



SAME NoVA Post 8th Annual Business-to-Business (B2B) Engagement

National Museum of the U.S. Army at Fort Belvoir
October 5, 2023



Photo By Duane Lempke



SPECIAL THANKS TO OUR POST'S 8TH ANNUAL BUSINESS-TO-BUSINESS (B2B) ENGAGEMENT SPONSORS





ALPHA
CORPORATION



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

www.alphacorporation.com

FIRM OVERVIEW

Alpha is a woman-owned, mid-sized, 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

FIRM OVERVIEW

Alpha is a woman-owned, mid-sized, 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.



ENR MID-ATLANTIC 2022
DESIGN FIRM OF THE YEAR

Alpha Corporate Headquarters
Dulles, Virginia

MARKETS SECTORS



**CORPORATE
/ RETAIL**

CULTURAL

EDUCATION

ENERGY / UTILITIES

FEDERAL



HEALTHCARE

**RECREATION
/ PARKS**

RESIDENTIAL

**SCIENCE &
TECHNOLOGY**

TRANSPORTATION

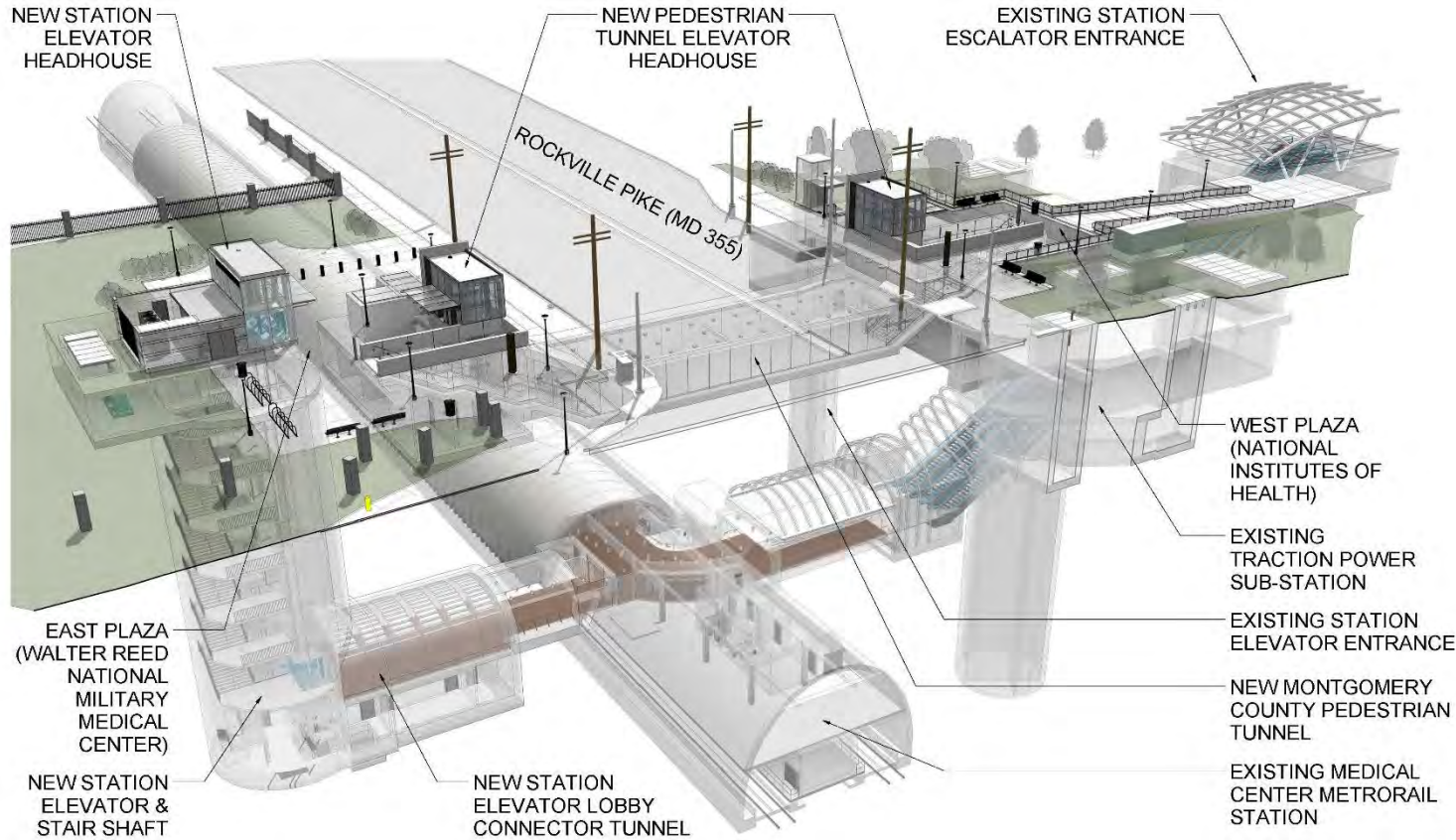
MULTIPLE EMBASSY CONSTRUCTION PROJECTS



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

RENDERING COURTESY OF MORPHOSIS ARCHITECTS

MD 355 MULTI-MODAL CROSSING



Montgomery County DOT
Bethesda, MD



WHITE FLINT WEST WORKAROUND PROJECT



Montgomery County DOT
Bethesda, MD

CHARLES EVAN WHITTAKER COURTHOUSE FACADE REPLACEMENT



General Services Administration (GSA)
Kansas City, Missouri

U.S. PARK POLICE HORSE STABLES AND EDUCATION CENTER ON THE NATIONAL MALL



National Park Service
Washington, DC

MOOSE BUILDING ROOF REHABILITATION, GRAND TETON NATIONAL PARK



National Park Service
Teton County, WY



TEAMING PARTNERS?



ARCHITECTS



ENGINEERS



**CONTRACTORS FOR D/B OR
PRECONSTRUCTION**



**SMALL BUSINESS PARTNERS
(DBE, WOSB, SDVOSB)**



ALPHA
CORPORATION



CONTACT

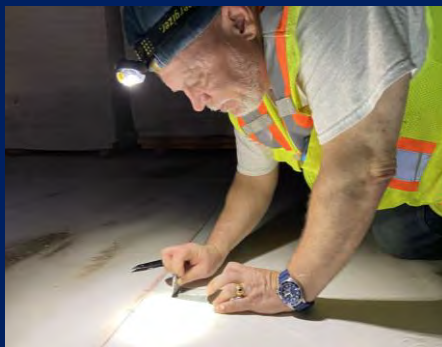
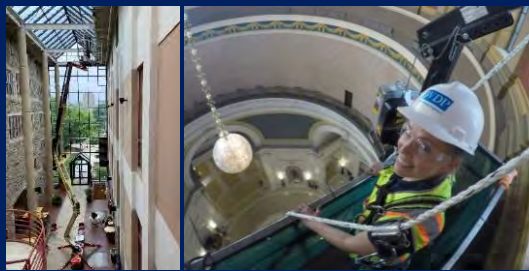
Mike Pampalone, PE, PMP

SVP, Federal Growth & Strategy, Alpha Corporation

Phone: 757.675.6715

mike.pampalone@alphacorporation.com

www.alphacorporation.com



U.S. ARMY



SAME NoVA Post 8th
Annual B2B Event

October 5, 2023

WDP
& Associates

PRESENTING FOR WDP



Steven Arthur
Associate & Senior Project Manager
34 Years of Experience



Richard Freewalt, R.A., LEED AP
Associate & Federal Lead
31 Years of Experience

SMALL BUSINESS WITH NATIONAL PRESENCE



30+ IDIQ Term, and On-Call Contracts – 96% Renewal Rating

Consulting Engineering Firm who Specialize in Problem Solving

- *Building Envelope Consulting*
- *Roof Engineering*
- *Forensic Structural Engineering*
- *Geotechnical Engineering*
- *Architectural and Non-Destructive Testing*

Actively writing the standards which shape the industry

Six Office Locations:
Manassas,
Charlottesville, and
Blacksburg, VA, and
WV, NY, and SC



