



# High Density Residential and Hospitality Experience

# The Structural Steel Building System That is Simply Faster.

ConXtech's Data Center hybrid design approach is a combination of conventional steel, buckling restrained brace frames, and our patented flexible moment connection towers. Our flexible moment connection towers allow for speed of erection through immediate frame stability and full-height billboard erection.

In the California market, ConXtech has completed \$0.5B in construction projects. For over a decade, ConXtech has teamed with numerous clients to design and deliver innovative structures with a focus on improved safety and accelerate schedules while reducing Total Installed Costs (TIC). ConXtech delivers certainty of cost and schedule in addition to satisfy our clients highest level with quality of expectations.

We Are Conxtech



**Selma Tommie Hotel:**  
9 story a commercial building consists of 212 Hotel guest room with ground floor courtyard, roof top pool and roof deck and 173 parking stalls Selma Tommie hotel is an XR200 project with 560 nodes and 450 ton of steel.



**Navy Lodge Military Housing**  
The ConX team supported Integrated Project Delivery and 100% Building Information Modeling integration amongst project trades. The design met requirements for a USGBC LEED Silver Rating.

## System for High Density Residential and Hospitality:

ConXtech offers a variety of approaches. The first is our SMF (Special Moment Frame) option. The second is our hybrid approach that combines our FMC (Flexible Moment Connection) with standard bracing. Depending on the location, building demands, and specifications, ConXtech will offer the most efficient, highest-performing, and cost-effective structure to meet our clients' needs. In both instances, speed to market is our superpower.

### ConXtech Systems & Primary Markets



	CONXR200	CONXL300	CONXL400
<b>Assembly Rate:</b>	4,000 - 6,000 sqft per day	8,000 - 12,000 sqft per day	10,000 - 15,000 sqft per day
<b>Markets:</b>	<ul style="list-style-type: none"> <li>• HD Residential</li> <li>• Hospitality</li> <li>• Industrial</li> <li>• Mezzanine</li> <li>• Student &amp; Senior Housing</li> </ul>	<ul style="list-style-type: none"> <li>• Industrial L&amp;G</li> <li>• Commercial</li> <li>• Manufacturing</li> <li>• Mezzanine</li> <li>• Healthcare</li> <li>• Mission Critical</li> </ul>	<ul style="list-style-type: none"> <li>• Mission Critical</li> <li>• Healthcare</li> <li>• Commercial</li> <li>• Education</li> <li>• Institutional</li> </ul>

### Turnkey Approach



#### Design

- In-House professional engineering capacity offers robust design-assist support from concept through plan check
- Standardized connection design allows engineers to focus on other critical path items

#### Fabricate

- Specialized fixturing = fewer defects
- Reduced inspection costs
- High-Accuracy fabrication yields precision fit in the field
- Flexible fabrication capabilities across multiple locations

