



Tetra Partners, founded by Bill Lauer in 1978, is a local, family-owned business providing all your brokerage, real estate, development and data center needs. Tetra is a full-service firm committed to brokering, developing, managing and marketing first-class real estate properties in the Washington Metropolitan Area. Whether you are looking for an experienced and trusted development partner or simply in search of office, retail or data centers, we invite you to meet us to discuss your real estate needs. We have over a million square feet of office, warehouse, retail and residential properties under control, management and development; and have brokered over two billion dollars in transactions on behalf of our clients.

Tetra has bonded your real estate and communications needs through their partnership with John Chanel and Karen Wirz. John and Karen began working together at UUNET Technologies in 1996 and have partnered on projects ever since. John's Real Estate and Security experience paired with Karen's focus on Value Engineering and Process Reengineering are enhanced through their combined knowledge of Information Technology, Data Centers, Operations, Procurement, and Facility and Vendor Management. John bought his first piece of commercial real estate in 1978 in Falls Church, VA and has kept his love for land while mastering the process of buying, subdividing, rezoning, permitting and developing on three of his own sites. With their background in IT, Security, Operations and Land Development, John and Karen are pleased to join Tetra and assist with their data center division.

Tetra joins hands with the speed of light – putting solutions for your data center needs at your fingertips. We provide entrepreneurs with the ability to broker, buy, develop, build and maintain their data centers in the fiber-rich community of Loudon County. Tetra is strategically located just west of our Nation's Capital in what is commonly referred to as the Silicon Valley of the East.

As development has increased in the Northern Virginia area, so has the need for data centers and IT solutions for new businesses. Our award-winning team of professionals have decades of knowledge and experience in the Washington Metropolitan Area, with a proven track record that speaks for itself. We have earned many prestigious industry awards for quality, design and creative-planning sensitive to the environment, including:

- Best of Reston “Outstanding Community Service” Award
- National Commercial Builders Council Award
- Metropolitan Washington & Virginia Chapters of Associated Builders & Contractors Certificate of Merit for Excellence in Construction
- Dulles Regional Chamber of Commerce “Small Business of the Year Award”

- Best of National Association of Industrial and Office Parks (NAIOP) Awards for: Northern Virginia Chapter, Comsearch II; and Best Mixed Use Project, Best Design – Pond Office Building, Hunter Lab II
- Best Office Building (Under 100,000 sf) Award of Distinction, Comsearch II
- Best Hi-Tech Office Building (Under 100,000 sf) Award of Merit, Hunter Lab II
- NOVA Chapter Member of the Year

## **Data Center Development and Consulting**

Tetra combines real estate with technology. There are thousands of commercial real estate companies to choose from, but only one has the technical background and development competency to help your business buy, lease or sell your data center space. Whether it is one small building or a corporate campus, Tetra has the experience and knowledge to assist in your data center needs:

- Turnkey office and data center solutions
- Research and Development
- Consulting
- Data center design
- Rooftop wireless development and management
- Sales
- Leasing
- Build to Suit
- Land Acquisitioning
- Construction Management
- Property Management
- Marketing

## **Capabilities**

- Evaluate your space, power capacity, security and connectivity needs to design a “right-sized” data center using industry best practices
- Recommend architectural, electrical, environmental, security and network connectivity solutions
- Cabling, Mechanical and Electrical Contracting
- Building Security and Integration
- Data Center Management
- Installing Mission Critical Facilities
- Networking
- Wireless and Free Space Optics
- Cabinets and Racks
- Servers and PC Storage
- Voice Communications
- Sustainability

The nation's fastest growing county, Loudoun County VA, welcomes entrepreneurs into its fiber-rich area. One of our great assets is MAE (Metropolitan Area Ethernet) East, which gives local companies access to hundreds of internet backbones and makes Loudoun a prime location for technology companies. Loudoun County is a dynamic county with an outstanding quality of life, located just 25 miles from Washington, D.C. The home of Dulles International Airport, Loudoun has established a reputation as an international center for technology, communications and transportation. Come join the excitement while we still have availability!

## **Enterprising**

As a privately held organization, Tetra shares the entrepreneurial spirit of its clients and has the resources and flexibility to structure transactions to fit our clients' unique requirements to reach short and long-term investment goals. We are able to identify and respond quickly to unique and highly profitable projects for our clients, partners and investors. One of our greatest strengths lies in anticipating the changing needs of a changing marketplace.

## **Community Involvement**

Tetra, and Bill in particular, has committed significant time and resources to ensure the well-being of children for more than 20 years. Bill serves on the Board of Directors of Devotion to Children, an organization that is dedicated to fulfilling the needs of children, ages six and younger. Tetra has also provided financial support and has been involved in fundraising efforts for the Ronald McDonald House at INOVA Fairfax Hospital, Joe Gibb's Youth for Tomorrow, Government's Board to Prevent and End Homelessness in Fairfax County, and Habitat for Humanity, among others. In addition, Tetra renovated the Alternative House, a crisis intervention center for at-risk youth, teens and their families, and has employees who are long-term volunteers for the Alternative House and its subsidiaries.

## **Contact**

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