



# Commercial Experience

CONXTECH®

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Thomas Berkley Square  
Oakland, CA

# The Structural Steel Building System That is Simply Better for Commercial Projects.



ConXtech® is a building technology company that offers an innovative, mass customizable, structural steel framing system. Often referred to as a “Full-Scale Erector Set,” ConXtech enables rapid design and delivery of robust, yet affordable steel structures that meet even the most demanding seismic design and building code requirements. ConXtech provides both fabrication and erection services and has access to a global network of ConXtech Fabricators & Erectors.

For nearly two decades, ConXtech has teamed with high-profile clients to design and deliver innovative structures that improve safety and accelerate schedules while reducing Total Installed Costs (TIC).

We Are Conxtech







ConXL System  
Nickelodeon Studios

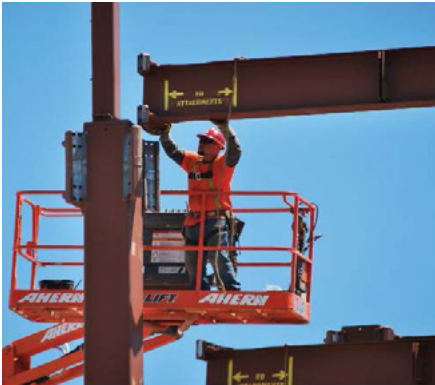
# About The ConXL™ System

## Proven Technology

ConXtech has designed and delivered over 10 million square feet of ConX System structure over the last five years. The system is manufactured in an AISC Fabricator Certified Plant. The design, system and plant have undergone extensive peer reviews, full scale testing and the scrutiny of some of the world’s most respected seismic and structural engineers.



CON XL™ Column



CON XL™ Beam



CON XL™ Collar

## Predictable Delivery

ConXtech integrates a systemized approach to building design by utilizing standard structural components. The result is a simple and robust structural chassis that enhances aesthetic design freedom and meets even the most demanding structural criteria. Our systemized approach enables predictable delivery and quality through unprecedented dimensional tolerances inherent in the system.

## 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



### 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



# Technical Summary: OSHPD Approval

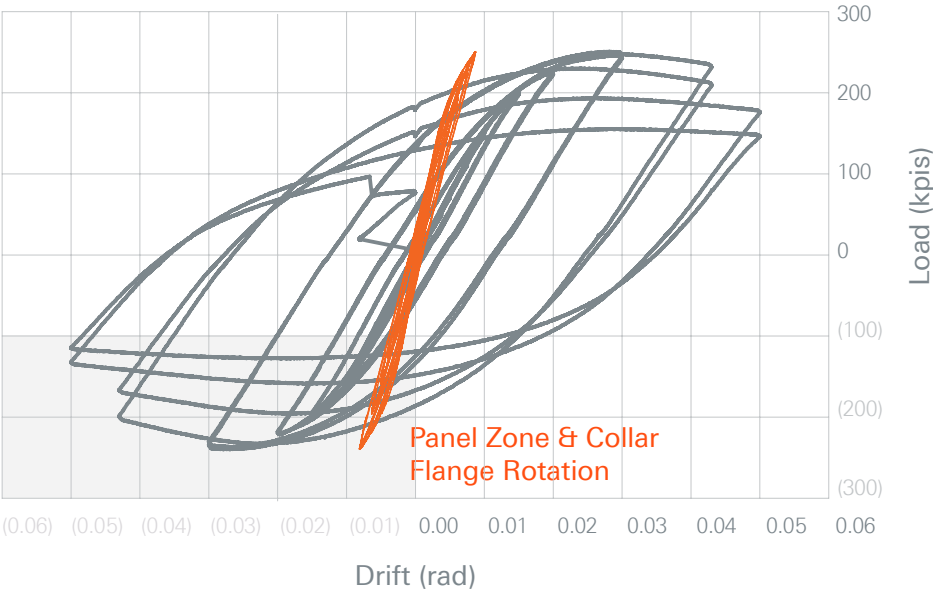
## Approval Process

The ConXL connection is qualified as a Special Moment Frame connection for use in hospital environments with the California Office of Statewide Health Planning and Development (OSHPD).

