



# Pillsbury's Integrated Data Centers Capabilities



# Data Centers Capabilities

## Pillsbury Counsels the *Entire Data Centers Ecosystem*.

The digital economy is global, but traditional legal advice is fragmented across firms and practice areas.

*Pillsbury is one of the only law firms that offers comprehensive, full-lifecycle counsel.*

Our integrated Data Centers team brings powerhouse legal and consulting capabilities across energy, sourcing, real estate, financing, security, and compliance. We lead the market with:

- Expertise in **innovative energy sourcing**, including **nuclear, renewables, storage, and CCS**.
- Seamless support across **AI-driven deployment, technology transactions, and global sourcing**.
- Trusted partnerships with major **developers, equity funds, and data center operators**.

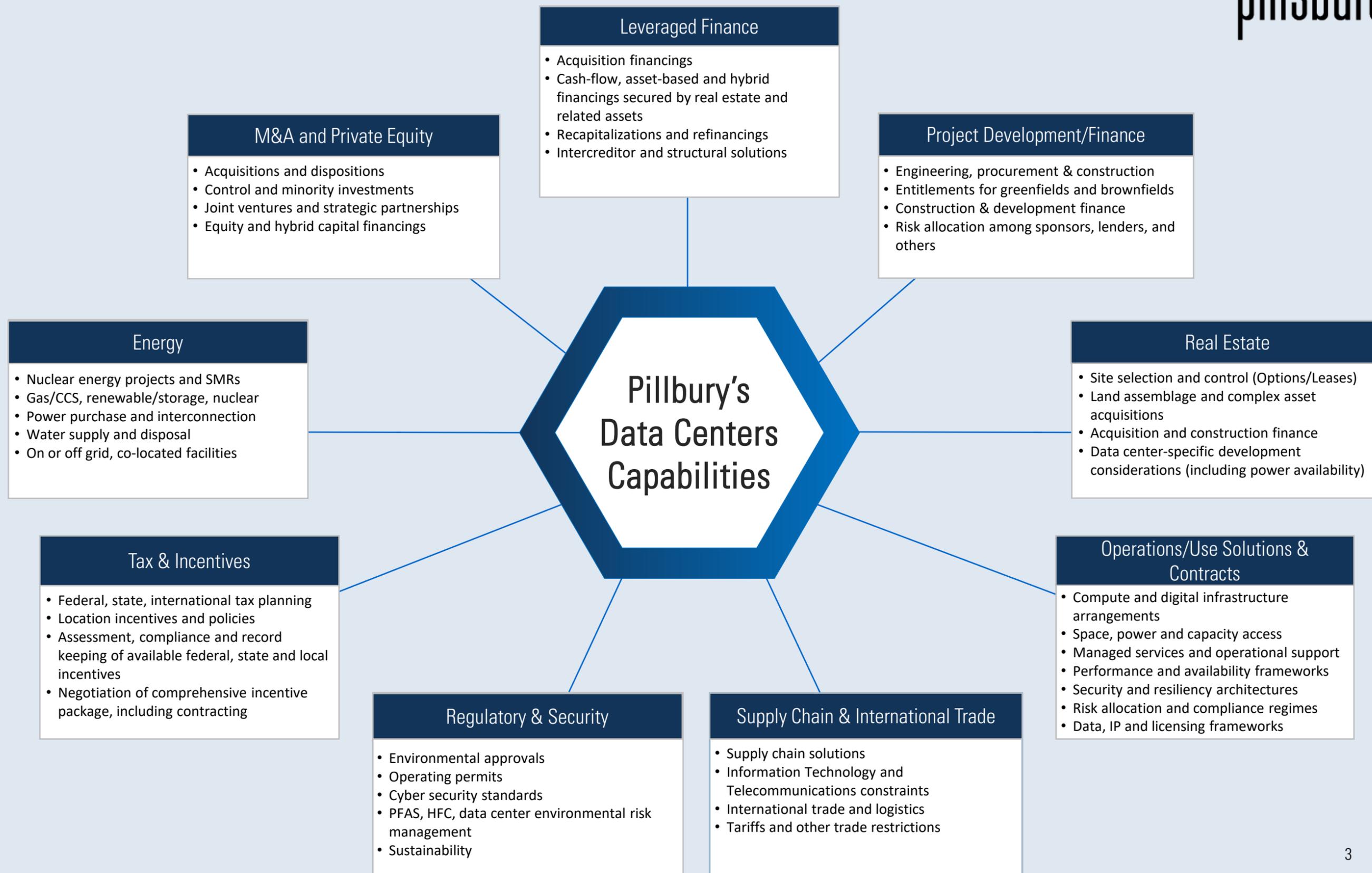
From acquisition/development to operation, **Pillsbury** delivers the strategies that build the world's digital backbone – and prepare it for what's next.

