



- ◆ CIVIL / STRUCTURAL ENGINEERING
- ◆ PROGRAM / CONSTRUCTION MANAGEMENT
- ◆ PROJECT CONTROLS
- ◆ TECHNOLOGY SERVICES

www.alphacorporation.com

FIRM OVERVIEW

Alpha Corporation is a woman-owned (SWaM) multidisciplinary construction consulting firm providing engineering, program and construction management, project controls, and technology services.

Established in 1979, the firm enjoys many long-standing client relationships.



Alpha Corporate Headquarters
Dulles, Virginia



JOB #1: NOVEMBER 1979 – ARLINGTON, VA
I-66 ENGINEERING & MANAGEMENT SANITARY / SEWER SUBCONTRACT
CLIENT / OWNER:
TRIBLE CONSTRUCTION / VIRGINIA DEPARTMENT OF TRANSPORTATION & ARLINGTON COUNTY



CELEBRATING
40 YEARS
ESTABLISHED IN 1979

ENR THE TOP 100 PROFESSIONAL SERVICE FIRMS

#43 TOP 50
PROGRAM MANAGEMENT FIRM

#76 TOP 100
CONSTRUCTION MANAGEMENT-FOR-FEE FIRM

ACEC WINNER OF MULTIPLE
ACEC ENGINEERING EXCELLENCE AWARDS

CMAA WINNER OF MULTIPLE
REGIONAL CMAA AWARDS &
A NATIONAL PROJECT ACHIEVEMENT AWARD

OUR SERVICES



PROGRAM / CONSTRUCTION MANAGEMENT

We offer a broad range of management services to support large programs or project specific assignments in the energy, transportation, civil infrastructure or building market sectors.



PROJECT CONTROLS

Our professionals combine technical expertise, on-the-job field experience and state-of-the-art technology to manage project time, cost, resources, documentation and risk.



ENGINEERING

Our specialties include civil, structural, transportation and construction engineering and they support all market sectors of our firm's business.



TECHNOLOGY CONSULTING

We offer a variety of consulting services to assist with product implementation, information management and analytics in support of business operations and project delivery initiatives.

NATIONAL CLIENT PORTFOLIO



Federal Transit Administration



FEMA



NIST
National Institute of Standards and Technology
U.S. Department of Commerce



WASHINGTON MONUMENT SECURITY SCREENING FACILITY



National Park Service
Washington, DC

MULTIPLE EMBASSY CONSTRUCTION PROJECTS



**Overseas Buildings Operations – US Department of State
Worldwide**

RENDERING COURTESY OF MORPHOSIS ARCHITECTS

BOEING CONSOLIDATION PROGRAM



The Boeing Company
Arlington, Virginia

SMITHSONIAN ENVIRONMENTAL RESEARCH CENTER LABORATORY EXPANSION



Charles McC. Mathias Laboratory

Smithsonian Institution
Bethesda, Maryland

HURRICANE SANDY REPAIRS AT JACOB RIIS PARK



National Park Service
Gateway National Recreation Area, New York

HURRICANES KATRINA AND RITA CLEANUP SUPPORT



U.S. Army Corps of Engineers, Memphis District
Louisiana



GATEWAY ARCH NATIONAL PARK EXPANSION



National Park Service
St. Louis, Missouri

RENOVATION OF UNIVERSITY RESIDENCE HALLS



Longwood University
Farmville, Virginia

RENDERING COURTESY OF LITTLE AND FRANCK & LOHSEN

RENOVATIONS AND REPAIRS TO UNIVERSITY FACILITIES



University of Maryland
College Park, Maryland



ZION CROSSROADS DIVERGING DIAMOND INTERCHANGE DESIGN-BUILD



Virginia Department of Transportation
Louisa County, Virginia

NORTHERN VIRGINIA HOT LANES P3 PROGRAM (I-495, I-395, I-95)



ALPHA
CORPORATION

Virginia Department of Transportation
Northern Virginia

APM MARINE CONTAINER TERMINAL CONSTRUCTION



APM Terminals North American, Inc.
Portsmouth, Virginia



NEW CONSTRUCTION AND RENOVATIONS AT VETERANS AFFAIRS MEDICAL CENTERS



Department of Veterans Affairs
Nationwide

NEW CONSTRUCTION AND RENOVATIONS AT JEFFERSON LABORATORY



Jefferson Science Associates, LLC / U.S. Department of Energy
Newport News, Virginia

CONSTRUCTION AND RENOVATIONS OF U.S. FEDERAL GOVERNMENT FACILITIES



General Services Administration (GSA)
Heartland Region 6 (Iowa, Kansas, Missouri, Nebraska)

Meet
Black & Veatch

Providing resilient solutions to our
nation's mission-critical facilities,
infrastructure, and programs
worldwide

Rick Kaiser

Vice President, Federal Growth Officer

8 October 2020



2020 J.W. Morris
Sustaining Member
Award Winner



At a Glance

106 Offices



AND



10,000+
Professionals

\$3.7B

Revenue in 2019

Founded
1915

Projects on

6
CONTINENTS



7th largest employee-owned
company in the U.S.

with

The size and experience to
achieve your goals

7,000 ACTIVE PROJECTS
WORLDWIDE

2020 ENR Rankings:
Ranked #11 in Top 500 Design Firms
Power: #2
Telecom: #3
Water: #4
Govt. Offices: #4

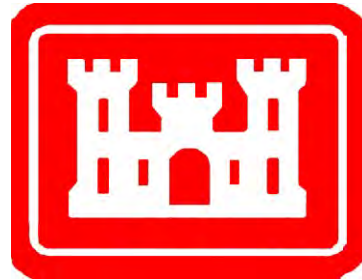
Federal Services

Leveraging more than 100 years of experience providing resilient solutions to our nation's mission-critical facilities, infrastructure, and programs worldwide to the Federal Government



Working Across Multiple Agencies *to* Achieve Your Mission

- DOD
- USACE
- NAVFAC
- USAF
- MDA
- DOE / NNSA
- DTRA
- USEPA
- USAID
- USTDA
- WHS
- DHS





BLACK & VEATCH

Rick Kaiser

Vice President, Federal Growth Officer
Black & Veatch, Federal Business
(913) 458-1544
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Eric Taylor, PE

Mechanical Engineer
Black & Veatch, Federal Business
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TaylorE@bv.com

Kim Engineering, Inc.

Geotechnical and Civil Engineering, Land Surveying,
Landscape Architecture, Construction Inspection and Material
Testing, Subsurface Utility Engineering

www.kimengineering.com

- ✓ Federal Disadvantaged Business Enterprise
- ✓ Federal Small Business
- ✓ MDOT MBE
- ✓ Virginia SWaM/DBE
- ✓ MWAA LDBE
- ✓ WSSC SLBE
- ✓ WMATA/DDOT DBE/SBE

Our Services

- Topographic & Boundary Surveys
- Construction Stakeout and Layout
- Geotechnical Investigations and Engineering
- Subsurface Utility Engineering (SUE)
- Site design
- Landscape Architecture
- Permitting
- Construction Inspection
- Material Testing





Kim's Experience

- MDOT
- VDOT
- DC Water
- WSSC
- M-NCPPC
- MCDOT
- MCDEP
- PGDPW
- MCPS
- AAPS
- Higher Education

What markets and agencies we want to grow in

- Army Corps of Engineers - Baltimore
- NAVFAC Mid-Atlantic
- NAVFAC Washington
- Other Federal Agencies



Potential Partnerships / Teaming Opportunities

Who we would like to team with:

- A/E/C Prime Consultants
- Design/Build Contractors
- General Contractors

What we advantages we bring:

- MBE/DBE/SWaM certified
- Potential Mentor-Protégé partnerships
- 8(a) eligible
- Licensed Professionals in DC, MD, VA



Contact

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703-712-8081

Kim Engineering, Inc.

