

VENDOR / EPC EXPANSION

Expansion engagement

Portfolio prioritization

Named-Campus Pursuit Watchlist

A fixed-fee pilot for teams that already have multiple named pursuits and need to know which ones deserve attention now.

For vendors, EPCs, equipment suppliers, and service providers working multiple named pursuits in one market.

QUICK BRIEF

SCOPE

5 named campuses or projects

One market, one decision context, one ranked watchlist.

TIMELINE

4 weeks

Ranked watchlist, weekly deltas, and final readout.

COMMERCIAL MODEL

\$12,000-\$18,000

Fixed-fee pilot with 50% upfront and 50% on final readout.

WHO THIS IS FOR

Built for teams already triaging multiple named pursuits

This engagement is for vendors, EPCs, equipment suppliers, and service providers selling into AI and data-center buildouts.

It is the right engagement when you already have multiple named pursuits and need to decide which ones are real enough to prioritize now.

DECISION SUPPORT

The decisions this helps with

- Prioritize which accounts to pursue and when
- Assess whether a customer's project is real and on schedule
- Adjust pricing and contract terms by delivery risk

OUTSIDE-IN ANALYSIS

What we analyze across the portfolio

We analyze prospective and existing customers in one market, with attention to named campuses or campus phases, expansion timelines, procurement or infrastructure constraints, power and site readiness, and the evidence that suggests whether the pursuit is moving, slipping, or still speculative.

This is the multi-target version of an account readiness snapshot.

DELIVERABLES

What we deliver

Executive readout

Summarizes which pursuits deserve attention now and why.

Named-target snapshots

Covers each campus in scope, with readiness and confidence language.

Decision brief

Converts the analysis into pursuit priority recommendations.

Weekly delta updates

Shows what changed during the pilot window.

WHEN THIS IS THE RIGHT NEXT STEP

Use this when a single-target brief has already proven useful or when five named pursuits already need triage

Use this when you already have five named pursuits in one market, or after a single-target brief proves useful.

1

Start with a Project Reality Check Brief on one named target.

2

Confirm that the analysis is useful for your decision process.

3

Expand into a five-target watchlist for one market.

If you already have five named pursuits you are actively triaging, this engagement can also be the first paid pilot.

SCOPE, TIMELINE, AND COMMERCIAL MODEL

One market, one watchlist, one pilot window

SCOPE

5 named campuses or projects in one market

TIMELINE

4 weeks

FORMAT

Ranked watchlist, weekly deltas, final readout

COMMERCIAL MODEL

Fixed-fee pilot

WORKING PRICE TARGET

\$12,000-\$18,000

PAYMENT STRUCTURE

50% upfront, 50% on final readout

WHY THIS MATTERS

False positives are expensive when multiple named pursuits compete for real bandwidth

For teams selling into AI and data-center buildouts, false positives are expensive. Chasing a project that is not actually ready can waste sales time, engineering bandwidth, partnership attention, and internal credibility.

This watchlist is designed to reduce that waste. It gives you a disciplined way to distinguish between named pursuits that are commercially real, pursuits that are progressing but delayed, and pursuits that are mostly narrative without enough evidence yet.

PROOF

How the existing snapshots act as proof

The existing Amazon, Applied Digital, xAI, Meta, and Microsoft snapshots are the proof base for the watchlist, not the watchlist itself.

They demonstrate that we can already create evidence-backed account readiness profiles, scored KPIs and confidence levels, schedule and delay-risk framing, and decision artifacts tied to real commercial choices.

For the paid watchlist, the actual five named campuses are selected with you based on one market and one decision context.

LINKED PROOF

Amazon - PECO TSA / Falls Township, PA - Phase 1

Named-campus proof page showing infrastructure timing, confidence, and delay-risk framing.



LINKED PROOF



Applied Digital - Ellendale, ND - Phase 1

Named-campus proof page showing the gap between headline readiness and deliverable capacity.

LINKED PROOF



Meta - Hyperion / Richland Parish, LA - Phase 1

Proof page showing how readiness, confidence, and delay exposure are translated into a decision view.

LINKED PROOF



Microsoft - Wisconsin (Mount Pleasant / Kenosha axis) - Phase 1

Proof page showing benchmarked position and evidence-backed readiness scoring.

LINKED PROOF



xAI - Colossus / Memphis-Southaven - Phase 1

Proof page showing how the methodology handles a high-visibility campus with material infrastructure questions.

START SMALLER IF NEEDED

Keep the entry engagement close at hand

LINKED PROOF



Project Reality Check Brief

Start with one named target first if you need to validate the decision fit before widening the scope.

NEXT STEP

If you already have five named pursuits in one market, we can rank them.

We will tell you which ones are real enough to prioritize, which ones are slipping, and what changed each week.

[Rank five named pursuits](#)

[Start with the single-target brief](#)