Most Innovative Energy Law Firm Globally – Two Years in a Row  
[\[link to Pillsbury press coverage\]](#)



Highly ranked for Energy Transition, Construction,  
Outsourcing, Technology and Electricity Finance





# Data Centers Experience: ENERGY

## Energy for Power & Cooling: Bridge, Conventional & Zero-Emission PPAs & VPPAs, On and Off the Grid

- Advised NextEra in the negotiation of a 25-year power purchase agreement with Google for the output from the 615-MW Duane Arnold Nuclear Energy Center to power Google's growing cloud and AI infrastructure in Iowa.
- Assisting on long-term strategic planning for advanced large-scale sources of zero-emission power for data centers. Next-generation sources include advanced nuclear fission (small modular reactors (SMR) and Generation IV larger reactors), advanced geothermal, nuclear fusion, and advanced sodium-based storage solutions.
- Advising on a broad range of physical power purchase agreements (PPAs) and virtual power purchase agreements (VPPAs) for supply of electricity for data centers.
- Representing a utility in connection with contemplated power purchase agreement for data center needs in connection with development, construction, financing, and operation of SMRs.
- Review of numerous data center power purchase agreements (virtual and involving energy delivery) in connection with acquisitions and contemplated acquisitions of renewable energy generation asset portfolios.
- Representing a large renewable energy producer in connection with contemplated development, construction, and operation of small modular nuclear reactor (SMR) designed to meet data center energy needs.
- Representing a joint venture in proposing zero emission power sources for hyperscale facilities, including colocation of data centers and modular reactor projects.
- Representing a joint venture in developing a data center and crypto mining campus co-located behind the meter with a power generation facility converting from conventional fuel sources to hydrogen.
- Working with an international environmental organization on its Nuclear Scaling Initiative, which seeks to aggregate demand for SMRs among energy intensive end-users, including data centers.
- Working with a separate international environmental organization on a contracting methodology to spread the risks for first-of-a-kind (FOAK) nuclear reactor design, construction and operation amongst a group of users, including data centers.
- Advising a startup company seeking to develop and deploy nuclear assets for generating the power needs of data centers and other industrial users.
- Advising several SMR and advanced reactor nuclear vendors on regulatory and generation issues associated with power development for data centers.
- Advising a national energy association on regulatory and policy matters supporting the deployment of SMRs and advanced reactors for a variety of commercial and industrial applications.

# Case Study – Energy Northwest Power Purchase Agreements with a Leading Hyperscaler



## Opportunity

**In a landmark project attracting global attention as a model for the future, a leading hyperscaler chose advanced nuclear technology to supply power to its data center population in rural Washington state, involving several power providers.**

Our client, Energy Northwest, was selected as a provider of that power. The client turned to **Pillsbury** to navigate the complex multi-party relationships supporting the underwriting of advanced nuclear technology, power purchase agreements and related infrastructure agreements.

Small modular nuclear reactors (SMRs) and fuel are at the heart of these transactions. Energy Northwest in Washington state and utilities in Virginia are engaged on these projects. Four reactors will initially generate 320 megawatts of capacity for Energy Northwest, but the project could increase to 960 megawatts, enough to power approximately 770,000 homes.

The small footprint and modular construction of SMRs allow them to be constructed more quickly and in more places than traditional nuclear reactors.

The announcements come as tech companies scour the nation for electricity to power their increasingly power-hungry data centers. The U.S. government and private firms have been trying to advance SMR technology for years.

Tech industry power needs, however, are giving SMRs new momentum. AI developers see the plants as a potential major source of power that can scale quickly and provide energy around-the-clock. Data centers—and tech companies' willingness to pay above-market prices for reliable and carbon-free energy—could be what SMRs need to establish themselves as viable power generation resources.



# Data Centers Experience: DEVELOPMENT & INVESTMENT

## Development & Portfolios: Acquisitions, Leases & Project Development

- Represented Idemitsu in its minority investment the U.S.-based developer of datacenters across the USA, with its anticipated first project in the Dallas-Fort Worth area.
- Represented a major energy company on the transition of its data center requirements from a proprietary physical facility in Texas to a cloud-based system of a major technology company. We advised on the sale, lease, transfer or termination of the data center real and personal property assets, leases, contracts, and associated technology and the negotiation of the long-term data services contracts and licenses.
- Counseled the owners of a data center business in connection with an investment by a leading merchant bank and buy-out of existing investors.
- Represented a Japanese technology company in the sale and long-term leaseback of its one million-square-foot Texas data center campus, allowing the client the opportunity to monetize their asset and secure below market lease rates for operational efficiencies.
- Represented the owner in the sale and leaseback of a 200,000 square foot data center in Quincy, WA.
- Representing a large renewable energy producer in connection with contemplated sale of interest in data center, together with related loan and power purchase agreement restructurings.
- Represented a real estate investment firm on its \$212 million divestiture of a Paris data center.
- Represented Digital Realty on its \$874 million acquisition of “Project Cheetah” assets from Equinix, a divestiture directed by the European Commission following the acquisition of Telecity Plc.
- Represented the acquirer of a nationwide provider of data center and cloud infrastructure in the UK