22630 Davis Drive, Suite 125

Sterling, VA 20164

SAME Northern Virginia Post B2B Engagement

MERRICK & COMPANY

SOLVING. GROWING. LIVING.

October 8, 2020

Nick Desport, RA, LEED AP BD+C, F.SAME

Director of Business Development
Nick.Desport@Merrick.com



www.merrick.com



AGENDA

- 1 **Corporate Overview**
- 2 **Markets & Services**
- 3 **Opportunities**

PURPOSE
VISION
VALUES

Celebrating Employee Ownership

Our PURPOSE

Solving. Growing. Living.

Our VISION

Our family of employee owners collaboratively developing the right solutions to better our world.

Our VALUES

Respect

Integrity

Service

Excellence



Christopher Sherry
President & CEO

MERRICK BY THE NUMBERS



FOUNDED
in **1955**



EMPLOYEES
700+

22

OFFICES in

80%



of clients are
**REPEAT
CUSTOMERS**

4 PRIMARY
MARKETS

4

COUNTRIES



and **11**
STATES

7
CONTINENTS
worked on





ENERGY

OIL & GAS

INDUSTRIAL BIOTECHNOLOGY

POWER

PROCESS & INDUSTRIAL



NATIONAL SECURITY

DEPARTMENT OF DEFENSE

NUCLEAR

AEROSPACE



LIFE SCIENCES

GOVERNMENT

UNIVERSITY

PRIVATE INDUSTRY

BIOSAFETY & BIOSECURITY



INFRASTRUCTURE

WATER

TRANSPORTATION

LAND DEVELOPMENT

WHITewater

NATIONAL SECURITY WHAT WE DO



DoD

Air Force

Army Corps of Engineers (USACE)

Naval Facilities Engineering
Command (NAVFAC)

Defense Threat Reduction Agency
(DTRA)

Missile Defense Agency (MDA)

Mission Critical



ENERGY

Local Utility Providers

Oak Ridge National Laboratory

Alternative Energy



NASA

Johnson Space Center

Kennedy Space Center

Marshall Space Flight Center

NATIONAL SECURITY WHAT WE OFFER



SERVICES

Infrastructure Master Planning
Facilities Programming & Planning
Conceptual/Final Design
Construction Management
Design-Build
Commissioning
Operations & Maintenance
Survey



ENERGY

Architectural
Interiors
Landscape Architecture
Civil
Structural
Mechanical HVAC
Fire Protection
Plumbing
Electrical
Communications



NICHE OFFERINGS

1391 Development
BLK 360
CREO Modeling
HEMP Studies & Enclosure Design
Power Transmission & Distribution
Infrastructure
Secure Facility Design /
Security Clearance
Sustainability

Lackland AFB, Texas
Airmen Training Complex

“At Lackland, Merrick is the provider of choice.” - Project Manager, Lackland AFB

 US AIR FORCE DESIGN AWARD



JOINT BASE MCGUIRE-DIX-LAKEHURST, NJ

KC-46A HANGAR

USACE NEW YORK DISTRICT

\$52M CONSTRUCTION VALUE

90,000 SF

New Two Bay General Purpose MX Hangar

Additional KC-46A Projects

- USACE Mobile District: RFP Prototype
- USACE Kansas City District: Hangar Addition, Altus AFB, OK
- USACE Tulsa District: Tail Dock Hangar, Ops Group/Mx Group Facility and Squad Ops/AMU Facility, McConnell AFB, KS



ANTARCTICA

McMurdo Station, Palmer and South Pole Stations

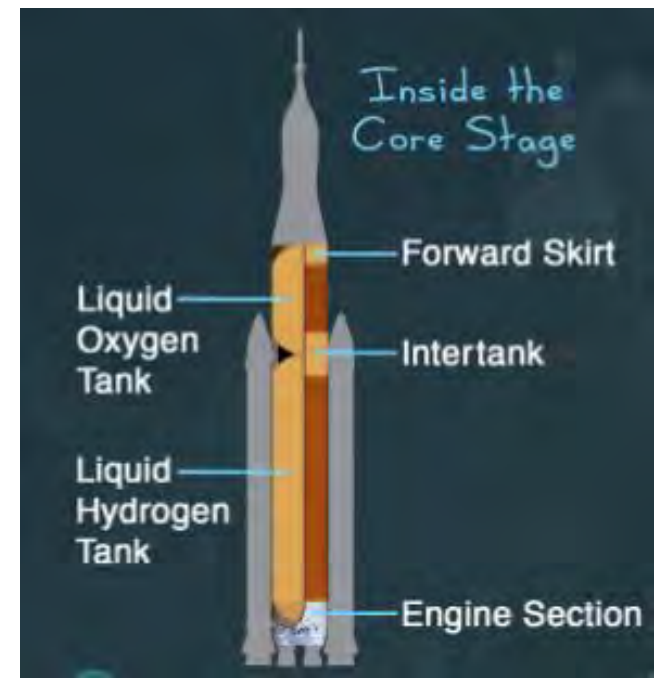
CORE Facility ~\$400M

Facility Upgrades and Science Support



Marshall Space Flight Center, Alabama Space Launch System (SLS) Liquid Hydrogen Tank & Liquid Oxygen Tank Test Stand

LH2 TEST STAND: 221' TALL x 115' WIDE
LOx TEST STAND: 97' TALL



Front Range NATIONAL DEFENSE, A-E SERVICES

Key Features

- A-E services for all Front Range military installations
- DoD and other agency clearances
- A-E services for all facility types: headquarters, data centers, SCIFs, hangars, air traffic control towers, training ranges, dormitory and dining facilities, etc.



USAFA Planetarium Renovation
USAFA, CO



Air Force Space Command / Space Force
Headquarters Renovation
Peterson AFB, CO



Army Space & Missile Defense Command
/ Army Forces Strategic Command
Peterson AFB, CO



Leadership Development Center
Buckley AFB, CO

Thule AB, Greenland; Cavalier AFS, ND
Additional HEMP Projects

Survivability & Endurability Studies & HEMP Enclosure Design





OPPORTUNITIES

- **Teaming Partners-Large/Small**
- **Lasting Partnerships**
- **Opportunities to Grow**

MERRICK HIGH PERFORMANCE FACILITIES **CURRENT CONTRACTS**

AFCEC A-E 13 DCS WORLDWIDE, MERRICK-ATKINS JV

AFCEC A-E 13 DCS EAST & CENTRAL REGIONAL (SUB TO BLAIR REMY)

MISSILE DEFENSE AGENCY, A-E SERVICES, CH2M-MERRICK JV; JACOBS (Merrick as a key subconsultant)

USACE FT WORTH DISTRICT, A-E SERVICES

USACE KANSAS CITY DISTRICT, A-E SERVICES, SUB TO BLAIR REMY

USACE MOBILE DISTRICT, A-E SERVICES, MERRICK-ATKINS JV

USACE MOBILE DISTRICT, MEDCOM A-E SERVICES, SUB TO WEST EAST ARCHITECTS

USACE SAVANNAH DISTRICT – CIVIL WORKS/MILCON, TETRA TECH-MERRICK JV

USACE TULSA DISTRICT, A-E SERVICES, SUB TO BLAIR REMY

USAFA, A-E SERVICES

USG MISSION CRITICAL A-E SERVICES

MULTIPLE DESIGN-BUILD CONTRACTS AND SUSTAINABILITY CONTRACTS

Contact: Nick Desport, nick.desport@merrick.com, 703-639-7697



Thank You!

