



 **SSOE**[®] making clients successful.

VALUE PROMISE



CLIENT INTIMACY + INNOVATIVE TOOLS TO DELIVER MORE VALUE.

OPPORTUNITY: Due to our longstanding relationship with one of our oldest clients, we were strategically positioned to deliver tremendous value on a nearly 900,000 SF transmission plant renovation.

ACTION: We utilized 3D reality capture to determine existing conditions of the facility and modeled the renovations based on the resulting point cloud.

RESULTS: 3D technology allowed us to collect accurate data on existing conditions quickly, easily, and safely, while opening up discussions with project stakeholders like never before. The result was quality improvement and value-added solutions to the tune of more than \$8 million in savings for our client.

Founders Jack Steketee and Al Samborn



MAKING HISTORY TOGETHER.

**150 OF OUR CLIENTS HAVE BEEN WITH US FOR OVER 20 YEARS.
DECADES LATER, WE'RE STILL FINDING NEW WAYS TO IMPRESS THEM.**

**THE SSOE EXPERIENCE: THE COMBINATION OF OUR VALUE PROMISE AND
GREAT CLIENT SERVICE THAT RESULTS IN TRUSTED RELATIONSHIPS.**

Successful projects have a common characteristic. They're built on solid relationships. Building them involves caring to learn all about your business and how we can contribute to your success. We develop a rapport between our teams by adopting your protocols and learning how you like to work. The stronger—and longer—the relationship, the more value we add.

Successful projects are the SSOE Experience.

YES, WE MAKE PROMISES.

OUR VALUE PROMISE: TO DELIVER HIGH-QUALITY PROJECTS, ON SCHEDULE, WITH FEWER PROBLEMS, AND FOR LOWER TOTAL COST. THIS SAVES CLIENTS TIME, TROUBLE, AND MONEY, AND MAKES THEM SUCCESSFUL.

SSOE RETURNED 95% OF OUR FEE TO CLIENTS IN THE FORM OF PROJECT SAVINGS OVER THE LAST 5 YEARS.

For decades, we've found ways to deliver greater value to clients. We promise to save you time, trouble, and money on every project and document the amount saved. It's our commitment, and we're willing to put our fee at risk to reinforce that commitment.

We focus on savings opportunities that align with your priorities and business objectives. If getting up and running faster is of prime importance, we'll hone in on compressing the project schedule. If construction costs are a concern, our procurement team can source the best value materials. Throughout this brochure, you'll see examples of how we've made good on our Value Promise. Everyday, we'll continue to find ways to add value.

We keep our promises.



VALUE PROMISE

A SYNERGETIC APPROACH TO DRIVING PRODUCTION

OPPORTUNITY: A food manufacturer engaged SSOE's EPCM services to add production capacity to an existing facility through the addition of a second line.

ACTION: A phased construction approach that enhanced coordination and pulled critical path activities forward. In one case, a fabrication-level 3D model allowed the modularization of liquid process elements on skids that could be constructed in a fab shop concurrent to facility construction.

RESULTS: A project delivered 3 months ahead of schedule within the original budget—moving production forward, and translating to nearly \$20 million in documented savings for the client.





VALUE PROMISE

SAVING TIME ON THE SCHEDULE

OPPORTUNITY: Obtaining a critical air quality permit threatened to delay the start of one client's critical operations.

ACTION: We helped expedite the approval of a 600-page permit in record time—30 days faster than any similar permit had been approved in the U.S.

RESULTS: We preserved the schedule for this billion-dollar project, saving the client millions of dollars.

SERVICE FIRST.

9 OUT OF 10 OF OUR CLIENTS SURVEYED WOULD RECOMMEND SSOE TO THEIR COLLEAGUES.

GREAT CLIENT SERVICE: UNDERSTAND AND EXCEED THE CLIENT'S EXPECTATIONS TO DELIVER UNEXPECTED BENEFITS.

Delivering Great Client Service is embedded in our culture. We train our staff, monitor our performance, and improve our procedures so that each one of us contributes to an outstanding SSOE Experience.