# Case Study – Deploying Data Centers at Scale Across the Country

## Opportunity

**Our client, a global data centers operator and services provider, has been actively expanding its U.S. operations aligning with key trends in the data center market, particularly the growing demand for AI infrastructure, sustainability, and strategic geographic diversification.**

**It operates nearly one million square feet of data center space across seven U.S. campuses, including locations in Virginia, California, Texas, Illinois, Oregon, and Arizona.**

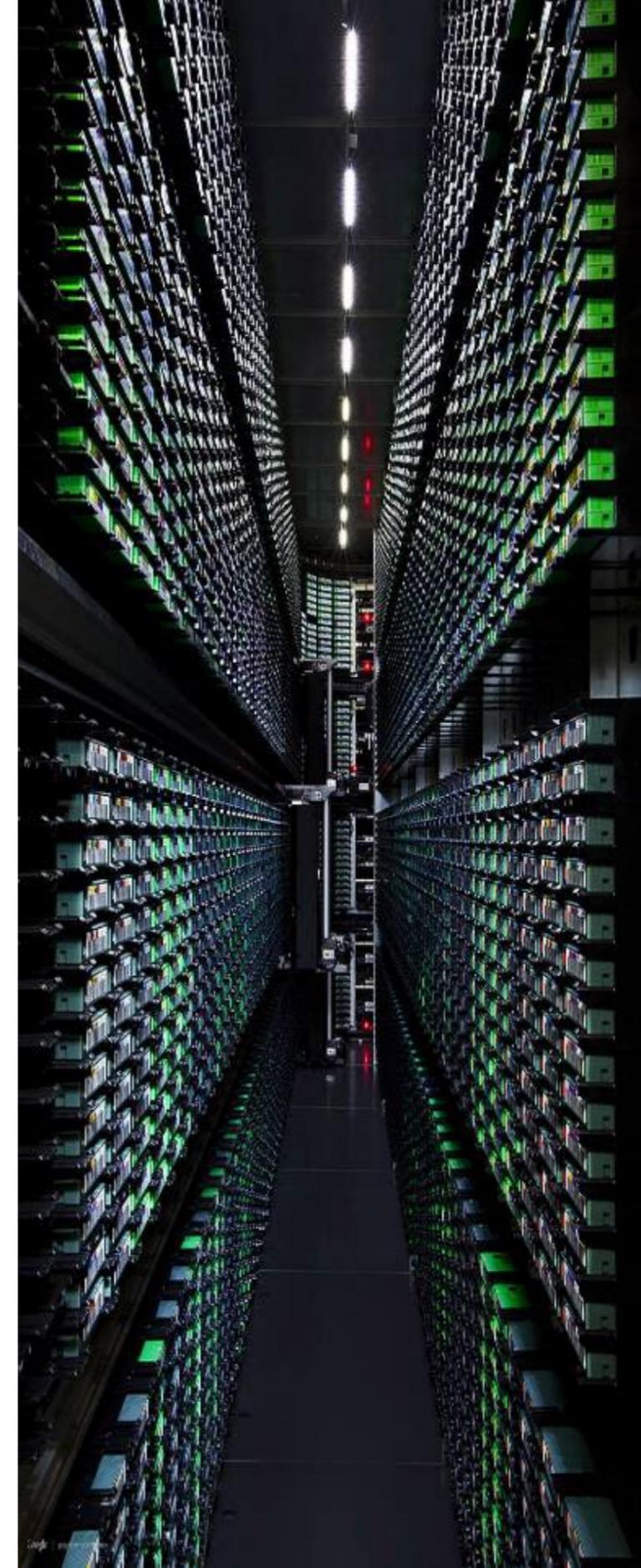
**The surge in AI workloads is transforming the data center industry, driving unprecedented demand for power-intensive infrastructure. This client's expansion and investments position it to meet this growing need.**

This client turned to **Pillsbury** to standardize and streamline its acquisition and development processes to ensure that it can quickly and efficiently capitalize on opportunities regardless of which state or jurisdiction the property is located. This client's presence in diverse U.S. markets reflects a strategic approach to site selection, considering factors like power availability, connectivity and regional demand, which are critical in the current data center landscape.

Our work includes a standardized bespoke set of documents tailor-made to address data center development and site selection issues (instead of relying on generic forms or the counterparty's preferred forms). Not having to start over from scratch each transaction helps this client execute much more efficiently. Finally, as developers have caught on and are now creating "data center ready" sites that include access to utilities, completed power studies, and in some cases are even pre-entitled, these sites are flying off the shelves—so being able to act quickly is critical.