Nick Desport, RA, LEED AP BD+C, F.S.A.M.E
Nick.Desport@Merrick.com

procon:consulting

Our company, our work, and our expertise



Corporate Background

- Founded in 1998 to bring technology innovation to the AEC industry
- Principals: Kyu Jung & Mark Ilich
- HQ in Arlington, VA doing work in 23+ states
- 90+ Staff
- Small Business
- Hold a TS Facility Clearance
- 20 Years of Federal Experience
- ISO 9001/14001 certified

Our Contract Vehicles

- MBE/DBE Certifications in: VA, MD, DC, PA, TX, NJ, MA
- GSA Professional Services Schedule (GS00F247CA)
- GSA Comp. Furniture Mgmt. CFMS (GS29F0007U)
- OASIS Small Business Pool 1 (47QRAD20D1096)
- OASIS Small Business 8(a) SubPool 1
- SBA-approved Service Disabled Veteran-Owned Small Business (SDVOSB)
- SBA-approved Minority Owned 8(a) Small Business

Our Core Services

- Construction Management
- Planning & Program Management Consulting
- Facilities Management Consulting
- Business Technology Management

Construction Management

PRE-CONSTRUCTION & PROCUREMENT

- Scope and management planning
- Vendor evaluation
- RFP/RFQ development
- Construction staging

PROJECT CONTROLS

- Cost estimating
- Life-cycle cost analysis
- Value engineering
- EVM
- Scheduling
- Risk analysis

CONSTRUCTION

- Owner's representation
- Inspection and QA/QC services
- Site and safety supervision
- Document, submittal, and RFI management
- Change order management
- LEED monitoring

COMMISSIONING

- Commissioning specification writing
- Certification verification
- Sequence and performance testing
- Balancing and recertification
- Systems and building enclosure Cx

CLOSEOUT AND OCCUPANCY

- Punch list management
- As-builts and final records
- O&M manuals and warranties
- LEED certification management
- Integrated Digital turnover

Construction Management

EISENHOWER EXECUTIVE OFFICE BUILDING

Renovation of 686,000 sf historic building

- Managed design review process
- Coordinated contractor and tenant activities
- Cost estimates, controls, and analysis
- Change order management

NATIONAL INSTITUTE OF ALLERGY & INFECTIOUS DISEASES

Renovation of 7-story federal office building

- Constructability reviews
- Developed cost-loaded schedule
- Field inspections and reporting
- Value engineering services

NEBRASKA AVE COMPLEX/DHS

Multiple projects on 37-acre high-security campus

- Budgeting and financial reporting
- Claims analysis and management
- QA/QC oversight
- Managed design review process



Planning & Program Management Consulting

MASTER PLANNING

- Strategic Planning
- Facilities Condition Assessments
- Public Consultation (NCPC, CFA, etc.)
- Conceptual Cost Consulting
- Business Planning

PROGRAM MANAGEMENT

- Benefits Management
- Schedule and Cost Planning
- Risk Management
- Program Budgeting and Controlling

HISTORIC PRESERVATION & REGULATORY COMPLIANCE

- Historic Reports
- Feasibility Studies
- Adaptive Reuse (Additions & Renovations)
- National Historic Preservation Act
- NEPA Compliance Management

NEW DHS HEADQUARTERS AT ST. ELIZABETHS WEST CAMPUS

Planning and Program Management for Redevelopment of 176 Acre Historic Campus

- Program Budget, Schedule, and Risk Management (+\$4B & +3.5M GSF)
- Conceptual Cost Estimating
- Construction Management
- Public Reporting and Engagement



Facilities Management

REAL ESTATE ADVISORY & PORTFOLIO

- Strategic Planning
- Market Research & Analysis
- Land Use Analysis & Feasibility
- Asset Utilization & Repositioning
- Site Evaluation & Selection
- Acquisition & Disposals
- Lease & Development Support

WORKPLACE STRATEGY

- User/Occupant Experience
- Stakeholder Alignment
- Move Management
- Change Management

ORGANIZATIONAL DEVELOPMENT

- Organizational & Operational Assessments
- Service Delivery Strategy & Approach
- Emergency Preparedness
- Training & Development
- ISO 9001 Quality Management

SMART TECHNOLOGY

- FM Technology Assessment
- BIM/GIS
- AR/VR Support and Applications
- Virtual Inspections & Drones
- IWMS/CMMS Consulting
- Enterprise Mobility

PROJECT MANAGEMENT

- Scope planning and definition
- Program of Requirements Development
- Scheduling and budgeting
- Inspection and quality control
- PMIS Consulting

DATA DRIVEN DECISION MAKING

- Benchmarking
- Data Analytics & Business Intelligence
- KPIs, Reports and Dashboards

Facilities Management Consulting

SE FEDERAL CENTER REDEVELOPMENT

Consulting services at Navy Yard Annex

- Land-use strategies
- Procurement support & management
- Master planning
- Zoning
- Historic preservation & compliance
- Lease negotiations

985 MICHIGAN AVE BIM SUPPORT

Technology support for renovation

- BIM board design review & coordination
- Clash detection analysis
- Validation analysis of design to standards
- COBie analysis on AE and CMC data

U.S. DEPARTMENT OF HOMELAND SECURITY

PM and Facilities Mgmt support services for
Nebraska Avenue Campus

- Project management support of DHS Small Project division
- Facilities management
- Space Planning services



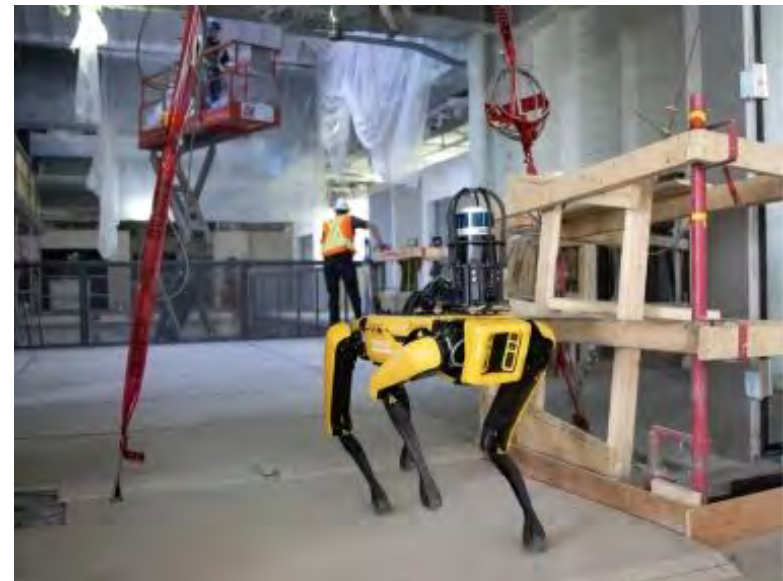
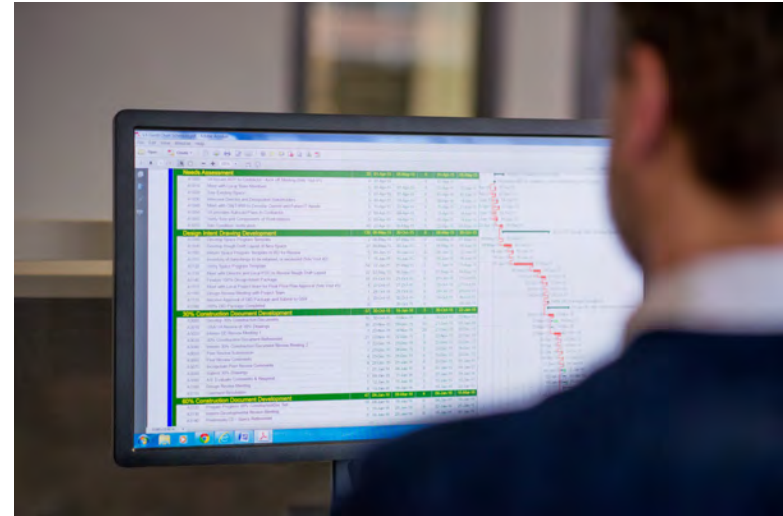
Business and Technology Management