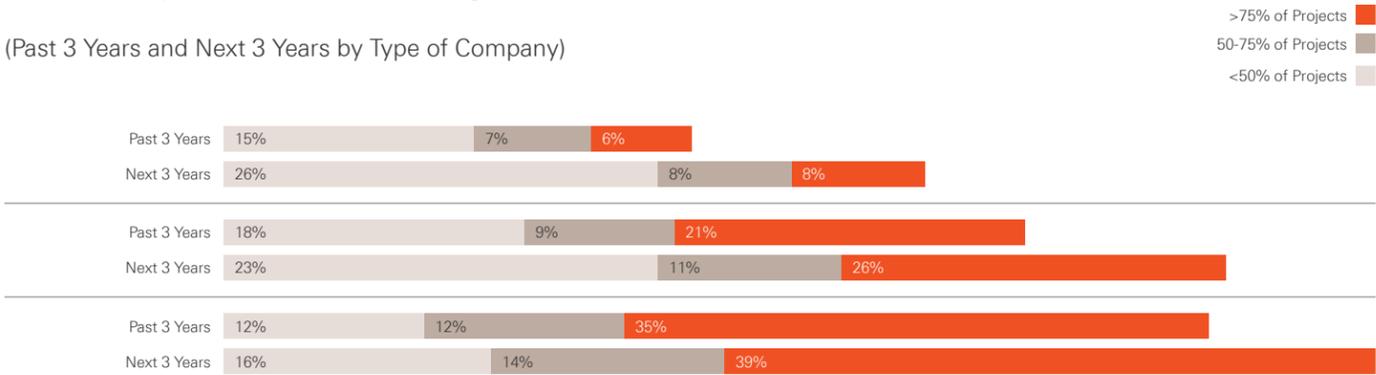
#### Erect

- 2x – 5x faster assembly than other construction methods
- 50% reduction of field labor for "assembly" of structure
- Reduced risk for client
- Rapid turn-over of critical path

# ConXtech: A Unique Accelerator in the Structural Engineer's Toolkit

## Percent of Projects with Prefabricated Single Trade Assemblies

(Past 3 Years and Next 3 Years by Type of Company)



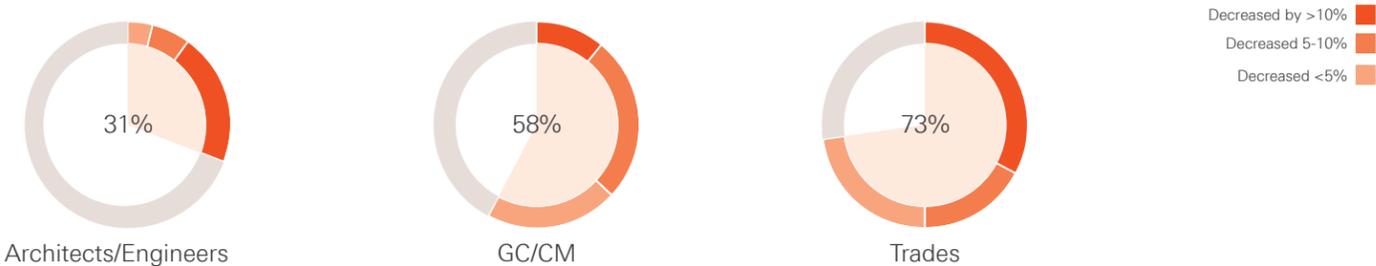
Prefabricated and modular methods of construction are not new, but their use is surging across the global construction sector. Global markets have experienced a significant uptick in demand for everything from pre-manufactured assemblies to volumetric modular apartments built offsite. Real estate developers are driving much of the sector's growth, hoping to achieve faster construction schedules that produce earlier revenue and lower overall carrying costs. In their 2019 report, Modular construction: From projects to products, McKinsey researchers brought wide attention to the positive impacts of offsite construction manufacturing – finding that certain forms have a consistent track record of accelerating project timelines by 20% to 50%.

Offsite constructed systems range from prefabricated roof trusses to fully-finished, factory-built housing units, and the use of such systems is on the rise. In a report published by Dodge Data & Analytics, Prefabrication and Modular Construction 2020, 31% of engineers and architects, and 58% of general contractors reported that using some form of prefabrication meaningfully improved overall project timelines. Almost 70% of architects and general contractors in the Dodge study anticipated specifying single-trade prefabrication over the next 3 years.

In addition to project schedule acceleration, moving complex building assemblies into a controlled factory environment promotes improved safety, sustainability, and quality metrics.

## Impact of Prefabrication on Project Schedule Performance

(Percentages Reporting Each of Three Levels of Improvement)