Developers aiming to attract major data center companies are increasingly tailoring their site development strategies to meet the unique and evolving needs of hyperscale operators. Developers prioritize sites with access to robust and scalable utility power, especially in areas with redundant grid infrastructure. With operators committed to sustainability, proximity to wind, solar or hydroelectric power sources with storage is also a major factor in the site selection process. Developers work closely with utilities to ensure quick deployment of substations and reduced time to energization, while also working with state and local governments to pre-entitle land to remove permitting friction.

As demand for "data center ready" sites in key markets across the country continues to rise, institutional players who have a tested strategies and a legal framework tailored to address specific data center needs and risks are well positioned to capitalize on those opportunities.



# Data Centers Experience: GOVERNMENT INCENTIVES

## Integrated Legal Counsel for Incentives, Compliance and Tax Structuring

Pillsbury provides comprehensive counsel on the identification, negotiation, and administration of government incentive programs for data center development. Our team supports clients at every stage of the incentives lifecycle, from evaluating legal risks to ensuring long-term compliance with local and federal obligations.

We advise on structuring and negotiating tax abatements, performance-based grants, infrastructure support, and workforce incentives across jurisdictions. Our work includes crafting incentive agreements and memorandums of understanding (MOUs), identifying restrictions and compliance triggers, and aligning incentive requirements with business operations and investment timelines.

We also assist clients with internal controls to meet ongoing reporting and performance milestones, often coordinating efforts with local economic development authorities, site selection consultants, and project stakeholders. This approach ensures incentive benefits remain accessible and enforceable as projects evolve.

### Select Experience:

- Negotiated incentives for a global manufacturer developing a new facility in Texas, including tax abatements, workforce support, and performance grants.
- Served as site selection and incentives counsel on a \$5.8 billion U.S. investment involving state tax analysis and negotiation with local authorities.
- Advised companies receiving federal infrastructure and climate-related funds (e.g., IIJA and IRA), including guidance on fund utilization and reporting protocols.
- Supported multinational entities navigating location-based tax planning and incentives compliance during U.S. market entry.



# Data Centers Experience: OPERATIONS/USE – SOLUTIONS AND CONTRACTS

## The Core Relationships Between Data Center Owners, Operators and Users

- Structured and negotiated deals with nearly every major hyperscaler and data center operator and advise numerous companies in connection with data centers operations/use.
- Recently helped a G-SIFI restructure a \$1B+ global data center strategy, consolidating 79 legacy facilities into 13 high-performance nodes.
- Activity includes consolidation initiatives, data center migrations, co-location deals, and information technology outsourcing deals (ITOs) that include data center support on a remote and hosted basis.
- Regularly negotiate data center leases and agreements for equipment, space and services with nearly all of the leading data center providers, which has given us deep familiarity with market terms, structures, and other essential aspects of these deals.
- Negotiated a large outsourcing that includes data center hosting, end user support, help desk, application management, and claims processing.
- Advised a public entity on sourcing of data center services (including co-location and hosting), shifting from older mainframe-centric data centers to more modern high-density server-centric data centers.
- Represented a retail company in a full scope IT outsourcing, including data center, network (voice and data), end user computing, store support, web hosting, and applications development and maintenance services.
- Representing a life insurance company in the negotiation of multiple colocation agreements in various data centers.
- Represented multiple US corporations establishing and operating IT capability centers in India.



# Case Study – Financial Technology Data Center Solutions for a G-SIFI Client

## Opportunity

A Global Systemically Important Financial Institution (G-SIFI) recently embarked on a multibillion-dollar technology modernization program to drive innovation, reduce technical debt and improve operational resilience across its global infrastructure.

A key pillar of this effort involved consolidating the company's 79 data centers down to *thirteen critical locations* (Japan, Singapore, Hong Kong, China, Germany, Ireland, Canada, and the United States) and migrating core workloads to public cloud platforms, including *both* AWS and Microsoft Azure, with cloud spend commitments approaching \$1 billion.

To help execute this ambitious transformation, this G-SIFI sought the advice of **Pillsbury** to lead the legal and commercial negotiations across numerous high-impact transactions.

Our work includes:

- A 7-year, \$500 million AWS agreement
- 5-year, \$250 million Microsoft Azure commitment
- \$250 million managed services contract covering co-location data centers and “smart-hands” services globally
- Negotiating complex co-location data center lease and buildout terms for all data centers in the reimagined portfolio
- Advising on multiple sales, leases, and leasebacks of data center properties
- Providing ongoing hypercare services to both client and its vendors, including restructuring key migration agreements to drive efficiency and accountability with vendors