BUILDING INFORMATION MODELING (BIM)

- Co-authored the BIM practice standards for GSA P100 and SOWs for A/E's and GC's
- Provide BIM technical expertise to GSA ODC and CIO
- Authored GSA COBie Playbook
- Supporting our CMA partners on 10 active GSA projects
- Space data management

VIRTUAL INSPECTIONS & GIS

- 360 degree photos automate site documentation; remote punch list
- GSA R3 BIM-to-FM for O&M mechanics
- Drone services integration
- Augmented Reality (A/R) pilot with NASA
- Pilot research with VA Tech using Spot



Contact

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Sr. Project Manager

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Jason Lopez

Sr. Vice President

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(954) 444-6792

Procon Consulting

1005 N. Glebe Road, Suite 325

Arlington, VA 22201

Our clients include





IMEG FIRM OVERVIEW



SAME NOVA POST - B2B
OCTOBER 8, 2020

Firm Overview

AT-A-GLANCE

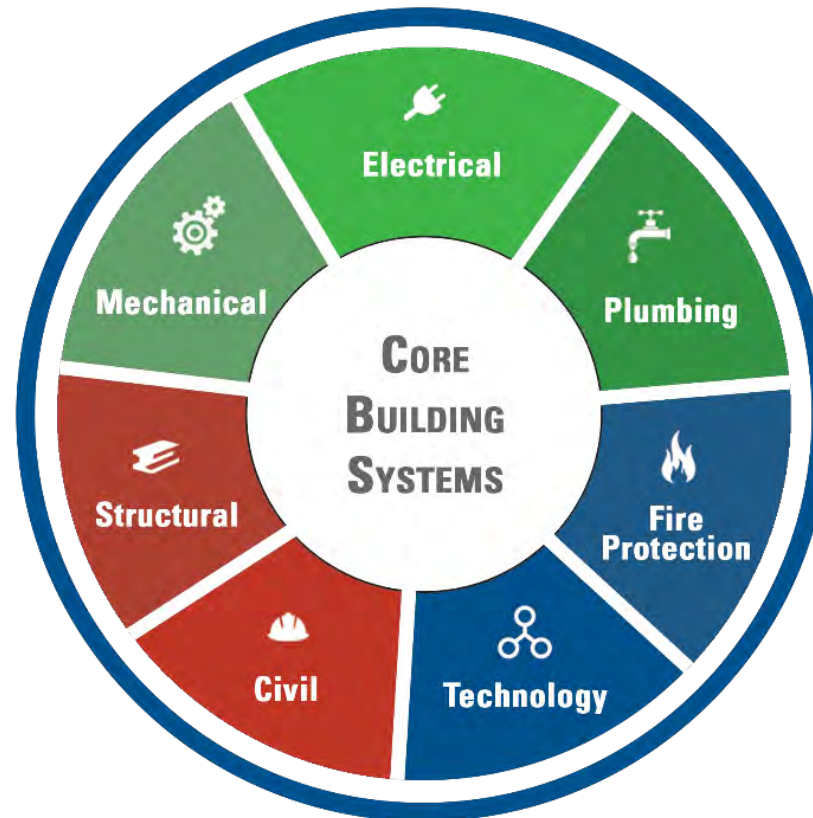
101 COLLECTIVE YEAR HISTORY
1,500 EMPLOYEES
U.S. BASED & EMPLOYEE-OWNED
50 LOCATIONS
400+ LICENSED ENGINEERS
\$214M IN ANNUAL REVENUE
#84 / TOP 500 DESIGN FIRM

Key Differentiators

- MARKET-SECTOR FOCUSED
- INNOVATIVE THOUGHT LEADERSHIP
- GROWTH ORIENTED
- SUSTAINABLE DESIGN SOLUTIONS
- PROACTIVE DESIGN PARTNERS

TOP 10 ENGINEERING FIRM IN U.S.

(Building Design + Construction)



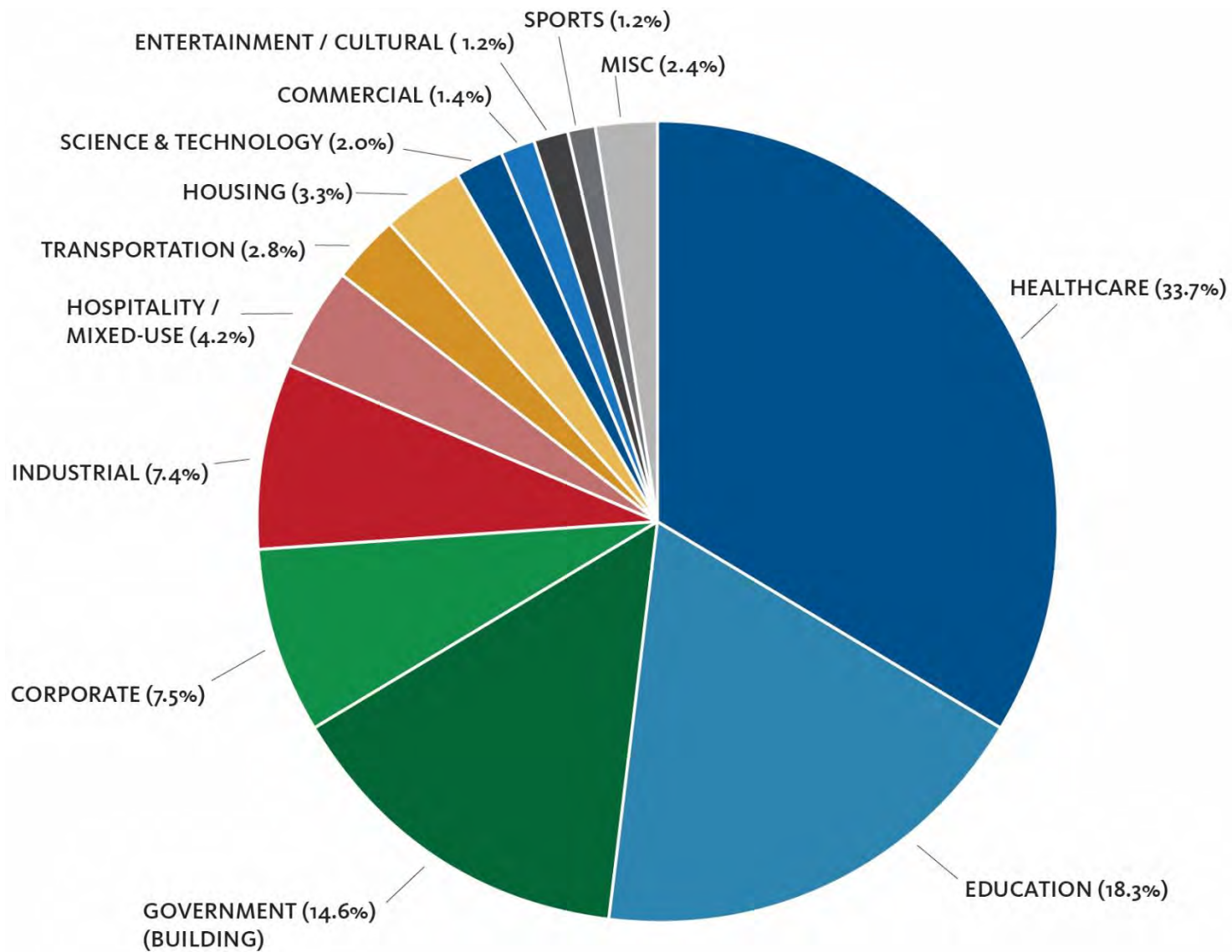
SPECIALTY SERVICES

- Acoustics
- Architectural Lighting
- Building Performance Analysis
- Commissioning
- HIT Advisory Services
- Medical Equipment Planning
- Protective Services Consulting
- Security
- Utility Infrastructure