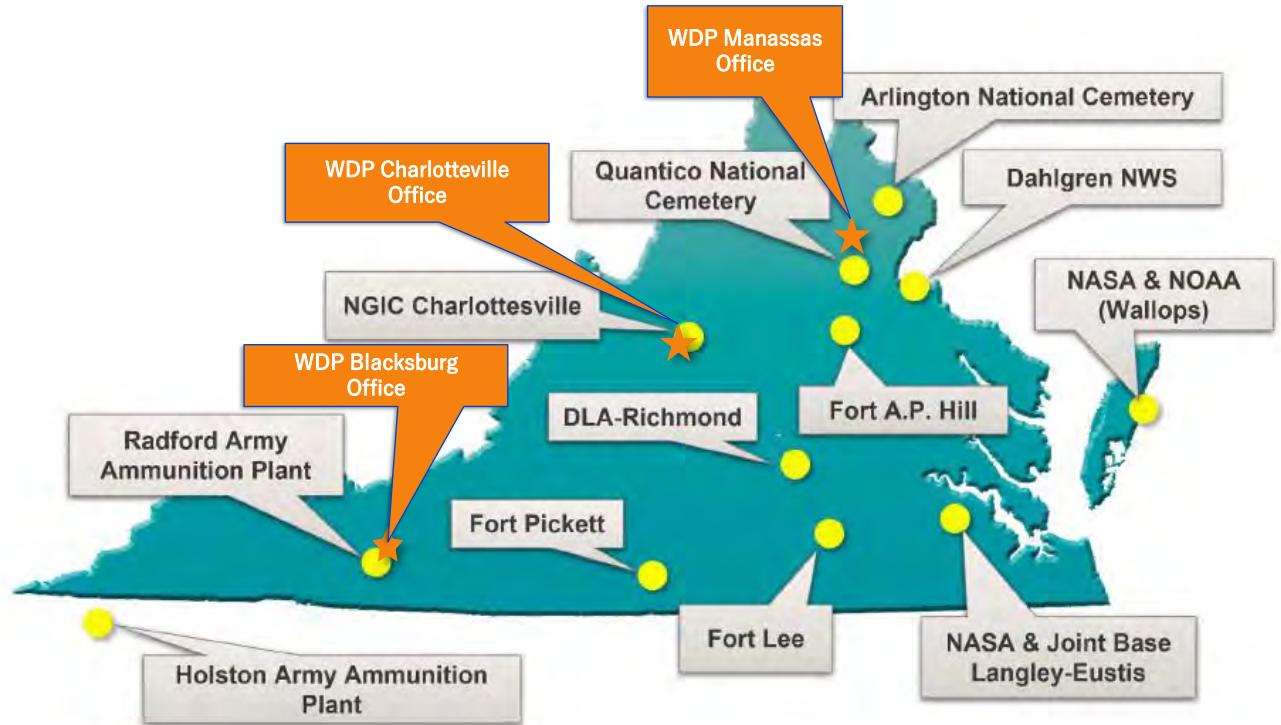
WDP PROXIMITY TO NORFOLK DISTRICT CLIENTS

WDP & Associates Virginia Locations:

- Manassas, VA
- Charlottesville, VA
- Blacksburg, VA

Why It Matters...

- *Quick response time*
- *Flexible resources, across offices*



WDP's Services

Architectural Consulting

Facade Evaluation

Roof / Window Consulting

Enclosure Commissioning (BECx)

Leakage Investigations
(water, air, vapor, thermal)

Building Science
(hygrothermal/WUFI, THERM)

Air Barrier Audits (ABAA)

Building Instrumentation
(data loggers/RH%)

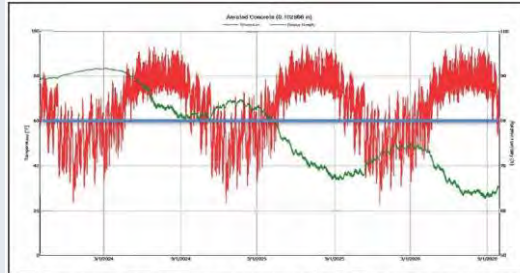
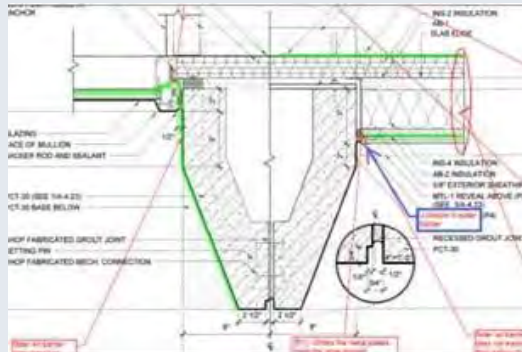


Figure 2. Temperature and Relative Humidity Graph – Exterior side of CMU – Modeled with "Buff Matt Clay Brick"

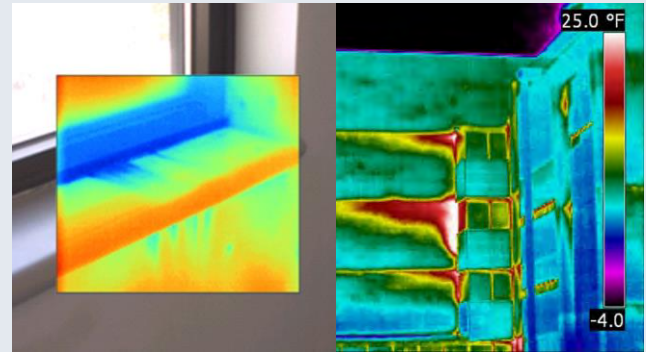
WUFI Hygrothermal Analysis



Design Review



Facade Failure Evaluation



Air Leakage Investigation

WDP's Services

Architectural Field Testing

Masonry Walls & Flashings

Roofing & terraces

Windows / Doors

Metal Panels

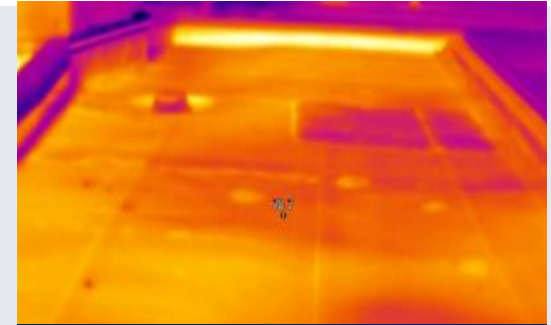
Air Barrier & Sealants

Insulation

Below Grade Waterproofing



Roof Impedance Scanning



Infrared Roof Survey



Air Leakage Testing



Window Leak Testing

QUESTIONS?



Eric Peterson, P.E.
Principal and C.E.O.

EPeterson@wdpa.com / 703-606-3288



Rich Freewalt, R.A., LEED AP
Associate and Federal Lead

RFreewalt@wdpa.com / 571-247-1165



Steven Arthur
Associate and Senior Project Manager

SArthur@wdpa.com / 304-240-1541

Richard Freewalt, R.A., LEED AP

Senior Architect / Associate



Professional Registrations / Certifications: Registered Architect – VA, FL; LEED AP

Education: BA in Architecture from the University of Illinois, 1989

- **30+ years of extensive on-site and collaborative experience with a focus on building envelope consulting and quality assurance (QA)**
- **28-year retired Air Force Civil Engineer**

INDUSTRY PARTICIPATION:

- National Council of Architectural Registration Boards (NCARB)
- Construction Specifications Institute (CSI)
- Society of American Military Engineers (SAME), Member
- ASTM International
 - E06 Performance of Buildings
 - D08 Roofing/Waterproofing



Steven Arthur

Senior Project Manager / Associate



Professional Registrations / Certifications:

- WUFI/ORNL Hydrothermal Modeling
- American Society of Non-Destructive Testing (ASNT) Level 1 and Level 2 Infrared Thermography
- AWCI EIFS Inspector

Education:

- BS in Building Diagnostics from the University of Dundee, 1989
- ONC, Building, Abertay University, 1991
- HNC, Quantity Surveying, Abertay University, 1993

- **30+ years of service in residential, commercial, institutional, and industrial building projects**

INDUSTRY PARTICIPATION:

- Society of American Military Engineers (SAME), Member
- Fenestration & Glazing Industry Alliance (FGIA)
- ASTM International



BUILDING CONDITION ASSESSMENT

WDP – ‘Building Doctors’

- E – Examine
- D – Diagnose
- R – Remedy
- *Practicing Principals*



BUILDING CONDITION ASSESSMENT

Structural Consulting & Testing

Structural Analysis

Failure Investigation

Non-Destructive Testing (NDT)

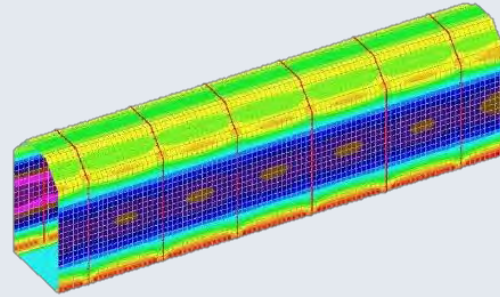
Material Sampling/Testing

Load Testing

Geotechnical / Pavement

In-House Lab

Corrosion Investigation



Structural Analysis



Corrosion Investigation



Material Sampling



Non-Destructive Testing

SAME Northern Virginia Post B2B Engagement

MERRICK & COMPANY

SOLVING. GROWING. LIVING.

