



Professional Services for Mission Critical IT Projects

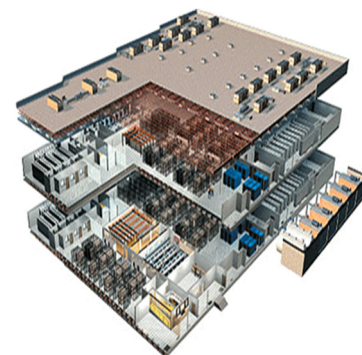


Eliminating The Gap – Strategic Initiatives Management & Operational Project Management

Prepared by:
KLM Services, LLC

Enterprise Class Data Center Subject Matter Expertise

- **Compute**
- **Network**
- **Storage**
- **Power**
- **Cooling**



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The KLM Services Story

Since January 2004, KLM Services has been providing professional project development and project management services within the Data Center marketplace. Our initial focus was to deliver turnkey Information Technology project outcomes focused on the Micro Data Center (Compute, Network, Storage, Power, & Cooling). Through our success, KLM Services quickly realized there remained a gap between corporate strategies and these IT project outcomes. We started to question how often these IT project outcomes properly aligned with corporate strategies. The more we investigated, the more we learned. In October 2005, Harvard Business School professors, Robert S. Kaplan and Andrew Pateman, recognized a “disconnect” between strategy formulation and its execution. Their 15-year study identified the root cause to be, “that many enterprises have strategic plans, but few have a strategy execution process”.

From our experiences and this industry related supporting research, The Office of Strategic Management & Execution (OSM&E) was born. Originating from an expressed business need to improve IT project outcomes by more closely aligning project solutions with strategic initiatives, OSM&E concentrates on infusing our client’s strategic initiatives into every IT project outcome we provide. With this approach, and experiences from lessons learned in the Data Center since 1987, KLM Services is able to deliver the most successful critical Information Technology project outcomes. We are Executive Strategy & Execution Consultants (SECs) that Eliminate “The Gap” between Strategic Initiatives Management (SIM) and Operational Project Management (OPM) Within Information Technology.

To our clients we deliver owner advocacy and incorporate enterprise strategic initiatives into every project meeting, improving business plans, delivering comprehensive work scopes, accurate budgets, precise project timelines, competitive pricing, transitional training, and the best Information Technology project development and project management services in the business. The sole purpose of KLM Services' Office of Strategic Management & Execution is to more closely align corporate strategic initiatives with improved project execution to significantly improve IT project outcomes. Our turnkey Buy Smart Program delivers SIM to OPM along with KLM Services' Project Development Manual (PDM), Project Procurement Manual (PPM), and Project Management Office (PMO).

The KLM Services Road Map & Leadership Experiences

1987-1989	Design Engineer Supporting Data Centers
1989-1996	Executive Management & Sales for Turnkey Construction Design Build Retrofits within the Data Centers of Northern California (Silicon Valley)
1996-2004	Executive Management & Sales for Turnkey Construction Design Build Retrofits within the Data Centers All Across the United States
2004-Pres	Executive Management & Sales for Project Development and Project Management Professional Services within the Data Centers of Kansas City MO, Midwest, and All Across the United States

Bio for KLM Services, LLC Owner, Mike Schaberg

As an IT Project Developer, IT Project Manager, and Subject Matter Expert in all aspects of mission critical data center operations, systems, and interconnected information technology, Mike Schaberg leads KLM. Direct (1099) experience includes consultative project development and project management roles, managing and directing data center operations in concert with large multi-million-dollar construction and IT refresh projects, and building mission critical IT infrastructures utilizing traditional, agile, and hybrid project management proficiency within large enterprise-wide global organizations.

My current Goals & Interests include continuing to improve upon KLM Services' strategic planning and turnkey project development and project management professional services inside OSM&E and the Micro-Data Center. Become the Principal Implementation Consultant Executive that eliminates "The Gap" between Strategic Initiatives Management (SIM) and Operational Project Management (OPM) Within Information Technology by taking on long term, high profile, mission critical projects for our clients. With KLM Services' 3-Step Mission Critical Construction Process (PDM, PPM, and PMO), clients receive turnkey IT Project Outcomes at a significantly reduced price! Strategic Initiatives Management (SIM), Project Development (PDM); Project Procurement (PPM); and Project Management (PMO) must all be inter-connected, inter-dependent, and properly executed in order to achieve high quality, high return, IT Project Outcomes within large enterprises.

Mike Schaberg PMP, PMI-ACP

Bachelor of Science Electrical Engineering, University of Missouri, 1987

39+ Years (May 1987) of Experience within the Enterprise Class-Data Center

22+ Years (January 2004) Doing Business As KLM Services, LLC

Project Management Experience with All Types: PMP (traditional), PMI-ACP (comprehensive Agile), Hybrids, Agile, LEAN, and Scrum

Excellent Communications Skills for Technical, Non-Technical, Sales, and Business Professionals

Typical experiences working with large enterprise C-Suite, Executive Managers, & PMO to promote Strategic Initiatives; Lead, Collaborate, and Influence Project Teams Towards Much Improved IT Project Outcomes; Manage IT PM's on Multi-Faceted, Inter-dependent Project Work Scopes

By continuing to take on high profile, mission critical projects, I want to continue to complement my experiences in the Enterprise Class-Data Center, Informatics Processes, Compute, Network, and Storage Management/Support Software, High Availability, Mission Critical Operations & Systems, Software Engineering Management, Software Development, Database Management, Strategic Initiatives Management, and IT Project Management.

With improvements each year in technologies, solutions, and processes, I'm very interested in identifying the best SLA's, improving client operations, the lowest achievable costs, and the highest achievable resource utilization in the Enterprise Class-Data Center. Focused on KPI's: Quality of Service, Cost Efficiency, Effective Utilization of Assets & Capacity.

By promoting the use of consistent project performance measurements and metrics, the Project Team improves. I like to evaluate project performance and achievement by consistently assessing all aspects of practicing project management – technical, schedule, and financial performance.

Former Enterprise Class Experiences:

Affiliated Computer Services, Inc.

- Multiple Data Center Sites

American Presidents Lines

- Multiple Data Center Sites

Department of Justice

- Data Center

General Services Administration

- Data Center

Internal Revenue Service

- Data Center

Evergy, Inc.

- Multiple Data Center Sites
 - Legacy Kansas City Power & Light
 - Legacy Westar
- Greenfield Upgrade/Integration of Energy Management Systems Post Merger
 - Primary and Backup Corporate/EMS Data Centers
 - Topeka Data Center
 - Kansas City Data Center
 - Emerson/OSi Monarch SCADA Platform
 - Legacy KCP&L – Monarch
 - Legacy Westar – Siemens
- Wolf Creek Nuclear Operating Corporation

MCI Telecommunications

- Multiple Telecommunications Sites

T-Mobile/Sprint

- Multiple Telecommunications Sites

Union Carbide Corporation

- Data Center

Westlake's Ace Hardware

- Data Center