Office Locations



Portfolio Breakdown



Federal Portfolio

#12 FEDERAL GOVERNMENT SECTOR ENGINEERING FIRM IN U.S. (BD+C)

- › #3 among VA Sector Engineering Firms
- › #14 among Government Building Sector Engineering Firms
- › #29 among Military Sector Engineering Firms

3,200+ Projects (all sizes)

\$16.5+ Billion in total
construction value



GSA – Emmett Bean Federal Center Backfill, Indianapolis, IN

Federal Clientele

- Department of Veterans Affairs
- Department of Defense
- Bureau of Land Management
- Department of Agriculture
- Department of Energy
- Department of Homeland Security
- Department of Transportation
- Environmental Protection Agency
- General Services Administration
- National Park Service
- FEMA
- NASA
- USPS



US Air Force – Wright-Patterson AFB Medical Center Renovation

Project Experience

NATIONAL PARK SERVICE

MUSEUM OF WESTWARD EXPANSION & ARCH
GROUNDS RENOVATIONS, ST. LOUIS, MO

- Services: MEP, T, Const. Admin.
- \$380M Construction Value
- Design and Construction of six projects, including:
 - 150,000-sf Museum of Westward Expansion Renovation – LEED Gold
 - Improved Museum and Site Telecom and Security Design
 - Gateway Arch National Park Site Design
 - Ranger Station Improvements
 - Kiener Plaza Improvements
 - Missouri DoT Aesthetic Improvements
- 2019 ENR Global Best Project Winner – Cultural Category



Project Experience

U.S. DEPARTMENT OF VETERANS AFFAIRS NEW SPINAL CORD INJURY/COMMUNITY LIVING CENTER FACILITY, SAN DIEGO, CA

- Services: MEP, FP, T, Civil
- 197,000-SF Total
- \$156.6M Construction Value
- Five-story stand-alone facility, housing:
 - 50-bed Spinal Cord Injury Complex
 - 43-bed Community Living Center
 - Central Plant Expansion
 - Surrounding Site Demolition
 - Reworking of Campus Roads and Walking Paths
 - Rooftop Gardens
- 800-Car Parking Garage



Project Experience

DEPARTMENT OF HOMELAND SECURITY NATIONAL BIO- AND AGRO-DEFENSE FACILITY, MANHATTAN, KS

- Services: Structural, Security
- 708,000-SF Total
- \$1.25 B Construction Value
- State-of-the-art integrated agricultural and zoonotic disease, research, diagnostics, training, and evaluation (RDT&E) facility:
 - Campus comprised of a main research building, cGMP research building, entry guard house, central receiving facility, Central Utility Plant, and parking
 - BSL-2, BSL-3, BSL-3Ag, and BSL-4 Laboratories
 - Supports DHS and USDA



Project Experience

ARGONNE NATIONAL LABORATORY NEW MATERIALS DESIGN LABORATORY, ARGONNE, IL

- Services: MEP, FP, T, Architectural Lighting, Energy Modeling
- 120,000-SF Total
- \$70.0M Construction Value
- Multi-story facility dedicated to energy and materials science research, including:
 - Wet and Dry Labs
 - Conference Rooms
 - Private Offices
 - Maintenance and Materials Storage Facilities
 - Radiochemistry Suite
- Department of Energy-affiliate lab



Teaming Partner Opportunities



- IMEG is open to all potential teaming opportunities
 - Dependent on the opportunity
- Small Businesses, SDVOSB, 8a, etc.

Contact Us

Markus Henneke

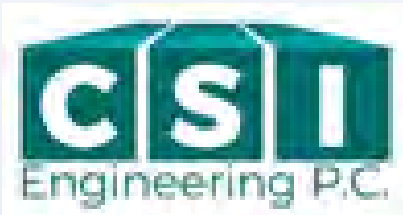


- Director of Military Programs
- P: 703-853-0219
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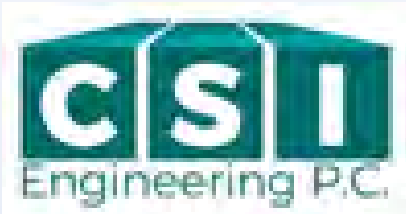
Engineering Design Services Include

- Complete Campus and/or Individual Building Power Distribution System Designs
- Backup and Standby Emergency Power System Designs
- Power System Analysis such as Facility Infrastructure Assessments, Fault Current Calculations, Protective Device Coordination, and Arc Flash Analysis and Labeling
- HVAC Central Plants and stand-alone systems, including Chillers, Ice Storage Facilities, Boilers, and related Control Systems
- Lighting, Communication, Fire, and Security Control System Designs
- Facility Entrance Way Screening for Access Control, Video Surveillance, Intrusion Detection, Perimeter Protection, Vehicle Access Control, SCIFs, along with both “UV” and Standard Lighting for Security and Health System Designs
- Classified and unclassified Communication and Information System Designs
- Construction Administration, Commissioning, Life Cycle Cost Analysis, and ROI Evaluations



Staffing Services:

- **Administrative**
 - Executive Assistants
 - Program Assistants
 - Project Assistants
 - Office Administrators



- **Engineers**
 - MEP Design
 - Software Programming

- **Managers**
 - Program Managers
 - Project Managers

- **Other Technical Positions**
 - Compliance and Operational Testing Personnel
 - Logistics Support Personnel
 - Owner's Representative Professionals
 - Quality Control Personnel
 - Technical Document Professionals for Graphics Design, Writing, and Engineering
 - Training Professionals



Technical Consulting Services Offered:



- Evaluate the Business Objectives by Interviewing, Listening, Evaluating and Responding to the “Voice of the Customer”
- Provide Database Planning, Management, Monitoring, and Evaluation Services
- Provide Policy Reviews and Budget Analysis
- Conducts evaluations of the Existing Technology, Operation of Critical Infrastructure Requirements, Resiliency, along with Capacity and Growth Modeling Analysis
- Conducts Preventive and Predictive Maintenance Analysis
- Conducts Forecast Utilization, including Hardware Planning & Technical Space Growth Modeling
- Provides Data Center Densification of ROI by Conducting Redundant Infrastructure Analysis
- Considers Data Center Assessments for Potential Migration and Relocation Plans
- Provides Carrier, Telecommunication, Media Access Controls aka “MAC”, Cyber and Physical Security Design Services for Networks.