# Data Centers Experience: COUNSELING

## Mission-Critical Advice on Operations, Physical and Cyber Security, & Compliance

- **Developing due diligence program and action plan for all permits and approvals required for buildout of data centers in both established and key emerging jurisdictions.**
  - Assisting several nuclear utilities on physical security and cybersecurity issues associated with current and advanced reactors.
  - Advising on artificial intelligence applications for data centers, including operation, data center infrastructure management (DCIM), power, cooling, and cybersecurity threat detection and response.
  - Assisted a data center developer in obtaining patents for technologies related to the efficient cooling of data centers.
  - Advising on complete range of information technology and telecommunications technology solutions, including patent prosecution, licensing, enforcement
- Advising on regulatory compliance advice germane to data centers, including:
    - environmental compliance standards
    - sustainability standards for electrical usage and end-of-life management of e-waste
    - Advice on HFC and other regulated chemicals in HVAC systems
    - general OSHA provisions pertaining to high voltage electrical usage
    - fire protection and PFAS regulation for fire suppression equipment
    - facility and contractor safety policies
    - data protection and cybersecurity policies and processes
    - trade issues associated with the import and export of “dual-use” IT hardware, software and technology
    - tenant insurance coverage
    - waste management

# Case Study – IP Protection for Critical Data Center Infrastructure

## Opportunity

A client engaged in providing data center solutions wanted to protect its innovative solutions, which included:

- Semi-freight container sized air-handling unit capable of handling many different environmental conditions throughout each 24-hour period in the desert ('782 patent- pictured)
- Integrated wiring system and thermal shield system within aisles of the cabinets, capable of handling wiring for telecommunications, power, and internal data communication ('780 patent - pictured)
- Overhead-air air handling with multi-level roof ('538 patent)
- Control system for air handling in a data center ('495 patent)
- Various efficient facility configurations ('331 and '643 patents)
- And numerous others

Pillsbury worked directly with the client and its founder, Rob Roy, in putting together a broad patent portfolio that has been licensed, asserted, and recognized for its value, representing a key asset of the company.

(12) **United States Patent**  
Roy et al. (10) Patent No.: **US 9,081,538 B1**  
(45) Date of Patent: **Jul. 14, 2015**

(54) **DATA CENTER WITH MULTI-LEVEL ROOF STRUCTURE**  
4,472,920 A \* 9/1984 Simpson ..... 52/741.4  
4,528,789 A \* 7/1985 Simpson ..... 52/404.3  
4,602,468 A \* 7/1986 Simpson ..... 52/410

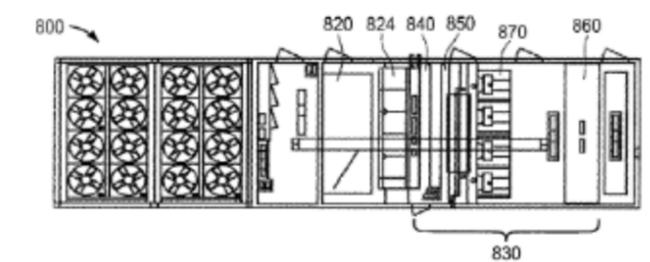
(12) **United States Patent**  
Roy (10) Patent No.: **US 8,180,495 B1**  
(45) Date of Patent: **May 15, 2012**

(54) **AIR HANDLING CONTROL SYSTEM FOR A DATA CENTER** (56) **References Cited**

(12) **United States Patent**  
Roy (10) Patent No.: **US 8,469,782 B1**  
(45) Date of Patent: **Jun. 25, 2013**

(54) **DATA CENTER AIR HANDLING UNIT**  
(75) Inventor: **Rob Roy**, Las Vegas, NV (US)  
(73) Assignee: **Switch Communications Group, LLC**, Las Vegas, NV (US)  
(\* ) Notice: Subject to any disclaimer, the term of this patent is extended or adjusted under 35 U.S.C. 154(b) by 998 days.  
(21) Appl. No.: **12/384,102**  
(22) Filed: **Mar. 30, 2009**  
**Related U.S. Application Data**  
(63) Continuation-in-part of application No. 12/138,771, filed on Jun. 13, 2008.  
(60) Provisional application No. 60/944,082, filed on Jun. 14, 2007, provisional application No. 61/040,636, filed on Mar. 28, 2008.  
(51) Int. Cl. **F25B 23/00** (2006.01)  
(52) U.S. Cl. **USPC** ..... **454/187; 454/184; 62/119**  
(58) **Field of Classification Search**  
USPC ..... **454/184, 237, 238, 248; 62/119, 62/310, 314**  
See application file for complete search history.

