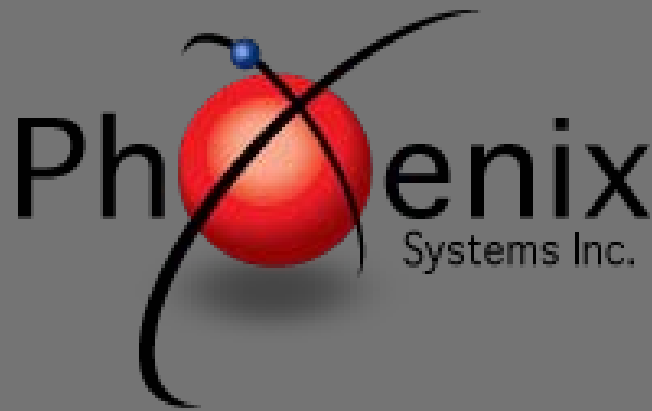




# Phoenix Systems Inc.

Construction and Construction Management  
Capabilities Statement



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## **Company Overview**

Phoenix Systems Inc. is a Small Business Administration (SBA) certified 8(a), Woman-Owned, Small Disadvantaged Business.

The Construction Management (CM) division offers clients nearly two decades of experience in the management of commercial and government construction and renovation projects.

## **Mission**

Phoenix Systems Inc. is dedicated to leveraging our industry experience and the expertise of our skilled personnel to provide quality services to our clients at a reasonable price. We are committed to being the best value choice for our customers.

## **Services**

Phoenix Systems Inc.'s CM division can integrate all aspects of the construction or renovation process – from design, through procurement, and on to construction performance and closeout in order to permit our clients to manage their construction or renovation programs effectively without creating permanent staff positions.

We work closely with stakeholders including the owner, architects, engineers, and other consultants to establish a general plan, contract packaging, processes for bidding, award payment, change orders and claims, and the best quality control system to suit the project.

The services we offer include cost estimating, value engineering, constructability review, critical path method (CPM) scheduling and inspection. The following subsections detail the features and benefits we provide with each of these services.

### **CPM Scheduling**

The saying that “time is money” probably originated in the construction industry. We recognize that accurately plotting the critical path of the project schedule is a key element in not only ensuring the timely completion of a project, but also helps as a method to control costs. Because of this understanding CPM scheduling is the cornerstone of Phoenix Systems Inc.'s CM services. Using Microsoft Project or Primavera P-3 we provide project scheduling during the design phase for development of the initial schedule, the assessment of project duration, and the planning of critical project activities. During the construction phase the schedule becomes a living document that is continually updated and can be used for monitoring construction activities, analysis of changed conditions and delays, and the evaluation of their impact on project completion. During the post-construction phase the schedule can be used for project close-out and analysis of any subcontractor claims.

### **Cost Estimating**

Construction costs are in a constant state of flux. This uncertainty can impact the profitability of any construction or renovation project and thereby introduce one more element of risk to the project. Using Microsoft Excel or Sage Timberline estimating software Chris Craig, the Chief Estimator for Phoenix Systems Inc., has the expertise earned from successfully pricing tens-of-millions of dollars in competitively bid contracts. This real world experience allows him to

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correctly estimate the costs for all specialties of work and for all phases of a project and in so doing reduce any cost related risk associated with the project.

### **Value Engineering**

Construction and renovation projects are subject to numerous external forces including material availability, price escalation, and labor constraints. To counter or reduce the effects of these forces Phoenix Systems Inc. can perform a value engineering analysis to determine if there are better or less expensive materials or methods that can be used to reduce the cost or construction schedule for a project or to increase the quality of the completed facility.

### **Constructability Review**

Owners, architects and general contractors want confidence that the contract and construction documents used for their project are clear in their intent, and the project is buildable at a reasonable cost, within a reasonable time. Errors and omissions to these documents have historically accounted for more than half of all change orders. A constructability review from Phoenix Systems can eliminate these potentially costly change orders from your construction or renovation project. While it is best to have the review performed at each phase of the design process to eliminate errors and omissions as they occur, we can also do a review at the end of the design process to ensure constructability of the final design.

### **Inspection**

Construction inspection is a specialized field that requires planning and coordination to ensure that the final product is constructed in accordance with plans and specifications. Phoenix Systems Inc. can minimize the risks associated with construction while ensuring that new and renovated facilities can be constructed according to the plans and specifications and completed on time and on budget.