# High-Density Residential and Hospitality Structural Solutions That Are Simply Faster

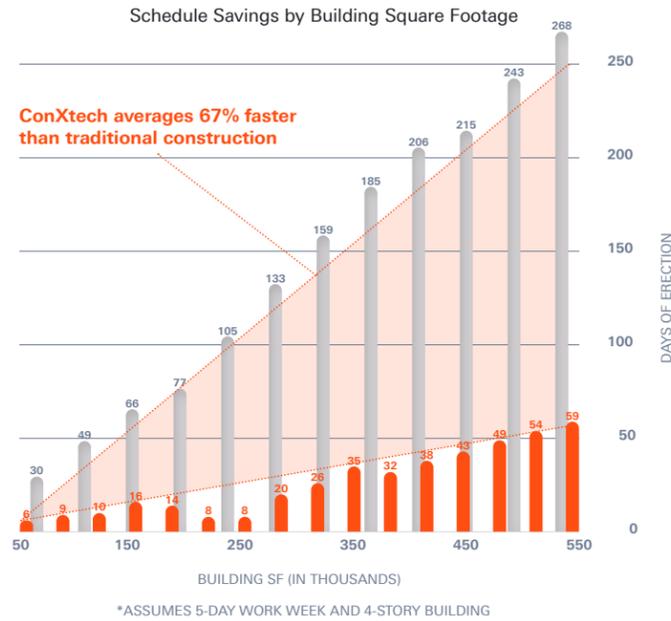
Early-procurement solutions like those offered by ConXtech are a powerful tool in an engineer's design toolkit, offering an unparalleled way to accelerate construction schedules while offering broad design flexibility. ConXtech is a strong solution for buildings from 2 to 8 stories, and the flexibility of the system's kit of parts offers a wide range of structural configurations suitable for anything from schools, healthcare, apartments, and hotels to data centers, biotech applications, and aerospace facilities.

For the right building projects, a ConXtech structural solution can speed up building framing by 3-5x, and ensures greater accuracy both during the design and construction phase of a project. The unique "lower and lock" erection method facilitated by ConXtech collars reduce or eliminate on-site welding, and the precision of its components can reduce project risk and provide a meaningful return on investment for developers and building owners.



## ConXtech vs. Conventional Construction:

- Magnitude of savings is proportionate to magnitude of project
- On average, Conxtech is 67% faster



The economic impact of these schedule savings is substantial. On a recently constructed data center project, one client analyzed the economic benefit of using ConXtech on his project.

## Time is Money:



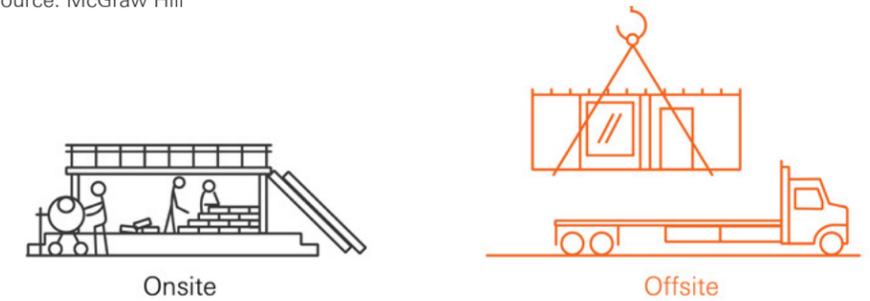
## Factory & Jobsite Integration

### Benefits

- Increased Labor Productivity
- Less Waste
- Highly Skilled Workforce
- Improved Jobsite Efficiency
- Quality Control
- Advanced Technology

### Labor Productivity Increases by 30% on Offsite Projects

Source: McGraw Hill



End-to-end LEAN process, from manufacturing through erection.

Shifting labor from the jobsite to the factory.



Extending factory precision to the jobsite.



## Why ConX is Faster

Streamline method of erection Built-up is Built-in

### Traditional

Multiple people per joint in precarious positions



### Conxtech

Work out of man-basket, only one person needed at joint to easily lower and lock into place (not even one man...only one hand)



