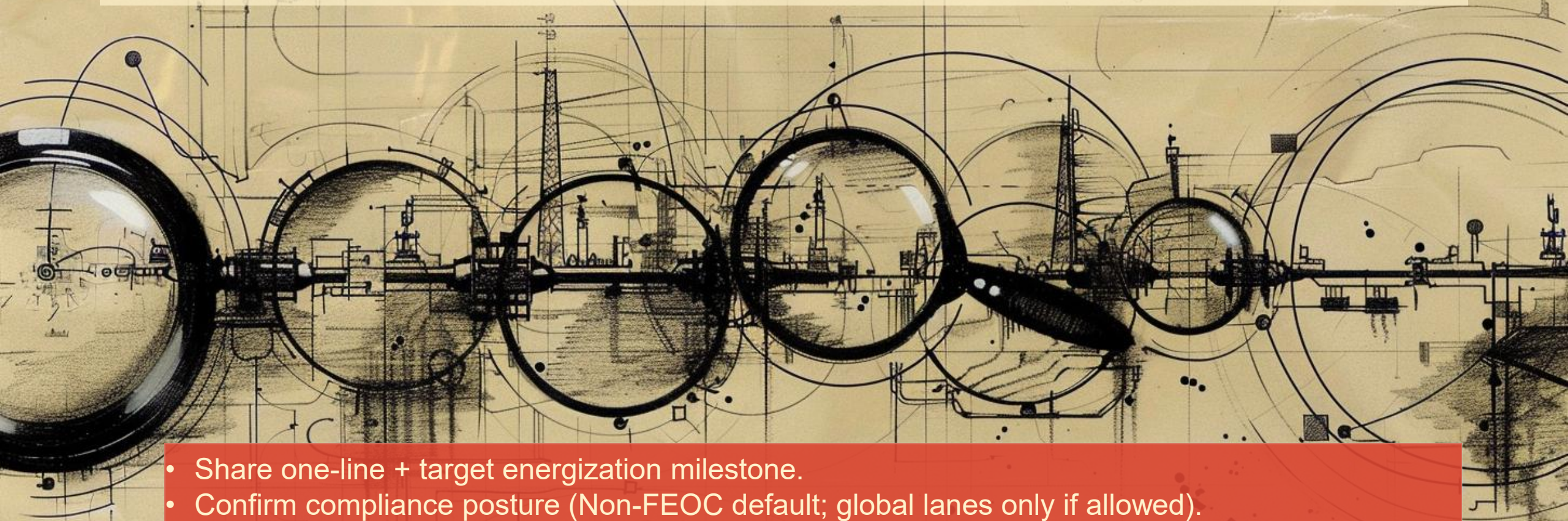
- BTM works early; utility upgrades become mandatory at scale; plan the transition now.
- SGI plugs in as the sourcing/execution lane for long-lead assets + governance.
- Default is Non-FEOC + documented supply chain; global lanes only when allowed.
- We show a delivery plan + risk register + QA/FAT governance to protect schedule.

Our team brings over 50 years of collective experience, ensuring veteran-level insight from day one.

RFQ Checklist | What We Need to Quote Fast

- One-line diagram (or load + voltage levels + interconnection requirements).
- Applicable standards/specs (utility specs, IEEE/ANSI, special tests).
- Site constraints (road access, crane limits, laydown area, delivery windows).
- Target schedule + commissioning milestones (and what is truly fixed).
- Non-FEOC only vs global options allowed (and required documentation).
- Commercial preferences: DDP/DAP/FCA, warranties, FAT witness, spares.

Next Steps | Make a Decision Easy



- Share one-line + target energization milestone.
- Confirm compliance posture (Non-FEOC default; global lanes only if allowed).
- Pick a commercial model (DDP / DAP / FCA) and FAT/ITP expectations.
- We return: Delivery plan + options + risk register + RFQ package checklist.
- Optional: NDA to share named partners for the exact scope.

Ready to Energize

“Bring the one-line and the milestone: we’ll bring the delivery plan.”

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