October 5, 2023

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

Director of Business Development
Nick.Desport@Merrick.com



www.merrick.com



MERRICK BY THE NUMBERS



FOUNDED
in **1955**



EMPLOYEES
950+

25
OFFICES in

4
COUNTRIES

80% 
of clients are
REPEAT
CUSTOMERS



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 OFFER



A/E SERVICES

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



A/E SERVICES

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



OTHER OFFERINGS

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

AIRMEN TRAINING COMPLEX

JBSA LACKLAND AFB, TX

 Air Force Design Award



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

KC-46A BEDDOWN HANGARS

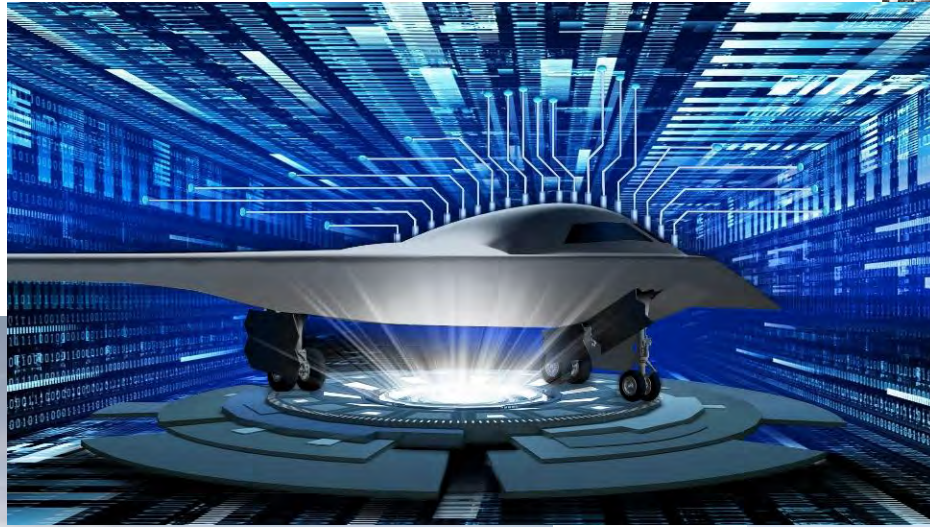
MCCONNELL AFB, KS; ALTUS AFB, OK; JBMDL, NJ; TINKER AFB, OK



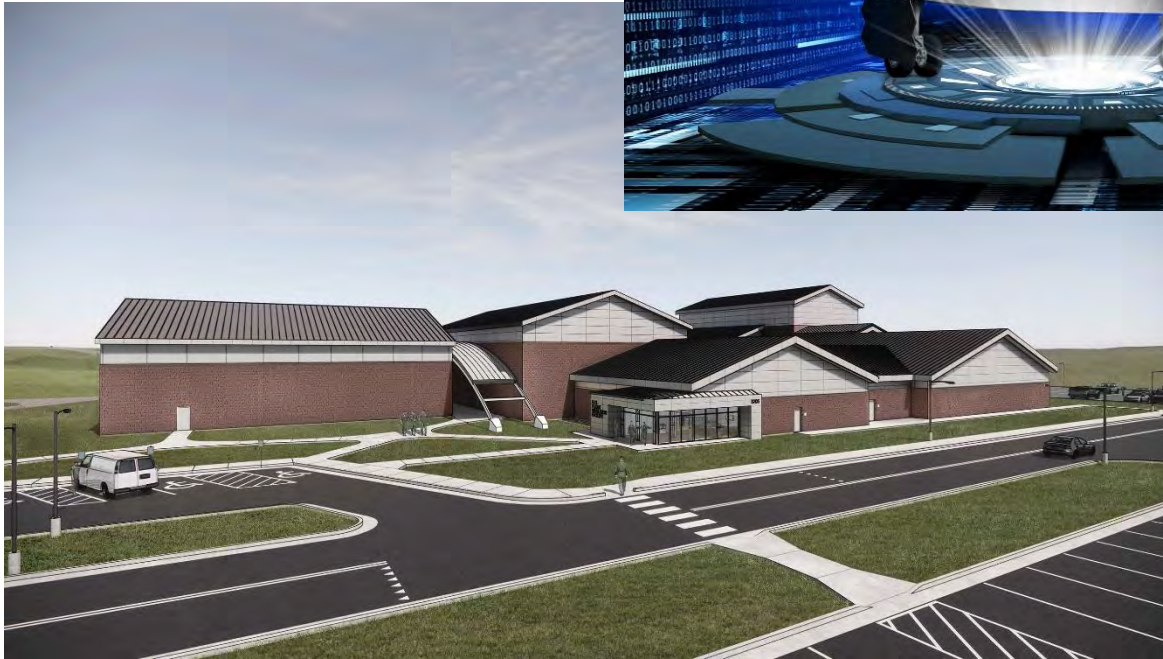
ELLSWORTH AFB, SD

B-21 Bed Down Facilities

USACE OMAHA DISTRICT



Formal Training Unit Facility



Flight Simulator Facility



Field Detachment Facility

LAUGHLIN AFB, TX
VANCE AFB, OK

T-7 Bed Down Facilities

USACE FT WORTH DISTRICT



Ground Base Training System Facility



Unit Maintenance Training Facility



CYBER OPERATIONS FACILITY

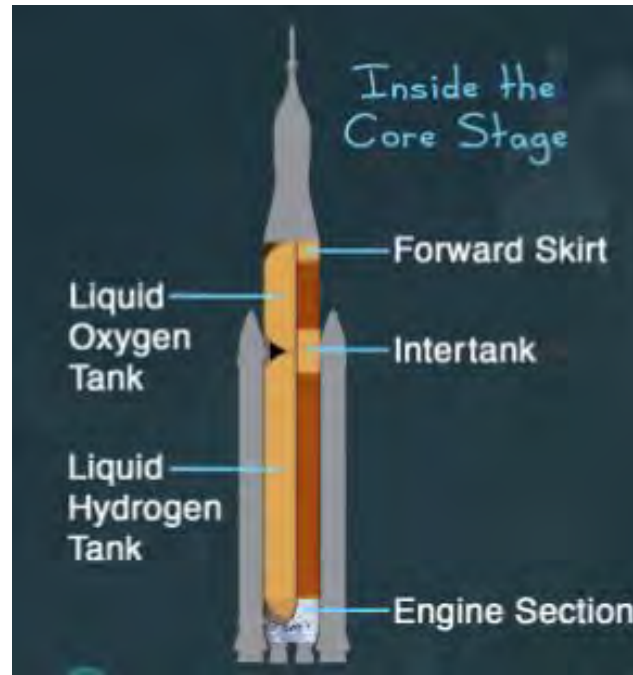
Data Masked



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



EMERGENCY OPERATIONS CENTER

JOHNSON SPACE CENTER, TX



Truman Annex, Key West, FL

Joint Interagency Task Force – South (JIATF-S)

NAVFAC SE



NATIONAL BIO AND AGRO-DEFENSE FACILITY

MANHATTAN, KS



USDA KNIPLING-BUSHLAND US LIVESTOCK INSECTS RESEARCH LABORATORY KERRVILLE, TX

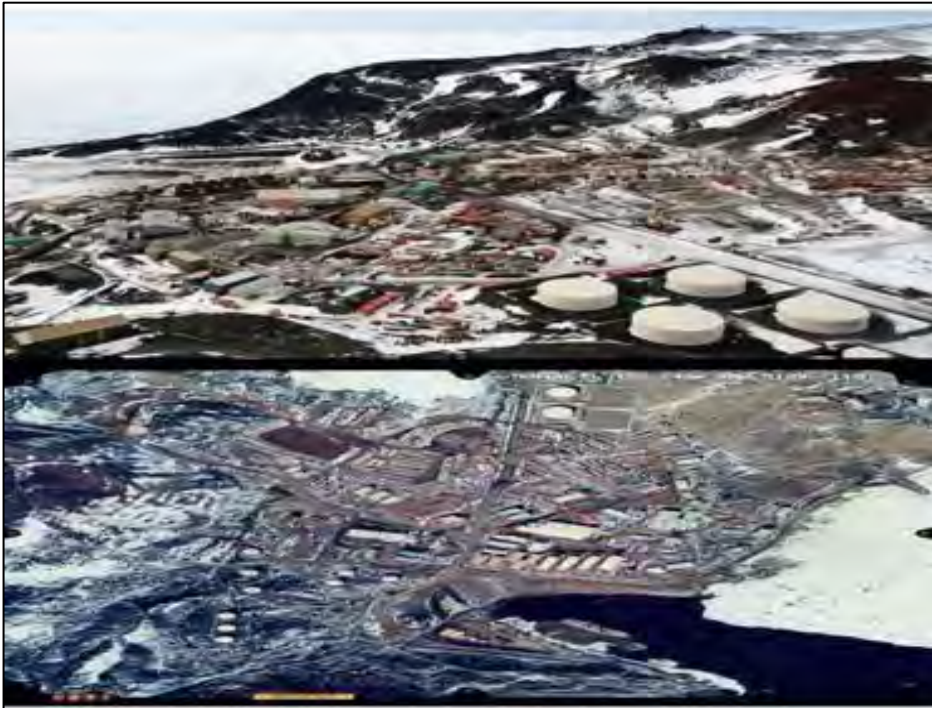


ANTARCTICA

McMurdo Station, Palmer and South Pole Stations

CORE Facility ~\$400M

Facility Upgrades and Science Support



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



OPPORTUNITIES

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

Multiple Joint Ventures Including:

SOL-Merrick (HUBZone) M-P JV

Blair Remy-Merrick (SB) M-P JV

Ahtna-Merrick (ANC) M-P JV

Merrick-Freese & Nichols JV

COPLAN-Merrick JV

Merrick-RS&H JV

OTIE-Merrick JV

MBI-Merrick JV

30+ Prime Contracts Including:

AFCEC Pools 3 & 4

CEHNC Huntsville

NASA

USAFA

NAVFAC SE

USACE Europe

USACE Ft. Worth

USACE Kansas City

USACE Memphis

USACE Mobile

USACE Tulsa



Thank You!

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



Stanley Consultants

Stanley Consultants Overview

SAME NoVA Post 8th Annual B2B Engagement

5 October

Stanley At a Glance

Full-service multi-disciplinary technical, management and advisory service solutions to strategic public, private and federal clients.