Billboard/X-tree Installation speeds assembly time

### Traditional

Tiered Erection – mired in redundancy



### Conxtech

Billboarding – instant stability + fewer “at risk” hours onsite



No lost time to inspections, testing and reworking

### Traditional

Field weld testing/inspection leading to re-work



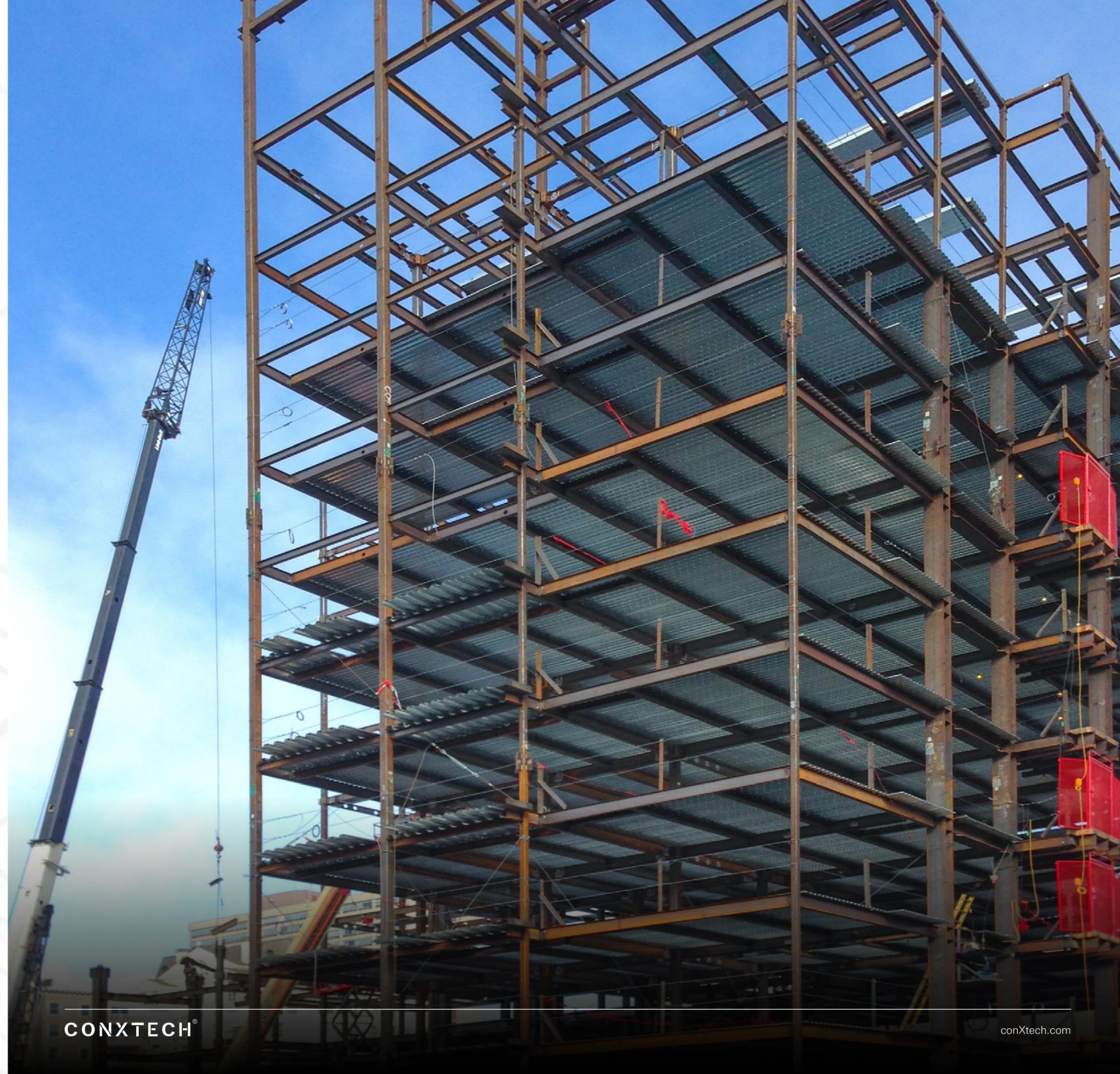
### Conxtech

ConX simplifies inspection





## High Density Residential & Hospitality Experience



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## Key CONXR<sup>200</sup> Product Details

Height Range:	4 - 8 stories
Field Assembly Rate:	4,000-6,000ft <sup>2</sup> /Day
HSS Column Size:	8" square
Variable Beam Depth*:	12"
Variable Beam Spans**:	18' - 45'+

ConXtech's XR200 system is an ideal structural solution for High Density Residential and Hospitality applications offering accelerated installation schedules as well as simplified layout and future programmability.