Clients by Type



**14205 Park Center
Drive, Suite 203,
Laurel, MD 20707**

www.csie.com

**Bernie Leipold,
Business
Development
Manager**

Cell: 443-605-3296,
bernie@csie.com

Utilities, Power Distribution, and Energy Projects:

USAF - United States Air Force
Blue Cross / Blue Shield
GSA – General Services Administration
Lockheed Martin
FirstEnergy
WSSC - Washington Suburban Sanitary Commission

Transportation Projects:

MTA - Maryland Transit Administration Facility Engineering
Support Services
WMATA - Washington Metro Area Transit Authority,
Propulsion Overhead Catenary and Power Substations

Healthcare Facilities:

DHHS - Department of Health and Human Services, Centers
for Medicare and Medicaid Services
Montefiore Hospital
NIH - National Institutes of Health
VA - Department of Veterans Affairs Medical Centers

Science and Technology / Research & Development Facilities:

Bladensburg Library
Human Genome Sciences
Merial, Inc.
National Agricultural Library
NIMA - Bethesda Research Center
Plum Island Animal Disease Center
USACE - United States Army Corps. of Engineering

Mission Critical Projects:

Allegis Group
American International Group
AT&T
Bank of America
Baltimore Technology Park
Brazil State Department of Bahia
Capital One
COPT – Corporate Office Property and Trust
United States Department of the Treasury
Element Critical
FDIC - Federal Deposit Insurance Corporation
FERC - Federal Energy Regulatory Commission
IBM Corp. – (Mercedes Benz Stadium)
JPMorgan Chase
Marietta Data Center
Merrill Lynch & Co., Inc.
Morgan Stanley & Co.
NCR Corporation
Sallie Mae
Sherwin Williams
Smithsonian Institute
Social Security Administration
UPS - United Parcel Service
USACE - United States Army Corps. of Engineering
United States Department of Customs

SZ PM CONSULTANTS, INC.

Suli Wang, PE, BCEE, PMP, CCCA, RMP, SP - President

Michael Pavlides, F. SAME, F. ASFPMP, CFM, LM ASCE – Business
Development Representative

THE SZ PM MISSION

- Be an excellent provider of quality services
- Provide competent technical expertise with experienced staff
- Be responsive to clients and our partners
- Foster mutually-beneficial long-term relationships
- Identify opportunities of mutual interest to expand relationships
- Achieve high customer satisfaction

SZ PM CONSULTANTS, INC.

- Established in 2011 - founded by Suli Wang
- Certified SBA WOSB, SBE/DBE/MBE/WBE (DOTs and Municipalities), LDBE (MWAA), SLBE (WSSC), CBE (DC)
- Offices in Oakton, VA, Washington DC, Columbia, MD.
- On-site staff in Hampton Roads, VA
- 20 personnel
- Over 22 satisfied clients
- Largest ongoing project: \$3.6B VDOT Hampton Roads Bridge-Tunnel Project
- Largest project completed: \$5.6B MDOT MTA Purple Line Light Rail Project

SZ PM SERVICES

- Program, project, and risk management
- Water, wastewater, and stormwater planning, engineering, and design
- Construction management and inspection
- Project controls, cost estimating, and scheduling
- Permitting assistance and review
- Utility coordination
- Office engineering, project/construction administration, and document control and management
- On-site staff augmentation
- CAD, BIM and GIS support

SZPM CREDENTIALLED STAFF

PROGRAM/PROJECT/RISK MANAGEMENT & ENGINEERING

- Professional Engineers (PEs)
- Board Certified Environmental Engineers (BCEEs)
- Project Management Professionals (PMPs)
- Risk Management Professionals (RMPs)
- Certified Value Specialists (CVSs)
- Certified Scheduling Professionals (SPs)
- LEED AP, LEED GA

CONSTRUCTION MANAGEMENT

- USACE Construction Quality Management for Contractors (USACE CQM-C)
- Certified Construction Contract Administrators (CCCAAs)
- Construction Document Technologists (CDTs)
- OSHA Construction Safety & First Aid/CPR
- AWS CERTIFIED WELDER
- ACI FIELD TECHNICIAN I
- NASSCO PIPELINE ASSMT & CERT PROGRAM

SZPM PM/CM REPRESENTATIVE EXPERIENCE

- **PM/CM Support Services for \$110m Tunnel Grouting Program for WMATA**
 - ✓ Scheduling, cost estimating, project coordination, and field QC inspections
- **Silver Line Inspection and Commissioning Support for WMATA**
 - ✓ Civil and mechanical inspections
- **Amtrak Next Generation High-speed Rail Station Renovation Projects**
 - ✓ Project scheduling services
- **PM and Engineering Design Support Services for \$5.6B Purple Line for MDOT MTA**
 - ✓ Corrosion control engineering, design team Assistant Package Manager, and CAD design services
- **DC Clean Rivers Anacostia Waterfront Initiative (AWI)**
 - ✓ Utility coordination services
- **Permitting Services for DDOT DC Clean Rivers Tunnel Program**
 - ✓ Processed 2,200 and 280 permit applications for the DC Clean Rivers CSO Tunnel Program and the \$250M+ CSX Virginia Ave. Tunnel Project, respectively

SZPM

ENGINEERING SERVICES

REPRESENTATIVE EXPERIENCE

- **AE Support Services IDIQs** (Indefinite Delivery/Indefinite Quantity Contracts) for WMATA
- **Water Planning BOA** (Basic Ordering Agreement) for WSSC
 - ✓ Hydraulic modeling, permitting support, and utility coordination services
- **Condition Assessments IDIQ for Major Water and Sewer Systems for DC Water**
- **Water Resource Engineering for DC Water Clean Rivers Division**
 - ✓ Hydraulic evaluations for 800MGD bypass open channel
 - ✓ Stormwater calculations
 - ✓ On-site drainage pumping system evaluations
- **DDOT Street Car Maintenance Facility Floodplain Data Collection, HEC-RAS Modeling, Analyses and Mapping**

SZPM

ON-SITE STAFF AUGMENTATION REPRESENTATIVE EXPERIENCE

- **VDOT \$3.6B Hampton Roads Bridge-Tunnel Project**
 - ✓ CAD/BIM Designers
- **MDOT MTA \$5.6B Purple Line Light Rail Project**
 - ✓ Corrosion Engineer
 - ✓ Assistant Package Manager
 - ✓ CAD Designer
- **DC Water \$500M Northeast Boundary Tunnel Project**
 - ✓ Document Control Technician

SZ PM REPRESENTATIVE RECOMMENDATIONS

- **“I highly recommend Suli and her staff from SZPM on any complex project constrained by time and with high quality requirements“** – *DC Water Supervisor of Construction*
- **“Excellent Performance Rating (all categories) for Permit Application Processing and Excellent Team”** – *DDOT Deputy Chief Engineer*
- **“Suli is in the top echelon of the professionals I’ve observed and deserves your strongest consideration.”** - *CH2MHILL PM, Anacostia Water Initiative*
- **“SZPM comes highly recommended by me if you are looking for an MBE organization that can complement your project team with competent team members and support.”** - *AECOM Director of Construction Management*

SZPM INTERESTS

- Expand subcontracting opportunities with prime contractors
- Consider WOSB prime contract opportunities with partners as subcontractors
- Mentor – Protégé Agreement relationship
- Small Business Joint Venture prime contract opportunities
- Staff augmentation support opportunities

WE WANT TO WORK WITH YOU and/or FOR YOU AS A TRUSTED PARTNER

THANK YOU



MAHORSKY
GROUP

 **Brick**

**Risk Mitigation For The Most
Difficult Federal Projects**



Brick

IN A NUTSHELL:

WHO WE ARE

- Mahorsky Group
- Brick Procurement

WHAT WE DO

- Provide repeatable risk mitigating strategies to the Federal Government
- Share our expertise to minimize contractor performance risk