## **Leadership**

### **Chris Craig – Vice President, Construction Management**

As Vice President, Construction Management, Mr. Craig oversees the construction of projects and is responsible for total quality management, timely project completion, and optimum profitability. To achieve these endeavors he maintains open communication with Owners, Developers, Architects, Engineers, and Subcontractors. He establishes project requirements and anticipates personnel, equipment, and schedule demands. He has overall responsibility for job performance inclusive of production, scheduling, material delivery, safety and quality.

Mr. Craig's previous experience includes service as Vice President of Construction for Hubert Construction from 2006 to 2009 where he was responsible for numerous high profile construction projects. He was Vice President for the R.R. Gregory Corporation from 1994 to 2006. With the E.A. Baker Company he was a Superintendent and Project Manager from 1990 to 1994. He has successfully completed a range of projects including Design/Build, Defense, Federal and Institutional, ranging from \$250,000 to \$25,000,000. These projects consisted of office buildings, manufacturing/testing facilities, recreational facilities, K-12 schools, universities, embassies and retail spaces.

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A partial list of completed projects includes:

- **Cantina Cove (2009)** – Contract Value: \$2,600,000. Owner: Brambleton Development, Brambleton, Virginia. Details: Design Build – 9,000 square foot interior restaurant fit-out, new second floor mezzanine, elevator, curtain wall and high-end interior finishes.
- **Heritage Hunt Corporate A (2009)** – Contract Value: \$11,500,000. Owner: Buchanan Partners, Gainesville, Virginia. Details: Design Build – 18 acre site development, 75,000 square foot Class A office building. Three story steel construction with brick and precast veneer, two elevators and high-end finishes. ABC award winner for office building new construction.
- **Defense Intelligence Agency Module C5 Renovation (2009)** – Contract Value: \$1,600,000. Owner: Defense Intelligence Agency, Bolling Air Force Base, Maryland. Details: Performed work for divisions 2 through 13 as a subcontractor for an 8A construction firm. 28,000 square foot interior renovation and finishes.
- **Walter Reed Building T-2 Renovation (2009)** – Contract Value: \$2,100,000. Owner: Department of the Army, Walter Reed Army Medical Command. Details: Performed work for divisions 2 through 13 as a subcontractor for an 8A construction firm. 37,000 square foot interior renovation and finishes.
- **Section 13 Pool and Community Center (2008)** – Contract Value: \$1,350,000. Owner: Brambleton Development, Brambleton, Virginia. Details: Design Build – three new pools with a 3,000 square foot shower and locker facility, kitchen and community center. Wood frame and truss construction with stone veneer façade.
- **Brambleton Visitor Center (2008)** – Contract Value: \$1,150,000. Owner: Brambleton Development, Brambleton Virginia. Details: Design Build – 6,800 square foot interior fit-out, showcase for available home interior finish options for home development. ABC Award Winner for Interior Finishes over \$ 1,000,000.
- **Heritage Hunt Professional (2008)** – Contract Value: \$7,800,000. Owner: Buchanan Partners, Gainesville, Virginia. Details: Design Assist – 10 acre site development, 48,000 square foot Class A office building. Two story steel construction with brick and precast veneer, two elevators and high-end finishes. ABC Award of Merit Winner.
- **Gateway Business Center (2008)** – Contract Value: \$14,500,000. Owner: Buchanan Partners, Gainesville, Virginia. Details: Design Assist – 13 acre site development, 195,000 square foot flex retail, four building complex. Tilt panel construction with embedded brick veneer shell buildings for future tenant fit out.
- **Ashburn Crossroads (2007)** – Contract Value: \$9,250,000. Owner: Keane Enterprises, Ashburn, Virginia. Details: Design Assist – Four building, Class B office building complex, 82,000 square foot full fit-out. Wood frame and truss construction with brick veneer and storefronts.
- **Broad Run Professional Building (2007)** – Contract Value: \$7,200,000. Owner: Buchanan Partners, Ashburn, Virginia. Details: Design Build - Conversion of a 65,000 square foot Pan Am flight simulator building to a Class A office building. Complete interior demolition, addition of a second floor mezzanine and full office fit-out.