(56) **References Cited**  
U.S. PATENT DOCUMENTS  
4,102,463 A 7/1978 Schmidt  
5,969,292 A 10/1999 Szider et al.  
6,034,873 A 3/2000 Stahl et al.  
6,407,533 B1 \* 6/2002 Bartek et al. .... 320/150  
6,427,454 B1 \* 8/2002 West ..... 62/93  
(57) **ABSTRACT**  
Described herein is an air handling unit for use in an integrated data center that provides for efficient cooling.  
**13 Claims, 19 Drawing Sheets**



(12) **United States Patent**  
Roy (10) Patent No.: **US 9,198,331 B2**  
(45) Date of Patent: **Nov. 24, 2015**

(54) **DATA CENTER FACILITY DESIGN CONFIGURATION**  
8,072,780 B1 \* 12/2011 Roy ..... 361/825  
8,180,495 B1 \* 5/2012 Roy ..... 700/278  
8,276,397 B1 \* 10/2012 Carlson et al. .... 62/259.2

(12) **United States Patent**  
Roy (10) Patent No.: **US 8,523,643 B1**  
(45) Date of Patent: **Sep. 3, 2013**

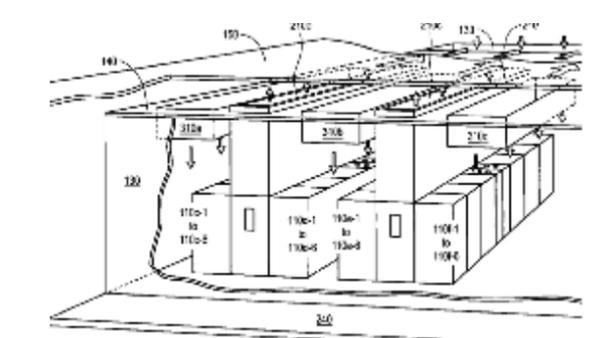
(54) **ELECTRONIC EQUIPMENT DATA CENTER OR CO-LOCATION FACILITY DESIGNS AND METHODS OF MAKING AND USING THE SAME**  
6,034,873 A 3/2000 Stahl et al.  
6,407,533 B1 6/2002 Bartek et al.  
6,427,454 B1 8/2002 West  
6,822,859 B2 11/2004 Coglitore et al.  
6,862,179 B2 3/2005 Beitelmal et al.

(12) **United States Patent**  
Roy (10) Patent No.: **US 8,072,780 B1**  
(45) Date of Patent: **Dec. 6, 2011**

(54) **INTEGRATED WIRING SYSTEM AND THERMAL SHIELD SUPPORT APPARATUS FOR A DATA CENTER** (56) **References Cited**  
U.S. PATENT DOCUMENTS

(75) Inventor: **Rob Roy**, Las Vegas, NV (US)  
(73) Assignee: **Switch Communications Group LLC**, Las Vegas, NV (US)  
(\* ) Notice: Subject to any disclaimer, the term of this patent is extended or adjusted under 35 U.S.C. 154(b) by 181 days.  
(21) Appl. No.: **12/384,105**  
(22) Filed: **Mar. 30, 2009**  
**Related U.S. Application Data**  
(63) Continuation-in-part of application No. 12/138,771, filed on Jun. 13, 2008.  
(60) Provisional application No. 61/040,636, filed on Mar. 28, 2008, provisional application No. 60/944,082, filed on Jun. 14, 2007.

\* cited by examiner  
**Primary Examiner** — Jeremy Norris  
**Assistant Examiner** — Tremeshan S Willis  
(74) **Attorney, Agent, or Firm** — **Pillsbury Winthrop Shaw Pittman LLP**  
(57) **ABSTRACT**  
Described herein is an integrated data center that provides for efficient cooling, as well as efficient wire routing, and in particular a support for a thermal shield, distribution wiring, as well as cabinet cluster wiring.  
**8 Claims, 19 Drawing Sheets**