OSHPD observed the successful completion of three full scale bi-axial tests, which met OSHPD’s test protocol designed specifically for ConXtech’s connection. ConXtech also completed 3 additional tests following this protocol for AISC CPRP qualification. This qualification is unique as no other steel moment frame has undergone cyclic testing while simultaneously being subjected to a constant orthogonal load equal to 100% of the probable maximum moment (Mpr) of the primary beams. This unprecedented bi-axial testing proved the unique capabilities of the ConXtech moment connection, the only standardized true bi-axial moment connection in the steel framing market today.

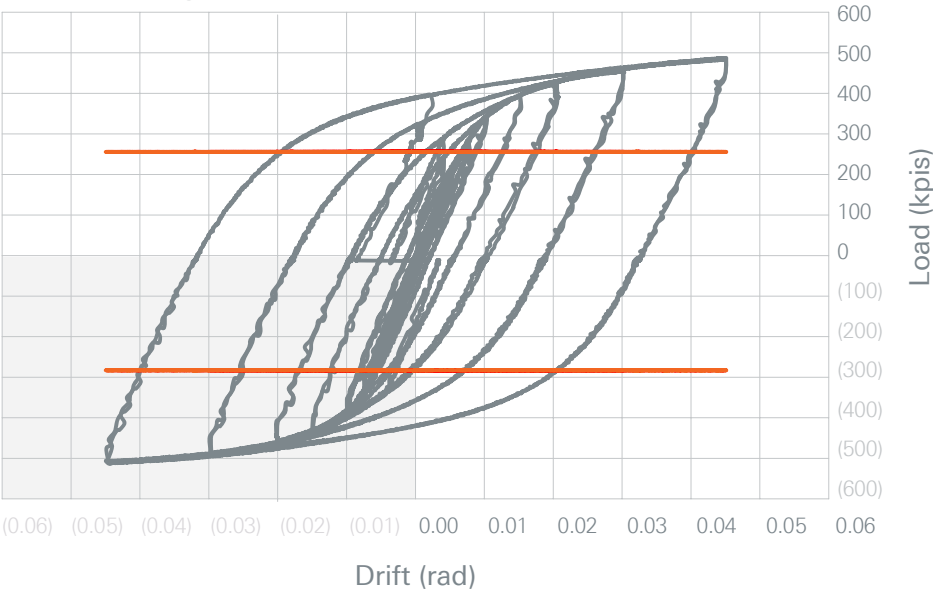
Applied Column Load vs. Interstory Drift Angle  
W30x108xRBS - BOX16x16x1.25

Note: Col specimen previously used in Test #2101A, #2101B.



Applied Column Load vs. Interstory Drift Angle  
Concrete-Filled PJP BOX 16x16x1.25 with Thickened Haunch at Base