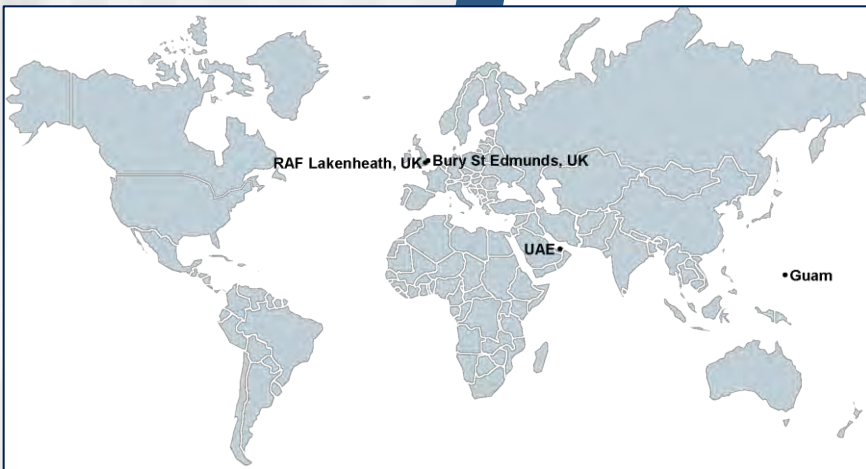
- +110-year history; sterling reputation
- Member-owned
- Client focused
- Industry-leading innovator
- ENR Top 125
- 24 offices worldwide
- More than 900 employees



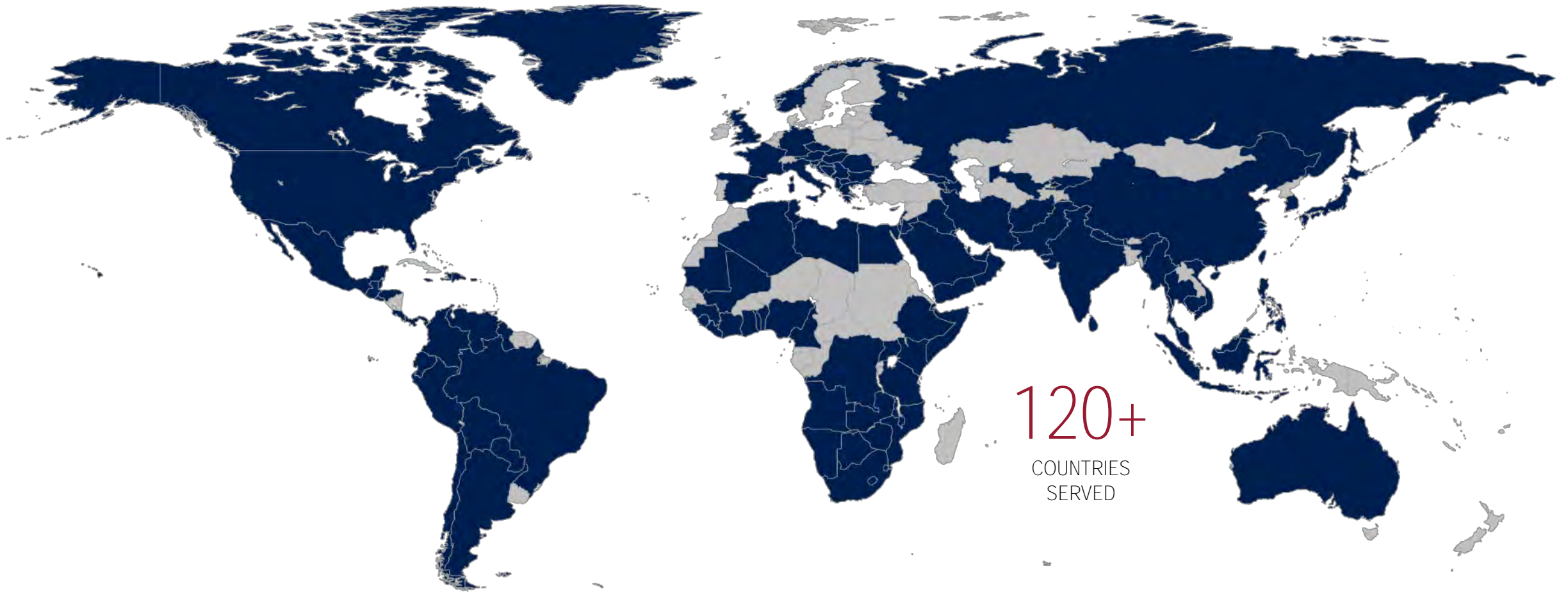
Company Offices

24 Offices Worldwide

Serving strategic energy and infrastructure clients at home and abroad.



World-wide Project Experience



Markets



FEDERAL
Helping federal agencies with efficient, cost effective and mission-ready solutions



ENERGY, POWER & ENVIRONMENTAL
Providing communities with power and environmental solutions for the future



POWER DELIVERY
Integrating distributed resources into the grid, safely and cost effectively



TRANSPORTATION
Enhancing communities by enabling safe, affordable and efficient movement of people and goods



WATER
Providing safe and sustainable water solutions that protect property and lives

FEDERAL EXPERTISE

- Master Planning
- Program Management
- Asset Management
- Airfield Infrastructure
- Facility Design
- Secure Facilities
- Resilient Energy Systems
- Fuel/POL Systems
- Training Ranges
- Sustainable Design
- Commissioning
- Geospatial Services



PARTNERING WITH

- Air Force
- Army
- Navy
- USACE
- Bureau of Indian Affairs
- Department of Agriculture
- Department of Energy
- Department of Veterans Affairs
- Federal Emergency Management Association
- General Services Administration
- US Fish and Wildlife Service



Services Offered

Planning

- Asset Management
- Conditions Assessment
- Environmental Analysis
- Feasibility Studies
- Master Planning
- Site Evaluation
- Urban Planning
- Utility Master Plans

Architecture

- Building Envelope
- Conceptual Design
- Construction Drawings & Specifications
- Cost Estimating
- LEED Certification
- Programming
- Security
- Sustainability
- Visioning

Civil

- Environmental Assessment
- Permitting
- Site Development
- Storm Water Management
- Transportation, Transit, Rail & Trail
- Water/Wastewater/Water Resources
- Value Engineering

Construction Management

- Bidding & Contracting
- Claim Evaluation
- Cost Validation
- Construction Oversight
- Constructability Reviews
- Construction Scheduling/Expediting
- Contract Administration
- On-site Resident Engineer
- Value Engineering

Program Management

- Alternative Delivery Strategies
- Assessment & Validation
- Best Practices
- Capital Improvement Planning
- Capital Program Planning
- General Engineering Consulting
- Process & Procedure Assessment

BIM and Data Integration

- 3D Animation
- 3D As-builts
- 3D Design
- 3D Modeling/3D Rendering
- Asset Management System Integration
- Building Information Modeling (BIM)
- Corridor Modeling
- GIS Mapping

Commissioning

- Air Balancing
- Commissioning Plans & Specifications
- Functional Testing
- Operations & Maintenance Manuals
- Retro-commissioning
- Design Drawings Review
- Start-up/Testing/Sampling
- Training
- Warranty Programs

Cost Estimating

- Claims Analysis & Resolution
- Constructability Reviews
- Estimating & Quantity Surveys
- Life-Cycle Cost Analysis
- Market Analysis
- Project Controls & Analysis
- Scheduling
- Value Engineering

Services Offered

Electrical

- Power
- Generation/Distribution/Transmission
- Arc Flash Hazard Analysis
- Cogeneration
- Communications
- Controls
- Emergency Power
- Lighting
- Load Analysis
- Security
- Short Circuit Analysis
- Uninterruptible Power Supply
- Value Engineering

Environmental

- Air Quality & Emissions Control
- Brownfield Redevelopment
- Environmental Site Assessments
- Grant Applications
- NEPA Planning
- Noise Abatement Studies
- Rate Analysis
- Regulatory Compliance/Permitting
- Water Quality
- Wetlands Delineation
- Wastewater Treatment

Mechanical

- Air Filtration
- Boilers
- Building Automation Controls
- Central Chiller/Heating Plants
- Chillers
- Cogeneration
- Heat Recovery
- Heating/Ventilation/Air Conditioning
- Industrial Ventilation
- Plumbing
- Process Piping
- Value Engineering

Right of Way

- Acquisition & Negotiation
- Compensation Estimates
- Construction Permits
- Land Value Market Studies
- Public Involvement
- Stormwater Pollution Prevention Plans
- Title & Research
- Web-based Project Management

Structural

- Anti-terrorism/Force Protection
- Blast Analysis
- Deep Foundation Analysis
- Foundations & Equipment Supports
- High Wind Resistant Analysis
- New Construction & Additions
- Progressive Collapse Analysis
- Rehabilitations
- Seismic Analysis
- Value Engineering

Surveying

- 3D Laser Scanning
- Boundary Surveys
- Construction Surveys
- Easement Surveys
- Topographic Surveys

Federal Leads



John Downes, PE
FEDERAL MARKET LEADER
downesjohn@stanleygroup.com
T: 561.584.8731



Scott Hartford, PE
BUSINESS DEVELOPMENT LEADER
hartfordscott@stanleygroup.com
T: 512.427.3637