For more information about this product or any product within the ConX Structural Steel Platform, please contact us at [info@conxtech.com](mailto:info@conxtech.com) or visit [conxtech.com](http://conxtech.com)



- Schedule**
- 2x-5x faster than conventional steel and concrete
  - Accelerated schedule from concept through construction
  - Accelerated approvals

- Safety**
- 50% reduction in field labor- fewer "at-risk" hours
  - "Lower and locking" connection provide instant stability and alignment prior to bolt-up
  - Erection done from aerial baskets
  - Precision fabrication translates to repeatable standard work and perfect fit in field

- Cost**
- Up to 10% lower structural system cost vs conventional steel (incl savings in GC/GRs) depending on region
  - Reduced carrying costs and interest reserves required for development financing
  - Easy integration of other trades due to standard, modular componentry

- Asset Value**
- Increased schedule leads to faster occupancy
  - Safer, higher performance facilities
  - Lower overall risk and greater predictability due to systems approach
  - Reduced Noise, on-site waste, and disruption to neighboring facilities
  - Flexible structural system is easy to customize

- Use Cases**
- Projects that are schedule driven: **"WE WILL GIVE YOU A MONTH!"**
  - Projects that require schedule certainty: **"CONXTECH HAS NOT MISSED A SCHEDULE EVER"**
  - Projects that require pricing certainty: **"AS A MODULAR SYSTEM WE CAN GIVE YOU A DEFINITIVE PRICE (+/- escalation) FOR YOUR CLIENT!"**

## The Crossing

Location	San Bruno, CA
Description	HD Residential
Size	517,000 sqft
Time	105 Days to Erect Steel
Owner	SNK Development
Contractor	SNK Construction
Engineer	FBA Engineers
Architect	HDO Architects
System	ConXR 200



## Thomas Berkeley Square

Location	Oakland, CA
Description	HD Residential
Size	116,000 sqft
Time	15 Days to Erect Steel
Owner	The Bedford Group
Contractor	UPA
Engineer	FBA Engineers
Architect	Holt Hinshaw Architects
System	ConXR 200



## Eighth & Grand

Location	Los Angeles, CA
Description	HD Residential & Mixed Use
Size	635,000 sqft
Time	125 Days to Erect Steel
Owner	Carmel Partners
Contractor	CP West
Engineer	Englekirk Structural Engineers
Architect	Daryoush Safai
System	ConXR 200



## Broadway Grand

Location	Oakland, CA
Description	HD Residential & Mixed Use
Size	184,000 sqft
Time	37 Days to Erect Steel
Owner	Signature Properties
Contractor	Signature Properties
Engineer	Nishkian Menninger
Architect	MBH Architects
System	ConXR 200



## 8 Orchids

Location	Oakland, CA
Description	HD Residential
Size	200,000 sqft
Time	40 Days to Erect Steel
Owner	Bay Rock
Contractor	JR Roberts
Engineer	FBA Engineers
Architect	HDO Architects
System	ConXR 200



## 235 Berry Street

Location	San Francisco, CA
Description	HD Residential
Size	126,000 sqft
Time	25 Days to Erect Steel
Owner	Signature Properties
Contractor	Devcon Construction
Engineer	Nishkian Menninger
Architect	Leddy Maytum Stacy Architects
System	ConXR 200



## Landmark Plaza

Location	Daily City, CA
Description	HD Residential
Size	113,900 sqft
Time	23 Days to Erect Steel
Owner	Landmark Plaza-Daily City, LLC
Contractor	Landmark
Engineer	FBA Engineers
Architect	DIAP
System	ConXR 200



## 550 Moreland

Location	Santa Clara, CA
Description	HD Residential
Size	368,000 sqft
Time	74 Days to Erect Steel
Owner	Prometheus
Contractor	Palisade Builders
Engineer	FBA Engineers
Architect	KTGY
System	ConXR 200



## UC Merced

Location	Merced, CA
Description	Student Housing
Size	110,000 sqft
Time	20 Days to Erect Steel
Owner	University of California
Contractor	ProWest Constructors
Engineer	GFDS San Francisco
Architect	EHDD Architects
System	ConXR 200



## Selma Tommie Hotel

Location	Los Angeles, CA
Description	Hotel
Size	88,995 sqft
Time	15 Days to Erect Steel
Owner	Relevant Group
Contractor	Suffolk Construction
Engineer	Englekirk Structural Engineers
Architect	Stinberg
Type	ConXR 200