It all starts with listening so we understand your expectations up front. Delivering the SSOE Experience requires us to determine how to exceed those expectations, put a plan in place to do it, execute the plan every step of the way, and measure the results.

Because we can't improve what we don't measure, we'll ask you to rate our performance. If we haven't exceeded your expectations, our step-by-step process kicks in so we will the next time.

Service first. Service always.



COMPREHENSIVE SERVICES. COMPLETE SOLUTIONS.

PLANNING



- 3D visualization
- Capital planning assistance
- Feasibility studies
- Front-end loading
- Master planning
- Program / Project management
- Public hearings
- Public relations
- Scope development
- Site selection
- Sustainability master planning

DESIGN



- Code studies
- Conceptual design
- Facility
 - Architectural
 - Civil
 - Electrical / Power
 - Environmental
 - Fire protection
 - Mechanical
 - Structural
- Process
 - cGMP
 - Chemical
 - Controls and automation
 - Instrumentation
 - Material handling
 - Process machine design
 - Packaging
- Programming
- Sustainable design / LEED® certification
- Value engineering

CONSTRUCTION



- 4D sequencing
- Bid meetings
- Commissioning and start-up
- Constructability and construction strategy
- Construction management
- Estimating
- Health and safety
- Operator / Staff training
- Owner's representation
- Permitting
- Procurement
- Site management
- Subcontractor management

PROFESSIONAL SERVICES



- BIM files to enhance facility management
- Disaster relief
- Energy audits
- Inspections
- Maintenance engineering
- Manufacturing productivity enhancement
- On-site engineering support
- Six Sigma
- Sustainable and renewable solutions



VALUE PROMISE

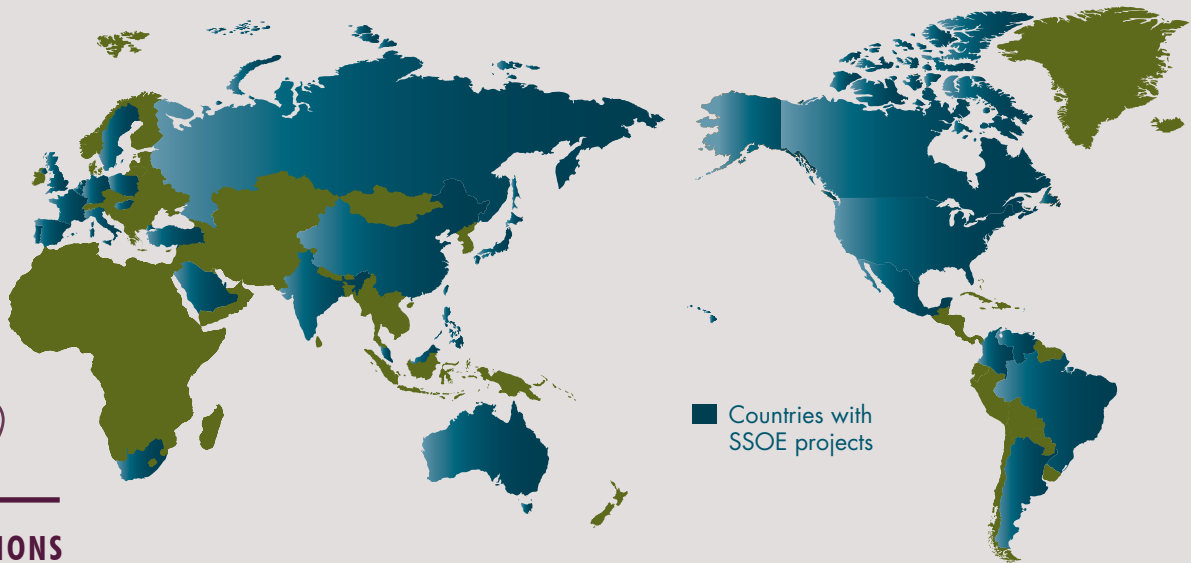
ELIMINATING WASTE TO CREATE VALUE AND MINIMIZE ISSUES

OPPORTUNITY: We were selected for a joint venture to employ a highly integrated, first-of-its-kind utilities and process installation design for a 1 million SF manufacturing facility located in Mexico.