John Hudson, PE
ARMY ACCOUNT
hudsonjohn@stanleygroup.com
T: 563.264.6541



Joe Yates, PE
NAVY ACCOUNT
yatesjoe@stanleygroup.com
T: 563.264.6233



Dave Norton
AIR FORCE ACCOUNT
nortondave@stanleygroup.com
T: 512.427.3611



Brian Duffy
INDO-PACIFIC
duffybrian@stanleygroup.com
T: 563.264.6224



Chris Day, PE
EUROPE-MIDDLE EAST
daychristopher@stanleygroup.com
T: 563.264.6237



Chuck Kuzma
CIVILIAN AGENCIES
kuzmachuck@stanleygroup.com
T: 703.999.9896



Project, Program, and Construction Management and Associated Services

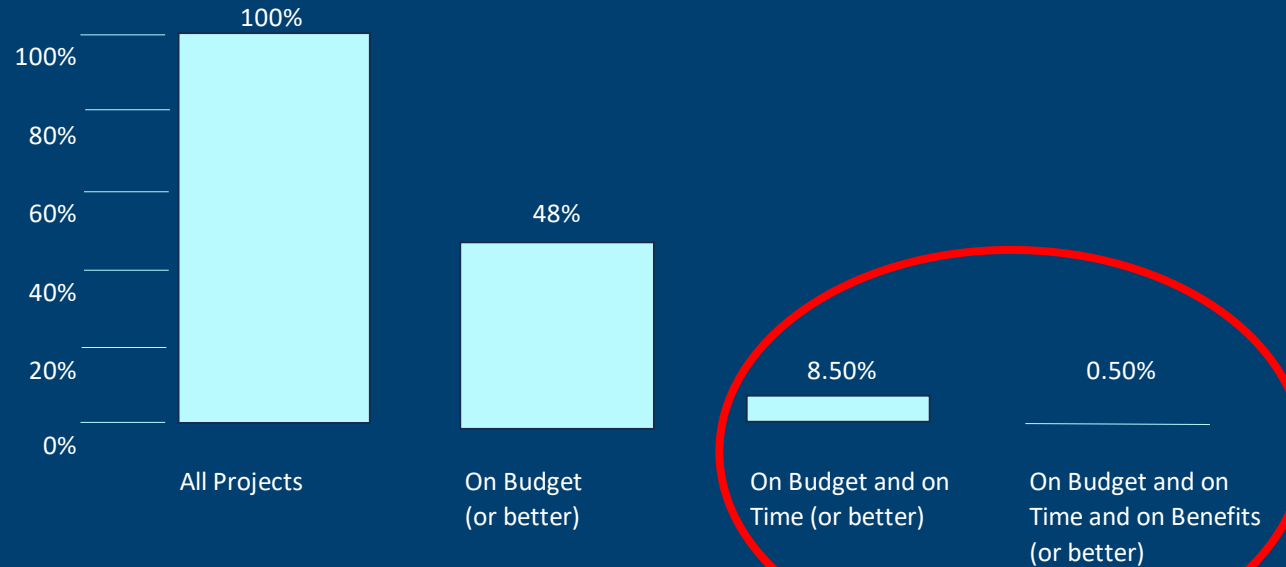
What percentage of projects in our industry meet their project goals?

The answer may surprise you.

THE IRON LAW OF PROJECT MANAGEMENT

"Over Budget, Over Time, Under Benefits"

Over and Over Again



Universal Challenge: Underperforming Projects Across All Industries

PROJECT TYPE	(A) MEAN COST OVERRUN (%)	(B) % OF PROJECTS IN TAIL (>50% OVERRUN)	(C) MEAN OVERRUN OF PROJECTS IN TAIL (%)
Nuclear storage	238	48	427
Olympic games	157	76	200
Nuclear power	120	55	204
Hydroelectric dams	75	37	186
IT	73	18	447
Nonhydroelectric dams	71	33	202
Buildings	62	39	206
Aerospace	60	42	119
Defense	53	21	253
Bus rapid transit	40	43	69
Rail	39	28	116
Airports	39	43	88
Tunnels	37	28	103
Oil and Gas	34	19	121
Ports	32	17	183
Hospital, health	29	13	167
Mining	27	17	129
Bridges	26	21	107
Water	20	13	124
Fossil thermal power	16	14	109
Roads	16	11	102
Pipelines	14	9	110
Wind power	13	7	97
Energy transmission	8	4	166
Solar power	1	2	50

Source: *How Big Things Get Done* by Bent Flyvbjerg and Dan Gardner

Two Teams, One Winner

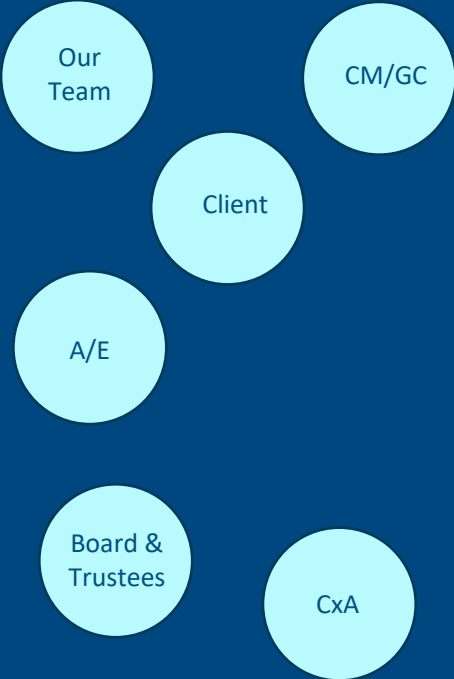


In Our Industry: 30+ Teams, No Winners



Changing the Game:

Focusing on Project Culture - All About the People



How We Do It: Services Provided Across All Market Sectors

Delivery

Project Management
Program Management
Construction Management
Owner's Representative

Support

Commercial Management
Project Controls
Schedule Management
Risk Management
Cost Estimating
Budget Development
Change Order Management
BIM Implementation
PMIS Development
QA/QC Management

Advisory

Project Delivery Support

- Team Alignment
- Project Organization

Real Estate Due Diligence
Infrastructure Assessment
Strategic Planning
Shutdown Matrix Preparation
Independent Project Audits
Technical Review

Our Hallmark: Collaboration

One Team.
Shared Success.



80+

Professionals across
multiple disciplines



\$75 Billion

In value managed



1,000+

Projects and programs
managed

3 & 21

Serving the Infrastructure,
Building, and Energy
Markets covering over 21
sectors



95+

Valued clients and
partners



10+ Certs

MBA, DBE and/or SBE in
various jurisdictions



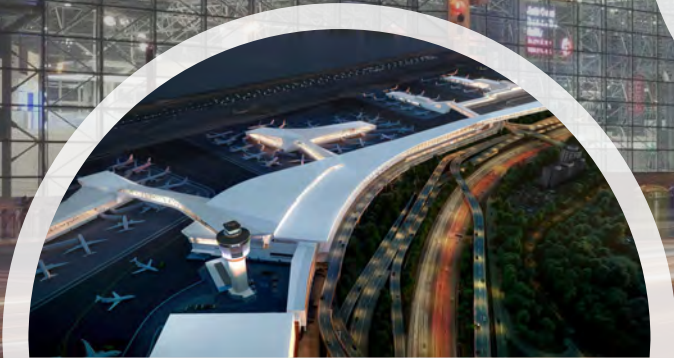
2020-2023

ENR New York
Top Contractors list

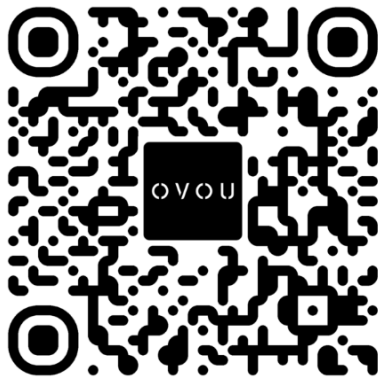


We look forward to
bringing what we know

to help you achieve project
and program goals.



GROUP **PM**^x



Scan with your camera app

Thank you.

One Team. Shared Success.SM

Melwood

Mark Hegarty
VP of Business Development
571-263-9832 MaHegarty@Melwood.org

Oct 2023

melwood.org

©2018

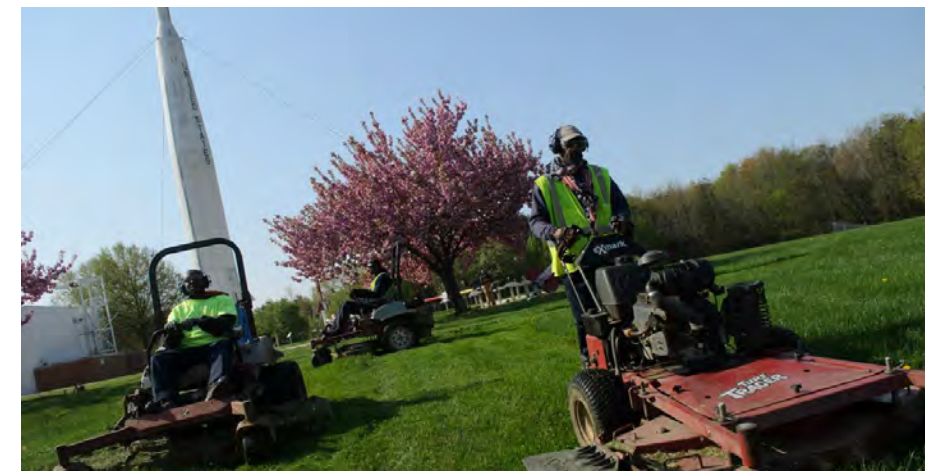


What's In It For Me (WIFM)

- Why Melwood?
 - Capabilities
 - Experience
 - Past Performance
 - Relationships
 - Good Karma Credit!