## Godfrey Hollywood

Location	Hollywood, CA
Description	Hotel
Size	73,364 sqft
Time	25 Days to Erect Steel
Owner	Five Chairs Development
Contractor	Davis Reed Construction
Engineer	Englekirk Structural Engineers
Architect	Steinberg Hart Architects
Type	ConXR 200



## Hilton At The Source

Location	Santa Clara, CA
Description	Hotel
Size	94,000 sqft
Time	15 Days to Erect Steel
Owner	MD Properties
Contractor	Swinerton Builders
Engineer	Englekirk Structural Engineers
Architect	Gene Fong Associates
Type	ConXR 200



# Additional Project Experience



## Fairfield, CA | OSHPD Hospital

This 78,130 ft<sup>2</sup> hospital expansion is an OSHPD-licensed critical care facility in Northern California designed using the ConXL System. The scope includes a renovation of 9,000 ft<sup>2</sup> of the existing Emergency Department, as well as a new 4,500 ft<sup>2</sup> freestanding lobby. Diagnostic facilities, central sterile processing facilities, a kitchen and cafeteria, nursing units and surgical and imaging services are also included in the expansion.



Owner	NorthBay Healthcare
Contractor	Constructiv Construction
Engineer	Thornton Thomasetti
Architect	Ratcliff Architects
Type	ConXL 400



## Stanford, CA | Education

In the footprint once occupied by Kresge Auditorium, the new William H. Neukom academic building provides 65,000 sf of clinic, seminar, meeting and office space. It is efficient, smart, flexible, welcoming and value-engineered to reduce overall environmental impact. The structure has been built to satisfy the equivalent of a LEED® Gold Certification by meeting key sustainability requirements in the areas of site planning, water management, energy use, materials, resources, waste, indoor environmental quality, innovation and design.

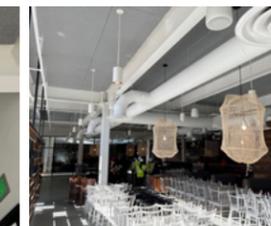
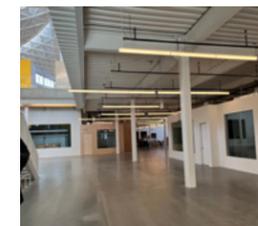


Owner	Stanford University
Contractor	Dome Construction
Engineer	Degenkolb Engineers
Architect	Enread Architects
Type	ConXL400



## Mountain View, CA | Commercial

1.2 million square feet complex consisting of office space and short-term employee accommodation units on 42 acres in Mountain View at the NASA Ames Research Center. Designed with a sweeping canopy roof, the sprawling tent-like roof encloses several discrete structures which help to regulate the internal climate. The multi-tiered canopy system captures water for reuse and holds solar panels which create roughly four megawatts of power. This project was selected as the "Silicon Valley Business Journal's Green Project Winner".



Owner	Confidential Silicon Valley Tech Owner
Contractor	Whiting-Turner
Engineer	Thornton Tomasetti
Architect	BIG + Heatherwick Studio
Type	ConXL300

# ConXtech Leadership



**Robert Paulk**

President

Captain Paulk, a 1984 graduate of the U.S. Naval Academy, retired in 2014 after 30 years of Active and Reserve naval service that culminated with three decorated command and overseas combat tours (2007-2012) in Afghanistan, Iraq, Kuwait, and the United Arab Emirates. In his private career, he has held numerous senior leadership positions in both large national and regional private businesses and non-profit organizations.

Recently, he served as Pogue Construction's Chief Operations Officer (COO), a \$600 million general contractor located in McKinney, TX. During his 6 years as COO he led multiple key reorganization and staffing initiatives, corrected project on-time completion performance, and helped drive record annual revenues and profit in 2018, 2019, and 2020. Concurrently, Pogue Construction received regional and national recognition for construction volume and as a "best place to work."