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- **Conway Elementary School (2006)** – Contract Value: \$13,800,000. Owner: Stafford County Public Schools, Stafford Virginia. Details: 41 acre site development and 110,000 square foot new elementary school. Masonry structure with wood truss and brick veneer. Full interior fit-out.
  - **Margaret Brent Elementary School (2006)** – Contract Value: \$17,600,000. Owner: Stafford County Public Schools, Stafford Virginia. Details: 72 acre site development and 110,000 square foot new elementary school. Masonry structure with wood truss and brick veneer. Full interior fit-out.
  - **Walter Reed Fitness Facility (2005)** – Contract Value: \$8,600,000. Owner: Department of the Army, Walter Reed Army Medical Command. Details: Eight acre site development with 135,000 square foot sports and recreation building. Steel frame structure, basketball and racquetball courts, locker room and shower facility. Full interior fit-out.
  - **Dr James A Forrest Technology Center (2005)** – Contract Value: \$25,400,000. Owner: St. Mary's County Public Schools, Leonardtown Maryland. Details: 17 acre site development and renovation/addition to a 245,000 square foot high school while occupied.
  - **St. Mary's County Detention Center (2004)** – Contract Value: \$11,250,000. Owner: St. Mary's County, Leonardtown, Maryland. Details: 12 acre site development, two story, 83,000 square foot cell expansion. Concrete and masonry structure with 75 new detainment cells.
  - **Antenna Range (2004)** – Contract Value: \$14,500,000. Owner: Department of the Navy, Patuxent River Naval Air Station, Maryland. Details: 130 acre site development with two pre-engineered buildings and tower for microwave radar testing.
  - **Laurel Ridge Elementary School (2003)** – Contract Value: \$7,200,000. Owner: Fairfax County Public Schools, Annandale, Virginia. Details: Nine acre site development, renovation and addition to a 100,000 square foot elementary school while occupied.
  - **Millcreek Middle School (2003)** – Contract Value: \$17,000,000. Owner: Calvert County Public Schools, Lusby Maryland. Details: 92 acre site development and 165,000 square foot two story steel and brick veneer building. Full interior fit-out.
  - **Madison High School (2002)** – Contract Value: \$27,400,000. Owner: Fairfax County Public Schools, Vienna, Virginia. Details: Four acre site redevelopment and renovation/addition to a 225,000 square foot high school while occupied.
  - **Dowell Elementary School (2002)** – Contract Value: \$11,700,000. Owner: Calvert County Public Schools, Lusby, Maryland. Details: 49 acre site development with a two story, 134,000 square foot, steel frame building with brick veneer and exterior insulation and finish system (EIFS).
  - **Main Navy Exchange (2001)** – Contract Value: \$22,000,000. Owner: Department of the Navy, Patuxent River Naval Air Station, Maryland. Details: 16 acre site development and 106,000 square foot structural steel and brick shopping annex.
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- **High Fuel Flow Test Facility (2001)** – Contract Value: \$6,200,000. Owner: Department of the Navy, Patuxent River Naval Air Station, Maryland. Details: 47,000 square foot pre-engineered building for testing and evaluation of propellants.
- **Explosive Pressing Facility (2000)** – Contract Value: \$8,400,000. Owner: Department of the Navy, Naval Surface Warfare Command, Maryland. Details: Six acre site development and retrofit/addition to 37,000 square foot building for specialized materials handling.
- **Catapult Loading Facility (2000)** – Contract Value: \$5,500,000. Owner: Department of the Navy, Naval Surface Warfare Command, Maryland. Details: Nine acre site development and retrofit/addition to 12,000 square foot building for specialized materials handling.
- **CAD/PAD (1999)** – Contract Value: \$13,400,000. Owner: Department of the Navy, Naval Surface Warfare Command, Maryland. Details: 22 acre site development and two new buildings totaling 172,000 square feet for specialized materials handling.
- **Ordnance Countermeasures Laboratory (1999)** – Contract Value: \$21,400,000. Owner: Department of the Navy, Naval Surface Warfare Command, Maryland. Details: 11 acre site development and 65,000 square foot building for munitions research.
- **Chemical Laboratory (1998)** – Contract Value: \$32,000,000. Owner: Department of the Navy, Patuxent River Naval Air Station, Maryland. Details: 24 acre site development and 130,000 square foot three story structural steel and brick laboratory for research.

## General Company Information

**TIN:** 522277876

**DUNS:** 148091254

**CAGE Code:** 398B6

**NAICS Code:** 236220 Construction Management Firms, Commercial and Institutional Building Firms

## Company Contact Information

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