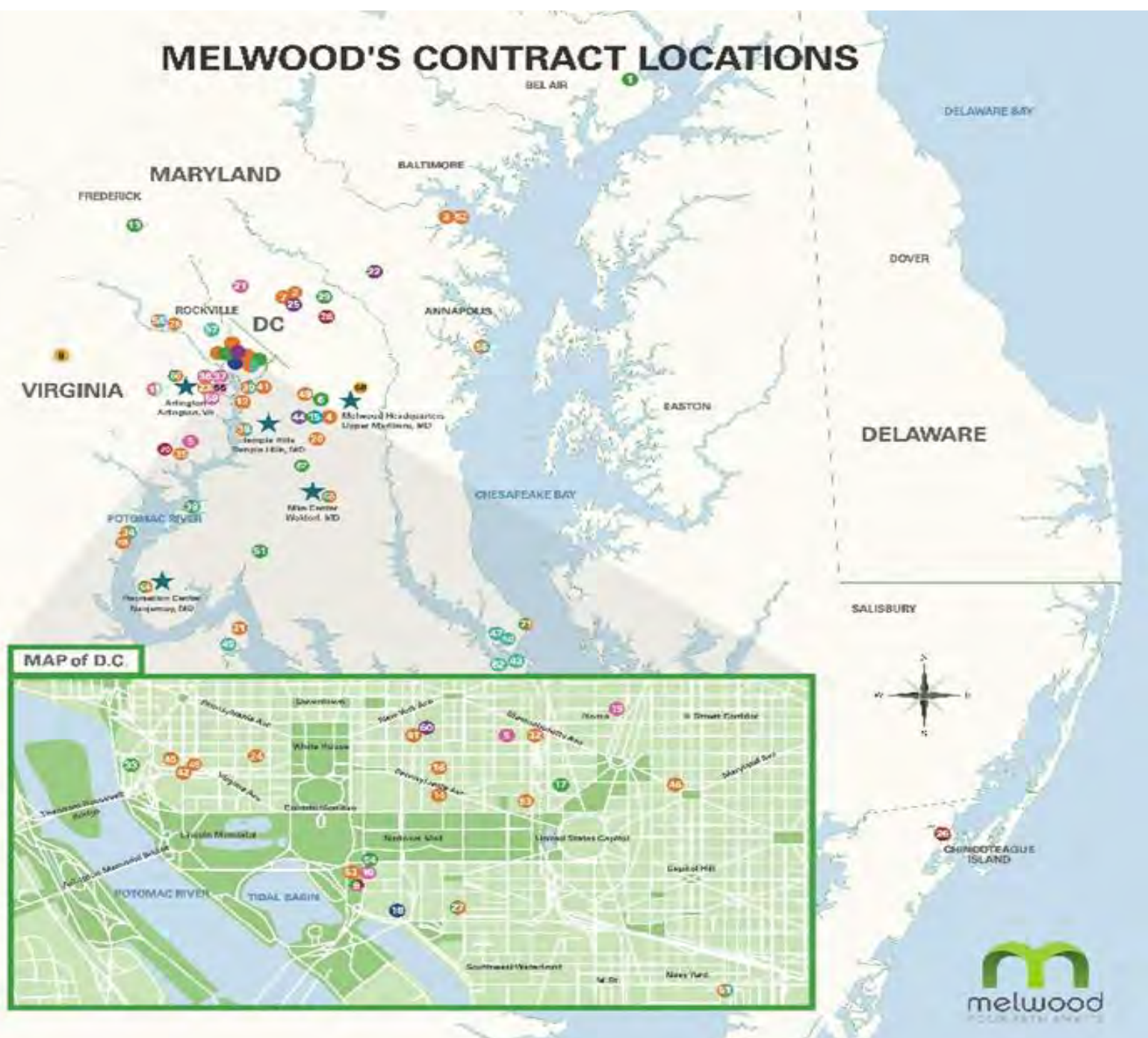
Melwood Business Services

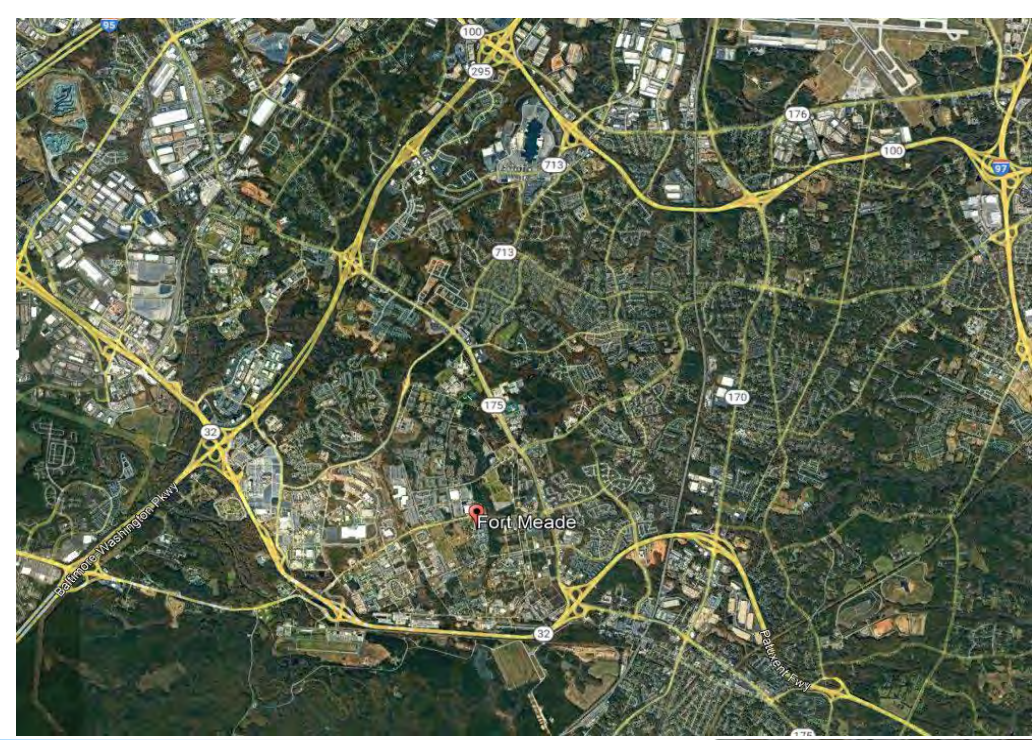
- **Total Facilities Management**
- **Custodial Services**
- **Landscape & Horticulture Services**
- Mailroom and Distribution
- Warehousing & Fulfillment
- Staffing / Administrative Services



MELWOOD'S CONTRACT LOCATIONS

- 1 Aberdeen Proving Grounds (APG)
- 2 AMHS (USDA)
- 3 Amerasia (Building 184 at Coast Guard)
- 4 Andrews Air Force Base - AAFB (Subcontract to Chimes)
- 5 Army Corps of Engineers (ACE I and ACE II)
- 6 Army Reserve Center (ARC)
- 7 Beltsville Agricultural Research Center (USDA / BARC)
- 8 Bureau of Alcohol, Tobacco, Firearms, and Explosives
- 9 Bureau of Engraving and Printing (BEP)
- 10 Defense Advanced Research Projects Agency (DARPA)
- 11 Defense Health Headquarters (DHHQ)
- 12 Department of Energy- Naval Reactors Laboratory (DOE- NRL)
- 13 Department of Energy, HQ (DOE)
- 14 Department of Justice (DOJ)
- 15 Dover House Campus
- 16 Federal Bureau of Investigation (FBI)
- 17 Federal Bureau of Prisons (FBOP)
- 18 Federal Communications Commission Contracts & Purchasing Center (FCC)
- 19 Federal Energy Regulatory Commission (FERC)
- 20 Federal Law Enforcement Training Center (FLETC)
- 21 Food and Drug Administration (FDA)
- 22 Fort George G. Meade (FGGM) US Army Garrison
- 23 Ft. Belvoir (GSA)
- 24 General Services Administration Central Office Building (GSA, HQ)
- 25 George Washington Cancer Center (GWCC)
- 26 Goddard Space Flight Center (NASA)
- 27 Housing and Urban Development (HUD)
- 28 Camerock (NIDW)
- 29 James J. Rowley Training Center (USSS)
- 30 Joint Base Annapolis-Bolling
- 31 Joint Warfare Analysis Center (JWAC)
- 32 Judiciary Square (GSA)
- 33 Kennedy Center
- 34 Marine Corps Base Quantico
- 35 Fort Belvoir/PED Soldier
- 36 National Credit Union Administration (NCUA)
- 37 National Endowment for Humanities (NEH)
- 38 Naval Research Laboratories
- 39 Naval Support Facility Indian Head (Indianhead/Stumpneck)
- 40 Naval Surface Warfare Center Dahlgren
- 41 New Executive Office Building/ Remote Delivery Site (NEOB/RDS) / GSA
- 42 Tetradik (Potomac Annex Bldg 1-5)
- 43 Patuxent River Naval Air Station
- 44 Peace Corps
- 45 Potomac Annex- Navy HR Complex (GSA)
- 46 Senate Employee Child Care Center / Architect of the Capitol
- 47 Solomon Annex
- 48 Potomac Annex E,C,S (GSA)
- 49 U.S. Census (GSA)
- 50 Solomon's Island (NIDW)
- 51 Town of La Plata
- 52 United States Coast Guard (USCG) - Cutters, Curtis Bay
- 53 United States Courthouse (USCR) / GSA
- 54 United States Department of Agriculture Headquarters Building (USDA HQ)
- 55 United States Department of State
- 56 United States Naval Academy (USNA)
- 57 US Naval Observatory
- 58 US Naval Surface Warfare Center (Corderock)
- 59 United States Patent and Trademark Office
- 60 United States Secret Service Headquarters
- 61 Washington Navy Yard
- 62 Webster Field
- 63 Yates (GSA)
- 64 MRC Campus
- 65 Nike Campus
- 66 Arlington Campus
- 67 Chatham Youth Center
- 68 Quantico
- 69 DOJ COPS
- 70 Defense Threat Reduction Agency
- 71 Goddard Space Flight Center (NASA)





Value to You

- **Capabilities**
 - 20+ years of Experience and Past Performance
 - Proven Processes & Procedures
- **Relationships**
 - NAVFAC, Army, NASA, DOE, BEP, USDA, DOJ, HUD, etc.
- **Locations.** D.C., Maryland, Virginia
 - **BOS – We would like to discuss being on Your Team**
- We are open to being a **subcontractor**



LÓGOS | AKF



— LOGOSAKF . COM —

Our Story

AKF Group has joined forces with Logos BZ to form a Service-Disabled Veteran Owned Small Business (SDVOSB) joint venture (JV) named Logos|AKF. This was made possible through the U.S. Small Business Administration (SBA) Mentor/Protégé (M/P) program. Logos|AKF combined the significant A&E capabilities of AKF Group and Logos' 30+ years of experience supporting Veterans to create positive impacts for our Nation's Veterans and to bring commercial industry best practices to the Federal market.