**Josh DeLehman**

Senior Director, Business Development

Mr. DeLehman joins ConXtech with 15 years of experience in engineering and construction for the energy, mining, and infrastructure industries. His roles have included senior positions in both Supply Chain Management and Business Development, with an emphasis on construction support services and manufacturing. A common thread in Mr. DeLehman's career has been risk mitigation through shifting work from the job site into controlled shop environments where certainty of cost, quality, schedule and safety are more readily achievable. This focus is expected to serve Mr. DeLehman well as he works to grow ConXtech's core business. Mr. DeLehman holds a Bachelor's of Science in Business Administration from the University of North Carolina at Chapel Hill's Kenan-Flagler Business School.



**Adam Kurtenbach**

Vice President of Business Development

Adam Kurtenbach has been in the modular construction industry for over 20 years. He joins ConXtech from KATERRA, where he was most recently the Director of Business Development for the PNW. In this role, Adam was responsible for oversight of almost \$500 million in project sales. Previous to his stint at Katerra, Adam ran Business Development for Urban Edge Builders (UEB) where he helped establish their Seattle office and was involved in bringing the first high-rise to the University of Washington district in over 30 years; The M. Adam is a firm believer in the power of innovative, modular, sustainable building practices and their ability to change the built environment for the better. A long-time hockey and lacrosse coach and player, Adam believes in the parallels between these sports and the construction industry; namely, grind to succeed, be accountable every day, and team before individual.



**Tony Pydych**

Director of Business Development

Tony brings over 25 years of client-centric design, preconstruction, and construction experience to ConXtech. He is a licensed Architect, AIA member and holds a General Contractor's license. Tony brings a multi-disciplinary background and a pragmatic results-driven approach to ConXtech with an emphasis on developing positive and durable client & industry relationships.

Tony joined ConXtech from Walsh Group where he was the Director of Preconstruction & Design Manager for the Seattle Division. He previously worked for Katerra/UEB as Preconstruction Director, Perkins+Will and Callison Architecture as a Senior Project Architect, and he started his career working at Skilling Ward Magnusson Barkshire Engineering (currently named MKA).



**Adam Browne S.E., P.E.**

Chief Engineering Officer

As the CSEO, Mr. Browne is responsible for ConXtech's standardized calculations and design methodologies. He also provides technical recommendations and guidance to outside engineering firms working with the ConX System.

Mr. Browne is a licensed California structural engineer with over 20 years of experience. He has a bachelor's degree in mathematics from the University of California at Santa Cruz and studied structural engineering at San Francisco State University before joining the firm BFL/OWEN in 1994. Before joining ConXtech in 2012, Mr. Browne was the EOR at FBA and Associates, responsible for the structural design on the first 2 million square feet of ConX structure. There, he was integral in establishing acceptability of the framing system with various building departments and jurisdictions.



**Kevin Chambers**

Vice President of Industrial Operations

As Vice President of Industrial Operations, Kevin is responsible for growing and executing work in the Process Industry, larger commercial markets such as data centers, and responsible for work with our international clients. Before coming to ConXtech, Kevin worked as a consultant in Project Management for a private company in Houston. Prior to that he spent ten years executing projects in the process industry that ranged in costs of \$50MM to \$3B. His responsibilities ranged from business development to engineering and design to project management.

Kevin received his Bachelor's Degree in Civil Engineering from Texas Tech University and has worked in several different markets prior to attending college. In his youth, he worked as a laborer and welder for companies like Fluor and smaller commercial companies.



**Stephen Boyd**

Vice President, Technology & Operations

As VP Technology, Stephen is responsible for ConXtech's core products, as well as the hardware, software, processes, and systems needed to successfully execute ConX-based projects. He is a passionate technology leader and innovator driving scalability for ConXtech's products and setting the stage for long-term growth. As one of the engineers responsible for the XL300 industrial system, Stephen has developed a deep knowledge of the ConXtech product portfolio and all of the underlying systems enabling its success. He has led cross-functional engineers to drive product improvements and scalability that have enabled successful deployment and implementation of ConXtech technology.

With a Bachelor of Science Mechanical Engineering degree from Union College, Stephen's background gives him exposure across engineering disciplines.



Simply Faster

CONXTECH®

[conxtech.com/data-centers](https://conxtech.com/data-centers)



# Thank you.

For more information, please contact:

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