WHAT WE DON'T DO

- Market contractors
- Replace market research or other inherently governmental functions

WHY

- Play our role in fixing a broken industry
- Better contractor selection is the key to fixing a broken process

About Mahorsky Group



FORMED IN 2011



ROUGHLY \$4 BILLION IN CONSTRUCTION CONTRACTS BONDED IN 2018



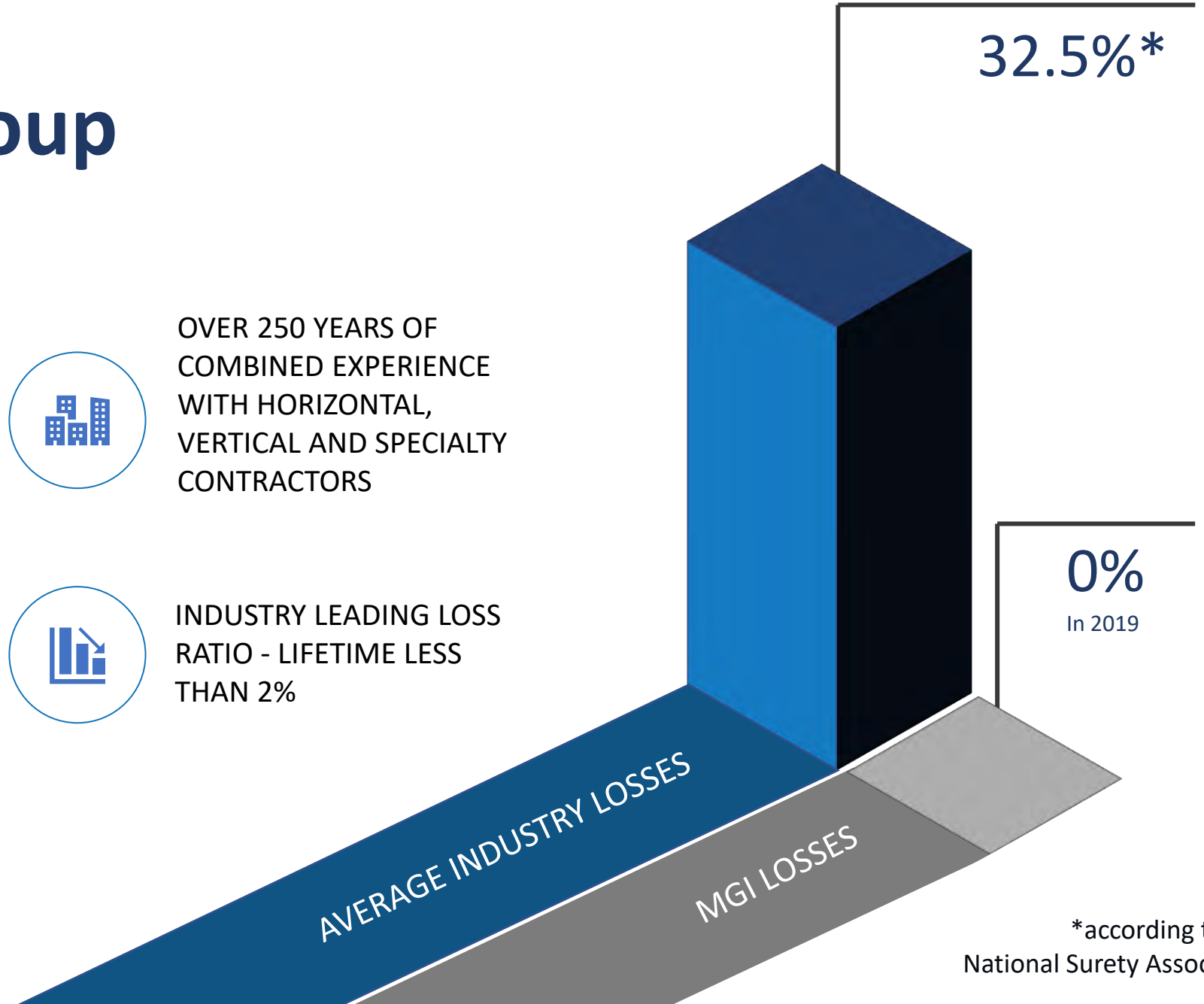
INNOVATOR IN SURETY SUPPORT AND PROJECT TEAMING ASSISTANCE FOR FEDERAL CONSTRUCTION



OVER 250 YEARS OF COMBINED EXPERIENCE WITH HORIZONTAL, VERTICAL AND SPECIALTY CONTRACTORS



INDUSTRY LEADING LOSS RATIO - LIFETIME LESS THAN 2%

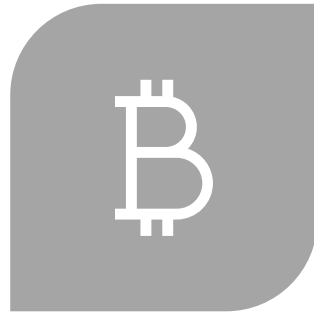


*according to the National Surety Association

What are the Challenges?



INHERENT RISK OF MISSED COMPLETION DATES, INCREASED SPENDING AND UNEXPLAINED CHANGES.



MULTIPLE-AWARD CONTRACTS WERE SUPPOSED TO LEAD TO BETTER OUTCOMES



TRANSPARENCY AND FAIRNESS STILL LEAD TO POOR PERFORMANCE



PROCUREMENT OFFICES NEED ASSISTANCE TO RESTORE BALANCE

**Criteria in FAR Part
9 supports:**

Enhanced Market Research
for:

Predictable SATOCs/IDIQs

Trusted Negotiated Projects

Clearer 2-phase Evaluations

Less Risk in FYE Actions

BENEFITS TO CONTRACTING OFFICE



Add
competition
to pool of
contractors

More trust in
year end
“risks”

Streamlined
market
research and
support for
award –
force
multiplier

Meet
multiple
goals with
one team

Additional
assurance
and
endorsement
for unknown
team

BENEFITS TO PROGRAM OFFICE



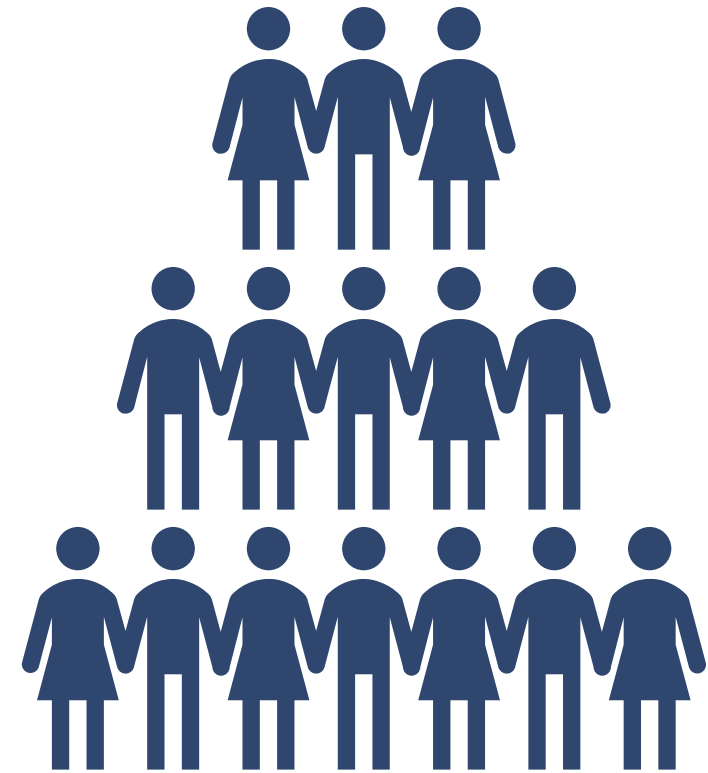
Trust in
new
contractor
team

Pre-vetted
Capability that
matches need
identified -
laser focus

Know that
team will be
able to order
equipment/
materials and
pay subs

Secure team
for high
visibility,
critical need
projects

Shared Interest in Successful Projects



MITIGATE RISK BY:

Early engagement to triangulate and insulate contractor performance risk through project completion

Prequalifying, matching and recommending top performing small business contracting teams that meet project-specific requirements.