Column/Haunch height = 75in



# AISC Pre-Qualified Connection

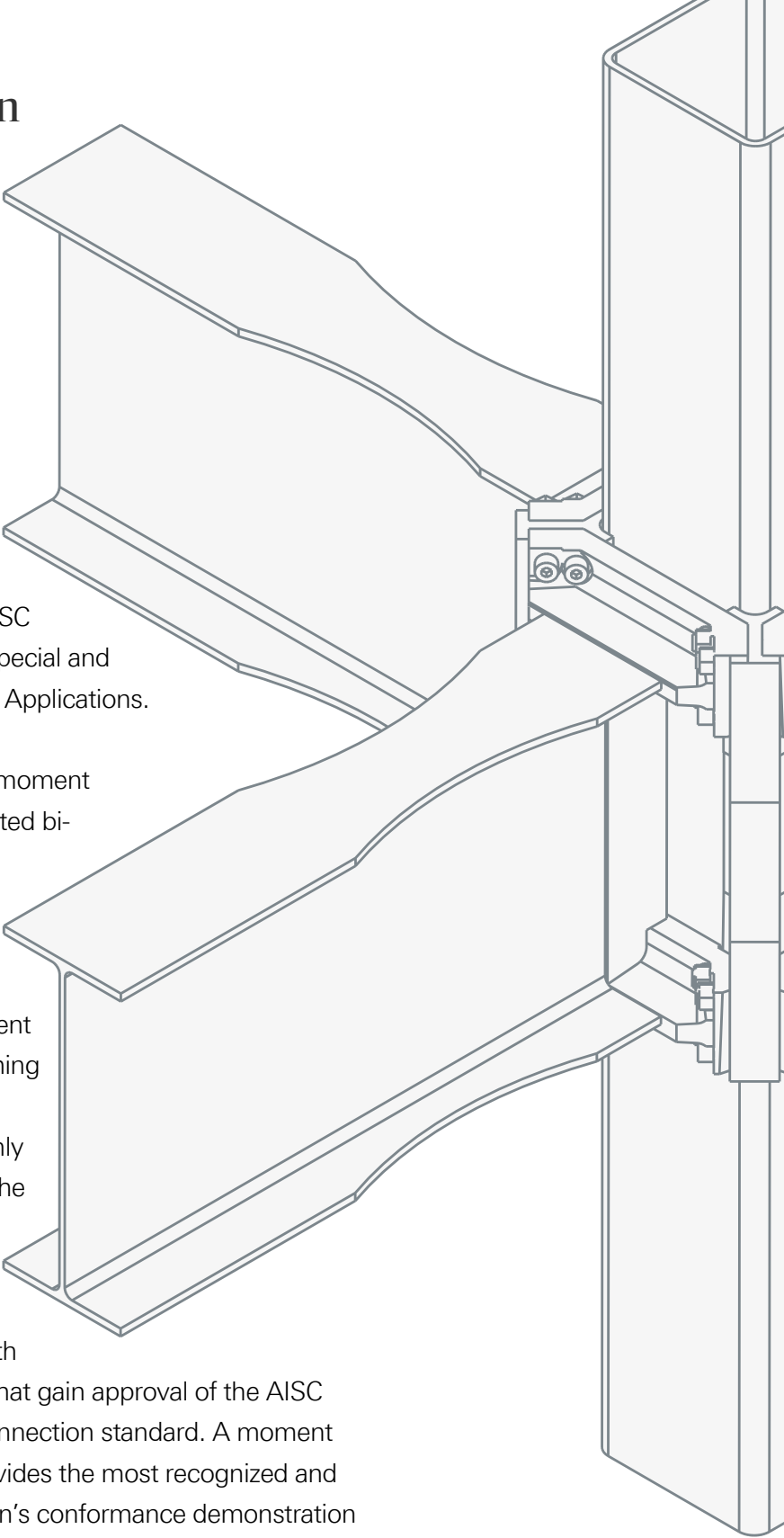


## Technical Summary

ConXtech’s ConXL connection has been through a rigorous qualification review process conducted by the AISC 358 - Connection Pre-qualification Review Panel (CPRP). ConXL was approved through this process and has been incorporated as Chapter 10 in the 2010 AISC 358 code book, Pre-qualified Connections for Special and Intermediate Steel Moment Frames for Seismic Applications.

ConXtech completed six successful tests of its moment connection for the CPRP under the unprecedented bi-axial test protocol which subjected the ConXL connection to the typical Seismic Provisions cyclic loading while simultaneously subjecting the connection to a constant orthogonal load equal to 100% of the probable maximum moment (Mpr) of the primary beams. No other steel framing connection has been subjected to this type of loading as the ConXtech connections are the only standard bi-axial steel moment connections in the market today.