ACTION: Maximized the use of advanced technology to facilitate collaboration among the contractor, trade partners, and owner early on. Our highly detailed and coordinated 3D model allowed for construction documents to be extracted directly, leaving little room for error.

RESULTS: More than \$1.5 million saved in costly change orders, meeting the client's rigorous design schedule and helping accomplish a process in 8 months that historically would have continued well into construction.

WE'RE WHERE YOU ARE AND WHERE YOU WANT TO BE.



LOCATIONS

Albany, NY
Alliance, OH
Atlanta, GA
Birmingham, AL
Chandler, AZ
Cincinnati, OH
Columbus, OH
Huntsville, AL
Kalamazoo, MI
León, Mexico
Lima, OH
Midland, MI
Monterrey, Mexico
Mumbai, India
Nashville, TN
Omaha, NE
Penang, Malaysia
Portland, OR
Raleigh-Durham, NC
St. Paul, MN
Santa Clara, CA
Shanghai, China
Shenzen, China
Toledo, OH
Troy, MI
Washington, DC



SERVICES

Architecture
Engineering
Construction Management
Project Management
Program Management
Site Selection
BIM2Fab™ Steel
Master Planning
Interior Design
Data / Fire / Security (DFS)
Procurement



MARKETS

Automotive
Chemical
Commercial
Consumer Products
Education
Energy / Power
Food
Glass
Healthcare
Manufacturing / High Tech
Pharmaceutical
Retail
Semiconductor



OUR CORPORATE VALUES

HERE'S A LOOK INSIDE SSOE...
AN INDICATION OF WHAT YOU CAN EXPECT FROM US.

WORLD-CLASS PEOPLE, DELIVERING WORLD-CLASS PROJECTS, FOR WORLD-CLASS CLIENTS.



Safety: Providing employees, visitors, and contractors with a safe and healthy environment.



Quality: Utilizing standard procedures to achieve consistent deliverables while meeting or exceeding client expectations.



Integrity: Being honest, moral, and ethical.



Agility: Being able to rapidly and continuously adapt to market and environmental changes in productive and cost-effective ways.



Collaboration: Working together as a team to create a superior outcome.



Innovation: Employing creativity to develop new and fresh ideas that deliver maximum value.



Diversity & Inclusion: Learning about, embracing, valuing, and including the full range of human differences.



Social Responsibility: Making choices that acknowledge the best interests of our environment, communities, and stakeholders.

RANKINGS

BUILDING DESIGN+CONSTRUCTION (BD+C)

- Top 5 Industrial Engineering Firm for the past 2 years
- Top 10 Engineering / Architecture Firm for the past 6 years
- Top 15 International Engineering Firm
- Top 30 Retail Engineering Firm for the past 4 years
- Top 50 Office Engineering Firm for the past 6 years
- Top 60 CM Agent + PM Firm for the past 2 years

ENGINEERING NEWS-RECORD (ENR)

- Top 5 Automotive Plant Design Firm for the past decade
- Top 5 Semiconductor Design Firm for the past 6 years
- Top 10 Food and Beverage Design Firm for the past decade
- Top 10 Manufacturing Design Firm for the past 7 years
- Top 20 Chemical Plant Design Firm for the past decade
- Top 25 Industrial Process Design Firm for the past decade
- Top 100 Green Buildings Design Firm for the past decade

ENR GLOBAL SOURCEBOOK

- Top 5 International Semiconductor Design Firm
- Top 25 International Manufacturing Design Firm for the past 3 years
- Top 50 International Industrial Design Firm

GREAT PLACE TO WORK®

- Named "Great Workplace" for the past 3 years

MODERN HEALTHCARE

- Top Healthcare Design Firm for the past 6 years

ZWEIG GROUP

- Named "Hot Firm" for the past 2 years