Guaranteeing contractor performance to the federal government with a bond and manage and monitor risk through project completion.

Leveraging relationships and extensive knowledge of construction contractor risk profiling.

QUALIFYING CONTRACTORS: FINANCIALS AND INTANGIBLES



CHARACTER/
INTEGRITY



FINANCIALS



COST TO
COMPLETE



WORKING
CAPITAL



EXPERIENCE/
WORK HISTORY



BANK LINE
OF CREDIT



EQUITY



TOTAL BOND
PROGRAM

BRICK PACKAGE

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- Key Personnel.....page
- Teaming Partner Key Personnel.....page

PROJECT MONITORING SYSTEM

MONITOR



Monitoring new teams and various projects from beginning through completion

COMMUNICATE



Communicate with all project stake holders to create better trust between parties

HOW:

RECORD



WHY:

Extensive note taking throughout the process for bond agency and stake holders records

OUTCOME



Better communication helps to create a better outcome, resulting in higher quality projects

REPEAT



High performing, quality contractors that USACE can trust at various locations moving forward

WHERE BRICK HAS HELPED: TINKER AFB

- Introduced to Tinker through the Tulsa District USACE, who was asked to help with an emergency mold remediation/HVAC project at Tinker
 - There was a tight timeline as the issue was highly publicized
 - After discussing the SOW, recommendation was made for a team capable of assisting with a \$20M sole-source for environmental and HVAC replacement
 - Brick suggested a Tribal 8(a) with self-perform HVAC capabilities with a large environmental partner.
- Tinker was suffering from some troublesome failures of contractors not finishing what they started
 - The Contracting Section had very specific needs for HVAC, Roofing, Airfield/Runway, as well as General Construction.
 - Brick introduced the Wing to a dozen new teams in those categories, from which several awards for stand-alone and SATOCs were made.
- The Squadron did all their follow up research,
 - Reached out for old packages— several teams had changes in their situations that made them less of a match for the projects after receiving packages 3-4 months prior.

**CASE
STUDIES**

Hammerhead Runway

Tinker AFB

General Construction SATOC

Tinker AFB

WHERE BRICK HAS HELPED: USACE FORT WORTH DISTRICT

- The Deputy Chief of Program and Project Management Division for Ft. Worth District familiar and has sought approval from his legal counsel before we moved ahead to support them.
 - Shared that Brick provides comparable information to the Contracting and Project Management Staff that any contractor provides in their capability presentations
 - We have a bit more depth to the data since we provide an evaluation of financial stability which directly relates to the level of potential performance risk.
 - Emphasized that the District is free to take our recommendations or not and the whole acquisition process remains with Fort Worth District's
- During FY19 federal year end, their Chief of Civil Project Management selected one of our recommended teams for start a high-profile mission critical project now under way for a DART Bridge Demolition Project in the middle of Dallas
 - Needed a specialized team who could meet a tight time schedule.

**CASE
STUDIES**

Railroad Bridge Demolition

Fort Worth District

Project Monitoring System

Customs and Border Protection

WHERE BRICK HAS HELPED: NORFOLK DISTRICT USACE

- Norfolk District needed an 8(a) contractor for an important VA cemetery project at Arlington
 - Previous project phase was highly criticized, with cleanliness and scheduling issues that drew negative attention from the Commanding General for ANC
 - VA wanted to prioritize SDVOSB participation, so Norfolk requested an 8(a) that was also an SDVOSB
 - Brick did the research in our network and suggested a solid Team of an 8(a)/SDVOSB client, and a partner who is not a client, but who had a lot of VA cemetery experience
 - Team was vetted financially, and a recommendation presented to Norfolk
- After their own due diligence, Norfolk selected the team for Phase 2 as sole-source at \$3.5M and did a great job finishing 2 months ahead of schedule
 - Norfolk awarded them Phase 3 at \$1.8M. When Phase 4 came out as an SDVOSB set-aside the team won that project at \$3.9M

SUCCESS STORIES



AGENCY

USACE,
Norfolk District

DESCRIPTION

Cemetery
Expansion

TOTAL FINAL AMOUNT

\$9 Million

The team recently secured \$40M and \$45M cemetery renovations with the VA



SUGGESTED APPLICATIONS

-Federal Year End/Q4 Requirements

-Safely introduce new teams to Selection Pool

-Mission Critical teams to fit requirement instead of hoping for requirements to fit available teams

-Increase Competitive Requirement by pre-vetting teams

-Bid Bust/ATR Projects that need a new team to bring under budget

Monitored Projects for better outcomes

Recommendations with a Guarantee



Brick

JEFF REVIS

JREVIS@MAHORSKYGROUP.COM

202-695-5161



Corporate Capabilities Brief

October 8th, 2020



ABOUT EXP FEDERAL

OUR SERVICES & CAPABILITIES

Exp Federal, part of the EXP family of companies, offers the advantages of a 50-year history and the support of more than 3,500 professionals in over 100 offices. We offer a wide range of services in architecture, engineering, technical consulting, and facilities management.

Our rich history includes providing exceptional quality in design, troubleshooting, and performance improvement for secure mission critical facilities and technology networks to Federal Customers.

ARCHITECTURE

Design | Master Planning | Programming | Interior Design | Landscape

FULL-SERVICE ENGINEERING

Civil | Structural | Mechanical | Electrical | Plumbing | Fire Protection | Communications | Security | Audio-Visual

MANAGEMENT SERVICES

Project & Program Management | Design/Build Management | Design Management | Construction Management

MISSION SUPPORT

Rapid/Time-Sensitive Mobilization | Austere Environment Experience | Responsive Logistics Support | Integrated Operations

FACILITIES MANAGEMENT

CMMS (ARCHIBUS, BUILDER, Tririga & Maximo) | Site Operations

ENERGY SYSTEMS CONSULTING & IMPLEMENTATION

Energy Audits & Modeling | Energy Management | Energy Master Planning | Energy System Testing, Inspection & Repairs | Renewable Energy Studies | Commissioning & Retro-commissioning

REPRESENTATIVE CUSTOMERS WITH EXISTING PRIME IDIQs



U.S. Customs and
Border Protection



US Army Corps
of Engineers®
Transatlantic District



US Army Corps
of Engineers®
Savannah District



US Army Corps
of Engineers®
Far East District



US Army Corps
of Engineers®
Fort Worth District



US Army Corps
of Engineers®
Mobile District



US Army Corps
of Engineers®
Europe District



US Army Corps
of Engineers®
Baltimore District



US Army Corps
of Engineers®
Huntsville District



US Army Corps
of Engineers®
Wilmington District

**GLOBAL REACH,
LOCAL DELIVERY**

unique
& complex
projects

19 OFFICE LOCATIONS
WORLDWIDE

17 INTERNATIONAL
PROJECT SITES



Red River Army Depot General Purpose Warehouse



Fort Jackson DFAC



GSA Saipan Federal Courthouse



Kadena AB Hangar Complex

MARQUEE PROJECTS



exp.federal

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