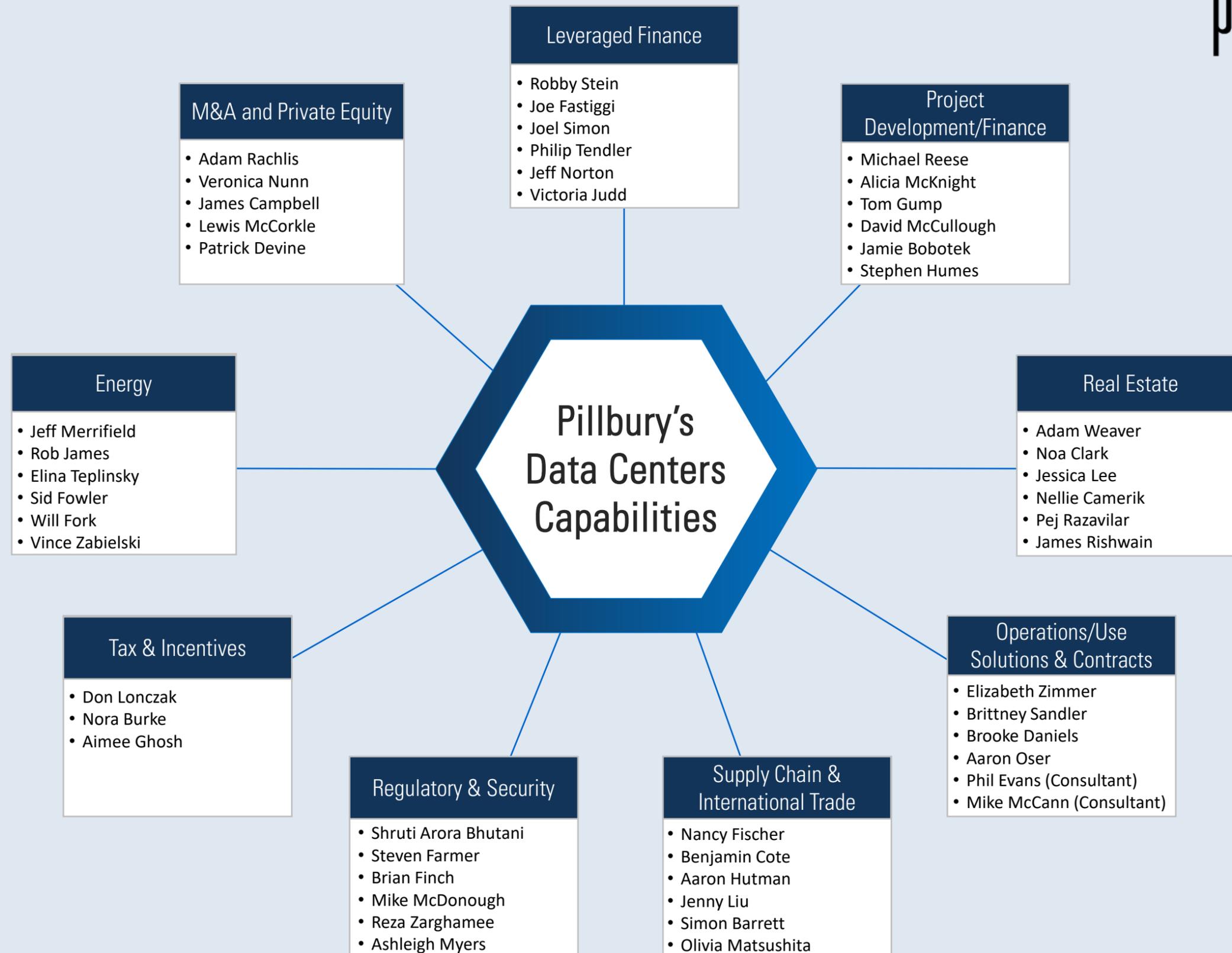
# Thought Leadership

- [Pillsbury's Guide to Data Centers](#) – Pillsbury Client Alert
- [Power Purchase and Interconnection Agreements for Data Centers](#) – Pillsbury Client Alert
- [Data Centers: A Field Guide](#) – Gravel2Gavel Construction & Real Estate Law Blog
- [Powering Data Centers with Nuclear Generation](#) – Gravel2Gavel Construction & Real Estate Law Blog
- [U.S. Department of Energy Pursues Data Centers on Federal Lands](#) – Gravel2Gavel Construction & Real Estate Law Blog
- [Apple's \\$500B U.S. Manufacturing Push and New AI Server Facility in Houston: What It Means for Data Centers](#) – Gravel2Gavel Construction & Real Estate Law Blog
- [Trump 2.0: AI and Data Centers in a Time of Legal and Technological Disruption](#) – Pillsbury Client Alert
- [Something Biden and Trump Can Agree On?—Data Centers, AI and Energy Generation](#) – Gravel2Gavel Construction & Real Estate Law Blog
- [AI Needs Critical Materials, Fast! But From Where?](#) – Gravel2Gavel Construction & Real Estate Law Blog – January 6, 2025
- [AI + Energy](#) – University of Texas Podcast
- [From Anatomy to Action: Navigating Data Center Contracts](#) – Pillsbury Client Alert
- [Anatomy of a Data Center](#) – Gravel2Gavel Construction & Real Estate Law Blog
- [Big Data Meets Big Green: Data Centers and Carbon Removal Compete for Zero-Emission Energy](#) – Gravel2Gavel Construction & Real Estate Law Blog
- [Congress Calls for Smart Energy Solutions to Fuel AI Growth](#) – Pillsbury Client Alert
- [Artificial Intelligence in Renewable Energy](#) – Pillsbury Client Alert
- [Data Center Investment Opportunities](#) – Gravel2Gavel Construction & Real Estate Law

The collage features several pieces of content:

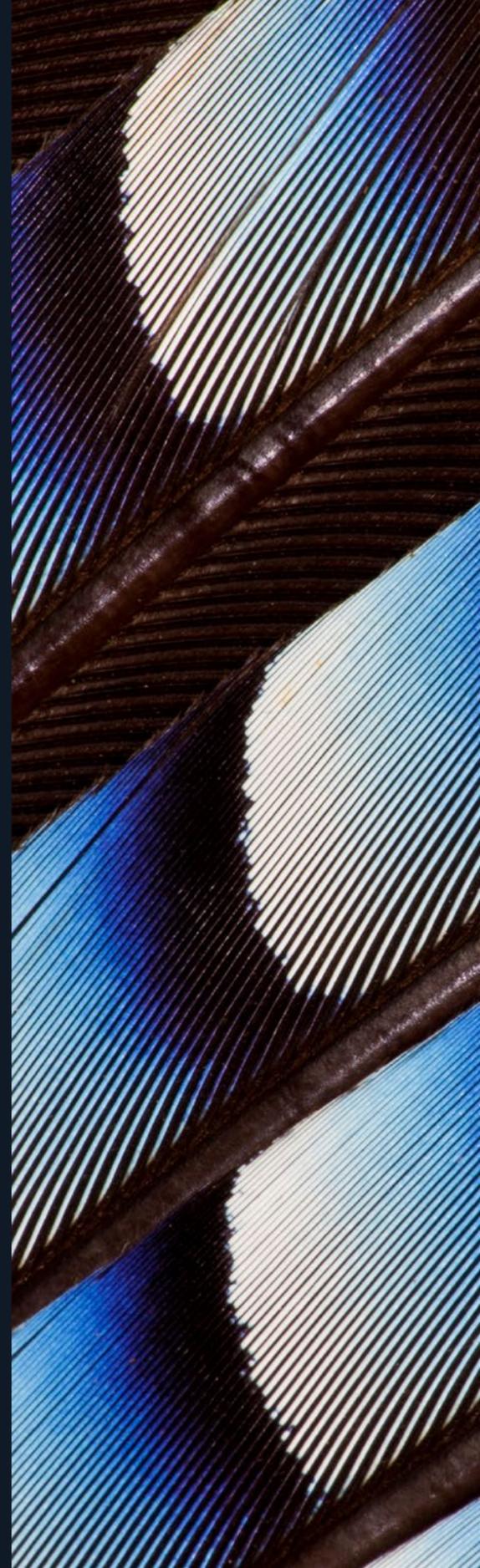
- Article:** "Artificial Intelligence in Renewable Energy" by Robert A. James, Aimee P. Gboab, Cara M. MacDonald and Jerry McNerney. It discusses the opportunities, risks, and regulations in the specific applications of artificial intelligence to renewable energy and to the electric power ecosystem into which renewables fit.
- Blog Header:** "Data Centers: A Field Guide" by Robert A. James, Matt Olhausen and Samuel Bucher, posted February 26, 2025. It includes a search bar, social media links (Email, RSS, LinkedIn), and a "Subscribe" button.
- Article:** "Trump 2.0: AI and Data Centers in a Time of Legal and Technological Disruption" by Brittney D. Sandler, Samuel C. Markel, Alicia M. McKnight. It includes a "TALKAWAYS" logo and a quote: "President Trump has made clear..."
- Video:** A video of a man speaking at a podium, with a date "posium, 10.01.24" and a star icon.
- Guide:** "Guide to Data Centers" dated "JUNE 2025".

TEAM MEMBERS



# About Pillsbury

pillsbury



# Pillsbury At a Glance

Pillsbury is a forward-thinking law firm thriving in an environment of intense competition and change.

Entrenched in elite markets, we do cutting-edge work for market leaders, innovators and disruptors throughout the United States and globally. Whether advising entrepreneurs working out of a garage or the world's largest public and private companies, we deliver exemplary client service and results, with highly regarded lawyers and business professionals operating across a diversity of leading practices.

We are one of the world's foremost advisors to energy companies and their lenders and investors, as well as clients in the technology, financial, life sciences and digital health, and real estate and construction industries.

## A Values-Driven Law Firm

Opportunity, community, and belonging are bedrock values at Pillsbury. We reward high performance, collegiality, collaboration, and inclusivity, with a prized culture that sets us apart.

Pillsbury 360 is a firmwide commitment to leverage the unique qualities of individuals across our global law firm. We believe this is essential to helping clients and each other effectively pursue opportunities, address challenges and thrive in an ever-changing world. Our approach fosters innovation, encourages the development of creative solutions, and engenders strong external and internal relationships. To make this possible, we seek out and recruit the industry's top talent with varied backgrounds and experiences. We identify future leaders and invest in professional development to provide opportunities for all to reach their full potential.

## Global Reach

Pillsbury operates from key global positions and across an integrated platform. More than 30% of our work crosses borders, and Pillsbury lawyers are fluent in 35 different languages. These capabilities are complemented by a bespoke network of 100 law and advisory firms in more than 70 countries, providing clients with access to one of the largest and most sophisticated legal platforms in the industry.

## BY THE NUMBERS

1868

Year Founded

21

Global Offices in the U.S., Europe and Asia

700+

Total Attorneys

1300+

Employees Worldwide

# Our Global Platform

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