



## THE COLONEL'S CORNER

We started Salute with the mission of building a career bridge to the industry for Veterans currently considered unskilled. We have proven there is no such thing as an “unskilled” Veteran. My early years in the Army were spent in the Infantry so the term “Grunt” to me is a compliment and associated with a group of people that I have a strong emotional connection to. Grunts are usually considered “unskilled” but they possess every quality that we look for in entry level trainees for data center positions. A Grunt dealt with an asymmetrical battlefield that had them killing bad guys in one part of town, moving to another part of town to open a medical clinic they had built and finally, for dinner, sitting with local tribal leaders and elected officials to plan future projects ranging from elections to providing clean water.

The simple truth is, the skills they need to operate in that environment are far greater than any other candidates that apply for positions in our data centers. Salute customers understand and see great value in this blatant value and are bringing our Veterans into their data centers at an ever increasing pace. What our strategic customers understand is that beyond this often overlooked quality, Salute has built an organization that has the associated DNA of the military in the training and deployment programs we have established. When you add that to the Veterans we deploy to sites everywhere, you have an enormously valuable combination of strengths that allow clients to trust, no matter what the variables, Salute can plan and execute with military precision. For this reason, the fastest growing practice at

Salute now is Salute Technicians, who provide a variety of functions in data centers ranging from security, ticketing, and move-add-change support.



### **Charlotte Office**

The recent launch of our Charlotte office has received tremendous support from the local community and has allowed Salute to hire 5 new full-time technicians. We are excited to continue growing the Southeast market.

### **3 Division Approach**

Our clients who have engaged all three Salute divisions, benefited from a more effective means of training and onboarding personnel. This approach establishes a feeder system of candidates to fill future open positions and is funded from the existing budget normally used on various service contracts. The result is no additional costs, higher quality services and a steady stream of experienced and motivated candidates to choose from. This provides our clients with a competitive advantage in an industry that struggles to find qualified candidates.

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