Member Partners



• Charles Malone



• Brad Lownsbury



• Mitch Patterson

Logos | AKF LLC

SDVOSB JV

- EIN: 84-1733654
- DUNS: 117377277
- CAGE: 8GMM3
- CVE Verified
- LogosAKF.com



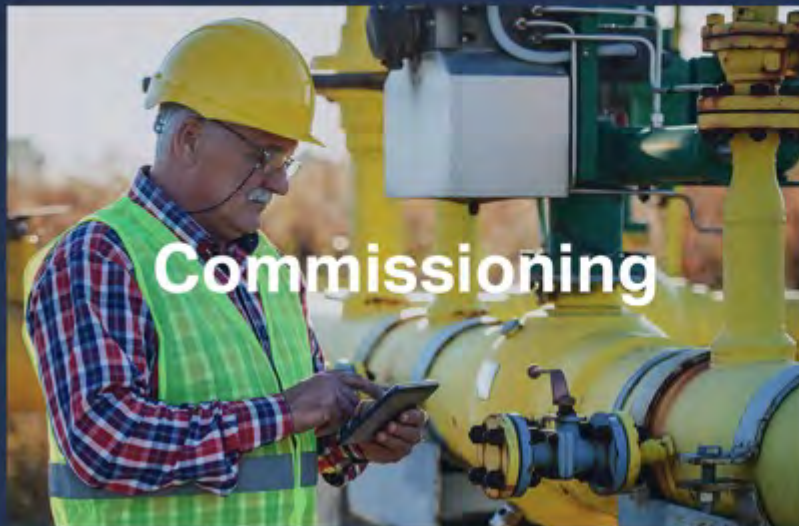
Why Logos | **AKF?**

Why Partner w/JV?

- Veteran Owned
- 300+ Engineers and Designers
- Expansive Network

- Access to opportunities partner can't bid on
- Bring commercial best practices to public sector
- Help Veterans

LogosAKF.com





LÓGOS | AKF



— LOGOSAKF.COM —

Physically Block Cyberattacks

Protecting critical infrastructure
that makes modern life possible

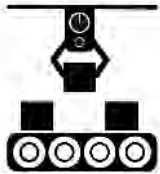
www.fend.tech



Fend Protects:



Oil and Gas



Factories



Campus Energy



Electric Distribution



Water Infrastructure



Satellite Communications



Maritime



Research



Defense

Use Cases:

- OT/IT Segmentation
- Internal Network Security Monitoring (ISNM)
- Engine room telemetry
- Utility plant monitoring

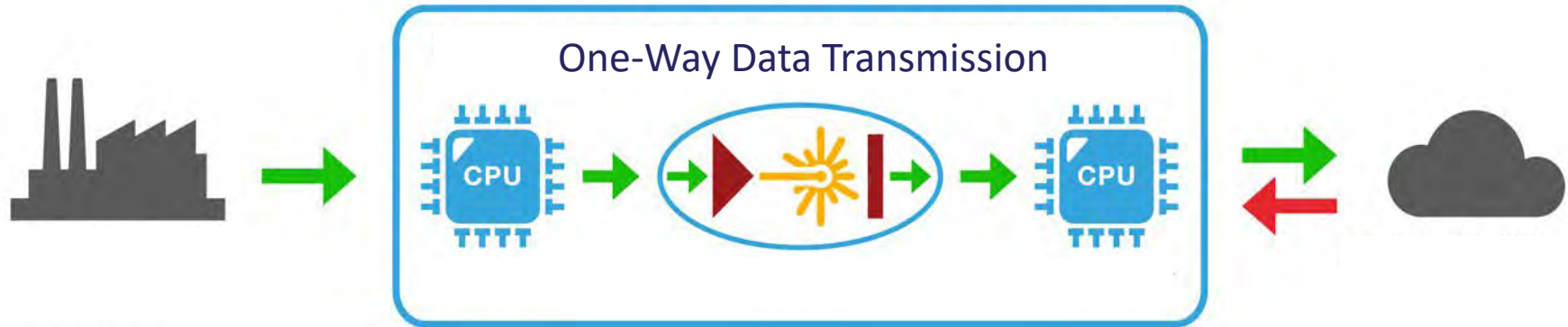
Notable Customers:



Customer Countries:

- Australia
- Canada
- Japan
- South Korea
- France
- USA
- Thailand
- Sweden
- Netherlands

DATA GOES OUT



NOTHING GETS IN

Tested, Certified, Deployed

- 90% less expensive
- Easy to deploy
- Compact and rugged
- Compatible with legacy systems



- US Army and Navy tested
- Multiple patents awarded
- Made in the USA
- Safety Certified (ETL, CE)
- Multiple purchase options
- On AT&T and Verizon Networks



**Project of the
Year**

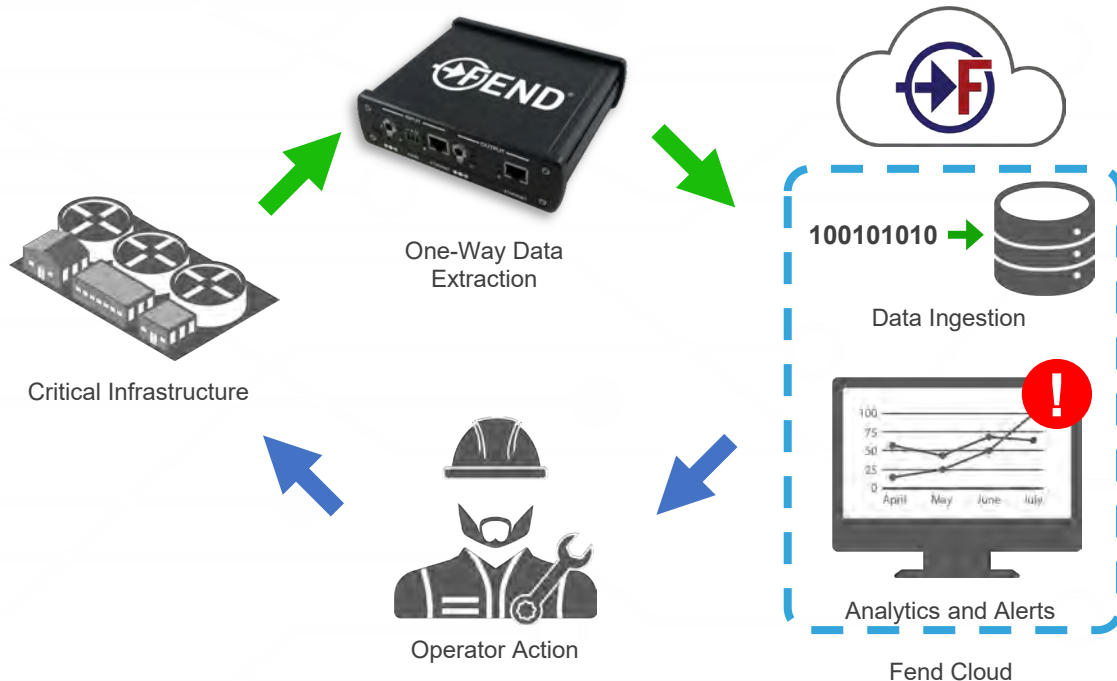


AFWERX and DOE

SBIR Awardee



Unlock New Data Sets and Tools Previously Off-Limits



Benefits for Users

- Safely open the door to the cloud
- Feed AI/ML Tools
- Share intelligence generated at the edge
- Bring legacy platforms into the IoT that have no business being there

Fend protects the critical infrastructure and networks that make modern life possible.



www.fend.tech

info@fend.tech

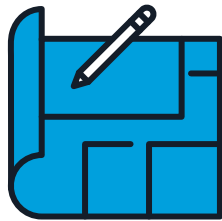


Collectively Striving for Flood Resiliency

A Global Distributor of Flood Mitigation Solutions

Core Competencies

Experts in floodplain design for 25+ years



In-house Design Capabilities

- Global Distribution & Procurement
- Flood Mitigation Solutions
- In-House Engineering Capabilities
- New Construction & Retrofits



Multiple Product Partners

- Erosion Control Solutions
- Levee & Dune Core Support
- Complimentary Floodplain Design
- Commercial & Residential



Certified Floodplain Managers

- New Product Innovation
- Product Manufacturing
- Custom Design Abilities
- Project Consulting

Professional Flood Design Services

Project Engineering Team

Project Management Team

Complimentary Design Analysis

- Product Comparisons
- Timelines & Deliverables
- 3-Part Specs
- Budgetary Estimates & Formal Turn-Key Quotes



An aerial photograph of a residential neighborhood with a marina. Several houses are visible, many of which have orange floodproofing barriers installed around their foundations. The barriers are connected by a network of orange pipes that run along the streets and through the yards. In the center, a marina contains several boats, including a large white motorboat and several smaller boats. The water in the marina is a dark green color. The houses are mostly two-story structures with various roof colors and styles. The streets are paved and have sidewalks. There are trees and greenery throughout the neighborhood. The overall scene suggests a community that has taken proactive measures to protect its homes from flooding.

