



a global project delivery firm for architecture,  
engineering, and construction management.



# Value Promise



## Client intimacy and innovative tools to deliver more value

**Opportunity:** Due to our long-standing 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



# Our mission.

**To deliver unparalleled client value that advances the AEC industry.**

**We've set an aggressive goal to become 50% more efficient in the delivery of projects, which we will achieve through the integration of people, Lean process, and new technology.**

At SSOE, delivering value is nothing new. We're constantly looking for innovative ways to improve what we're delivering to clients. As we work toward our 50% goal, we've discovered that to truly bring value to our clients we need to engage our partners in a holistic advancement of the industry—understanding that we're in a position to go beyond impacting individual projects to begin driving value into the entire capital delivery supply chain.

SSOE specializes in delivering complicated, high-stakes projects and value through long-term program management and sustaining support. Successful projects are built on solid relationships, so we take the time to learn all about your business and how we can contribute to your success. We differentiate ourselves through collaboration, from the way we treat each other to how we deliver projects. We align project stakeholders, create a common vision, and deliver that vision. The stronger—and longer—the relationship, the more value we add. Just ask the 150 clients who have been with us for over 20 years. Decades later, we're still finding new ways to impress them.



# Our billion-dollar promise.

**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.**

**In line with our mission, the quest to deliver unparalleled client value drives every decision we make. We hold ourselves accountable by documenting our savings—with \$1.5 billion saved for clients since we started tracking in 2009.**

For decades, we've found ways to deliver greater value to clients. It's part of the SSOE Experience, the combination of our Value Promise and Great Client Service that results in trusted relationships. 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. Every day, we'll continue to find ways to add value.







# 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 three 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.

**98% 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.





# Comprehensive services. Complete solutions.

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## PLANNING



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

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## 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

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## 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

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## 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 eight months that historically would have continued well into construction.





# We're where you are and where you want to be.



## LOCATIONS



Alliance, OH  
Atlanta, GA  
Birmingham, AL  
Cincinnati, OH  
Columbia, SC  
Columbus, OH  
Huntsville, AL  
Kalamazoo, MI  
León, Mexico  
Lima, OH  
Midland, MI  
Mumbai, India  
Nashville, TN  
Portland, OR  
St. Paul, MN  
Santa Clara, CA  
Toledo, OH  
Troy, MI

## SERVICES



Architecture  
Engineering  
Construction Management  
Project Management  
Program Management  
Site Evaluation  
Master Planning  
Interior Design  
Data / Fire / Security (DFS)  
Procurement  
Sustainable Design

## MARKETS



### Industrial Solutions

Automotive  
Battery Manufacturing  
Chemical  
Consumer Products  
Energy / Power  
Food & Beverage  
Glass  
Manufacturing / High Tech  
Pharmaceutical  
Semiconductor

### Architecturally Driven Solutions

Corporate Workplace  
Healthcare  
Higher Education  
Historic Preservation & Adaptive Reuse  
Judicial / Government  
K-12 Education  
Residential / Hospitality  
Retail  
Workforce Development





# Our corporate values.

Here's a look inside SSOE...  
an indication of what you can expect from us.

**Our vision:** Designing and building the future for our clients, colleagues, and communities.



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



**Quality:** The practice of utilizing standard procedures to achieve consistent deliverables while meeting or exceeding client expectations.



**Integrity:** Being honest, moral, and ethical.



**Agility:** The ability 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, Equity, & 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 4 years
- Top 15 Engineering / Architecture Firm for more than a decade
- Top 40 Retail Engineering Firm for the past 8 years
- Top 50 International Design and Construction Firm
- Top 60 Construction Management Firm for the past 8 years

### **Engineering News-Record (ENR)**

- Top 5 Semiconductor Design Firm for the past 9 years
- Top 5 Manufacturing Design Firm for the past 5 years
- Top 5 Automotive Plant Design Firm for the past 2 years
- Top 10 Food and Beverage Design Firm for more than a decade
- Top 10 Chemical Plant Design Firm for the past 2 years
- Top 25 Industrial Process Design Firm for more than a decade

### **ENR Global Sourcebook**

- Top 10 International Automotive Assembly Plant Design Firm
- Top 25 International Manufacturing Design Firm for the past 6 years
- Top 50 International Industrial Process Design Firm

### **Architectural Record**

- Top 300 Architectural Firm for more than a decade

### **Consulting-Specifying Engineer**

- MEP Giant for more than a decade



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MEMBER

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