Dry Floodproofing Solutions

The Most Solutions Under One Roof



Custom Door & Window
Barrier



Flood
Logs



Flood Plank
System



Pedestrian Flood
Door



Floodproof
Windows



Floodproof
Walls



Passive Flood Barrier



Passive
Flood Barrier



Modular Perimeter Flood Barrier



Standard Perimeter Flood Barrier



Collapsible Perimeter Flood Barrier



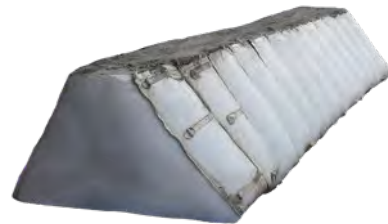
Custom Perimeter Flood Barrier



Flexible Perimeter Flood Barrier



Industrial Engineered Flood Gates



Sand-filled Flood Fighting System



Residential Flood Barriers



Floodwater Management Solutions

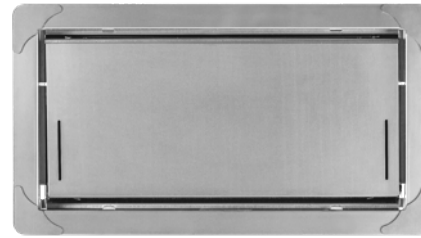
The image shows the exterior of a house with light grey horizontal siding. Two white-framed, double-hung windows are positioned in the upper half of the frame. Below the siding is a white horizontal band, and underneath that is a section of white stucco. Two rectangular vents are set into the stucco wall. The foreground consists of a green lawn and a dark asphalt driveway on the right side.

Wet Floodproofing Solutions

Flood Vent Options



Dual Function



Insulated



Wood Wall



Garage door



Multi-frame Configurations



Pour-in-place bucks



Thank You!

Go to www.floodproofing.com/education to receive course certificate and submit AIA number



Send plans to: PLANS@floodproofing.com



AIA
EDUCATION
PROVIDER

AIA COURSE TITLE:	FLOODPLAIN DESIGN, CONSTRUCTION, AND IMPACTS ON FLOOD INSURANCE
AIA COURSE #:	FP04
AIA CREDIT: 1 HSW	
AIA PROVIDER:	FLOODPROOFING.COM
AIA PROVIDER #:	T058

Presenter Information:

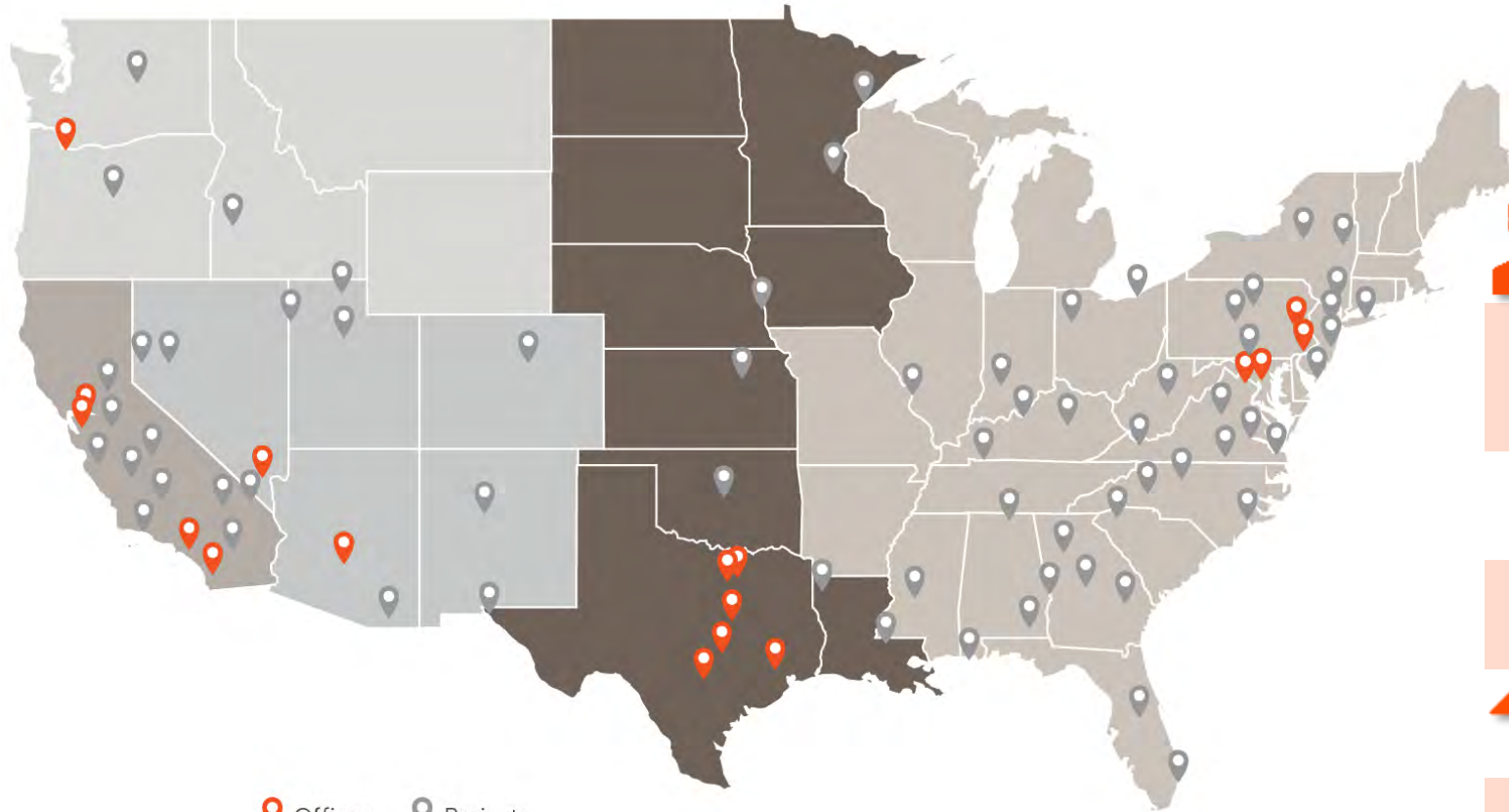
Kurt Luecke, CFM

Regional Manager | Flood Mitigation Specialist

kluecke@floodproofing.com

c 443-559-1724

Southland Industries – Who Are We?



 Offices  Projects

Founded in 1949, Southland is one of the industry’s safest, most progressive MEP contractors. With office locations in the **Mid-Atlantic, Pacific Northwest, Northern California, Southern California, Texas, and Mountain West** regions.

SOUTHLAND *By The Numbers*



Over 5,300 employees nationwide



0.47 Experience Modification Rate (EMR)
safest in the industry



320+ Engineers



\$2B Bonding Capacity



\$1.4B Revenue FY2022



165+ Completed LEED projects



#4 2022 ENR Ranking
Top Mechanical Contractors

Southland Capabilities

ENGINEERING

Mechanical, Electrical, Fire Protection,
& Plumbing Design Engineering
Engineering Consulting
Building Information Modeling (BIM)

ENERGY

Energy Efficiency
Renewable Energy & Storage
Energy Infrastructure
Energy Consulting
Incentive and Rebates
Performance Contracting

SOUTHLAND CAPABILITIES

CONSTRUCTION

MEPFP Construction
Preconstruction
Prefabrication & Modular Construction
Project Management
Commissioning

SERVICE

Building Automation
24/7 Mechanical Service
Retro-commissioning
Service Agreements
Controls Integration

Special Projects and Service

Sample Project Sites



MEP Partnering Solutions for Complex Government Retrofit Projects

- Office Buildings
- Laboratory Buildings
- Data Centers
- Mission Critical Facilities

Partnership Delivery Methods

- Design-Build
- Design-Bid-Build
- Facility Maintenance
- Strategic Small Business Partnerships – 8(a), super 8(a),

Design / Build / Maintain Success Story - NMUSA



Service: Operations and Maintenance (O&M) contract for the HVAC, controls, fire protection, and plumbing.

Construction: Design-build mechanical, plumbing, controls (**Delta / Tridium**), and fire protection services.

This project is a 185,000 square foot low-rise combination museum and office building. This project includes 100% Dedicated Outside Air Supply (DOAS) systems (**Daikin Air Cooled-Chillers**) and high-efficiency condensing boiler plant (**Fulton Boilers**) and a domestic hot water plant.



This project won WBC Craftmanship Awards for mechanical piping and sheet metal.