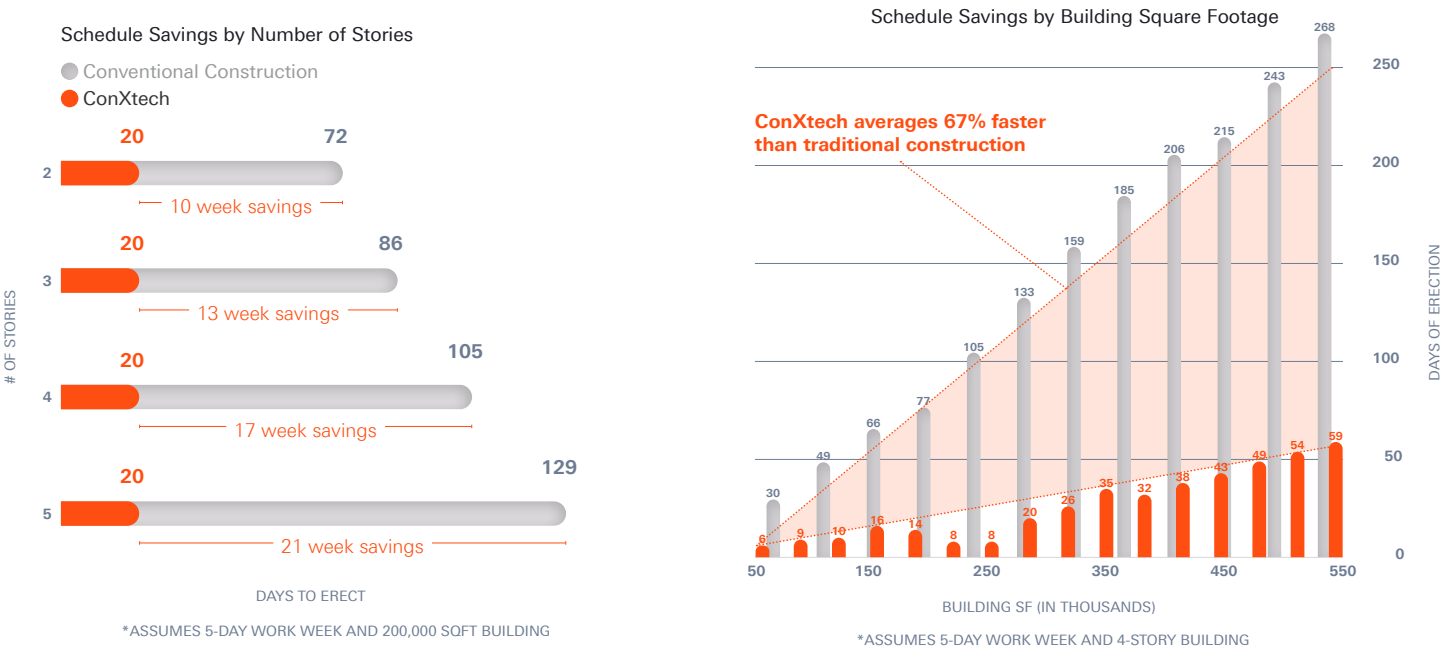
AISC’s CPRP reviews connection test data and pre-qualifies connections in accordance with the AISC Seismic Provisions. The connections that gain approval of the AISC CPRP reviews are considered a pre-qualified connection standard. A moment connection pre-qualified by the AISC CPRP provides the most recognized and direct method of satisfying the Seismic Provision’s conformance demonstration requirements for SMF and IMF connections and simplifies the project approval process for this class of buildings.



Is an AISC Prequalified Connection for Special and Intermediate Steel Moment Frames for Seismic Applications

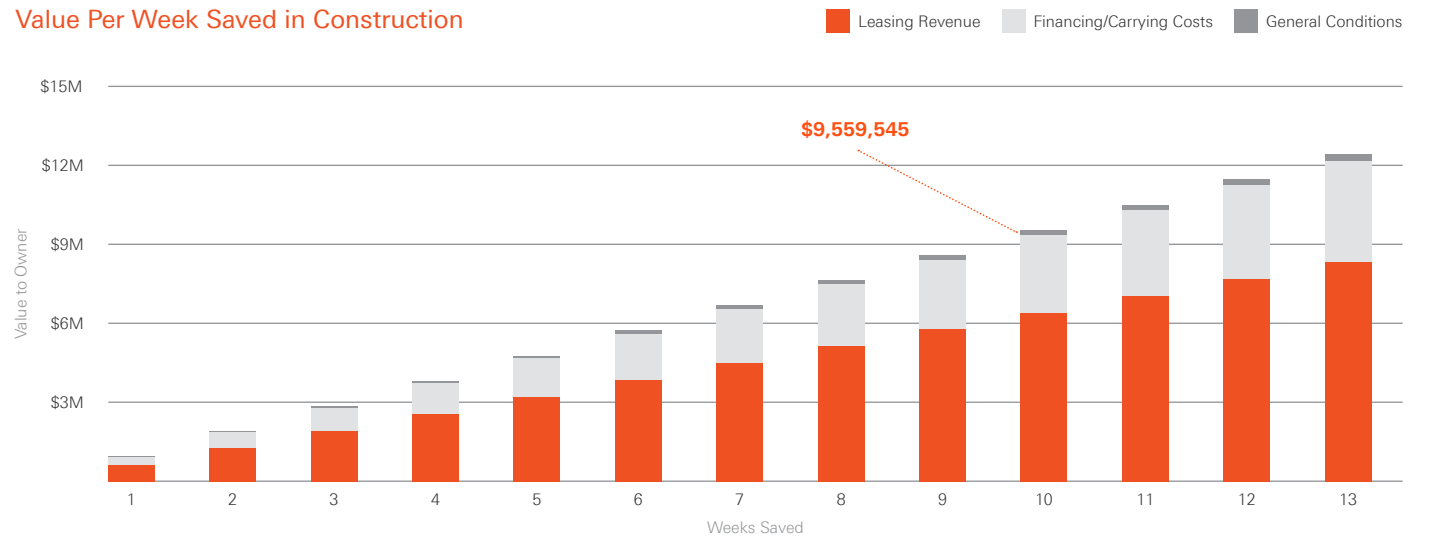
# ConXtech vs. Conventional Construction:

- 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:



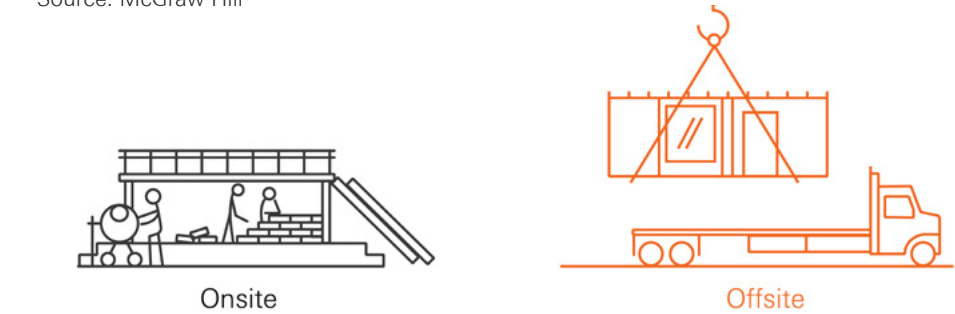
# Factory & Jobsite Integration

## 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

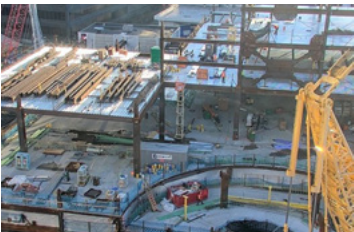
Work out of man-basket, only one person needed at joint to easily lower and lock into place (not even one man...only one hand)



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







ConXtech Structural Steel Building Platforms:

Commercial/Retail

ConXtech is an ideal structural solution for Commercial/Retail applications offering accelerated installation schedules as well as simplified layout and future programmability.

- 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

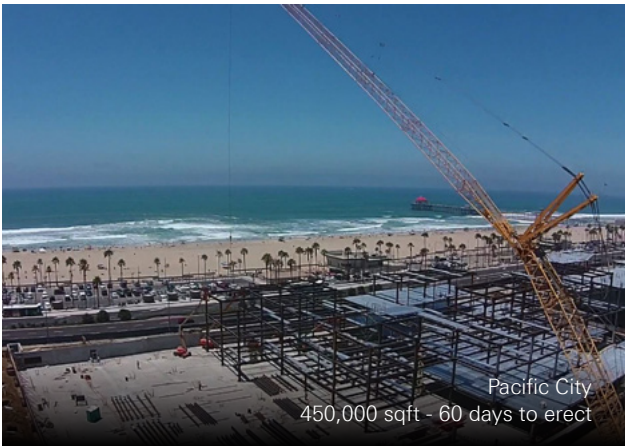
- Cost**
- Up to 10% lower structural system cost vs conventional steel (incl savings in GC/GRs) depending on region
  - Reduced carrying costs and interest reserves required for development financing
  - Easy integration of other trades due to standard, modular componentry

- 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!”**

Key **CONXL 400** Product Details

Height Range:	2 - 5 stories
Field Assembly Rate:	10,000 - 15,000ft²/Day
HSS/Box Column Size:	Nominal 400mm (16” square)
Variable Beam Depth*:	18” - 36”
Variable Beam Spans**:	18’ - 45’+



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)



Contra Costa County Administration Building

Location	Martinez, CA
Description	County Administration Building
Size	71,000 sqft
Time	25 Days to Erect Steel
Owner	Contra Costa County
Contractor	Hensel Phelps
Engineer	Thornton Tomasetti
Architect	Fentress/KMD
Type	ConXL 400



Pacific City

Location	Huntington Beach, CA
Description	3-story Retail Complex
Size	450,000 sqft
Time	60 Days to Erect Steel
Owner	DJM Capital
Contractor	C.W. Driver Builders
Engineer	FWC Structural Engineers
Architect	SMS Architects
Type	ConXL 400



CoastHills Credit Union

Location	Santa Maria, CA
Description	Commercial Office
Size	102,000 sqft
Time	18 Days to Erect Steel
Owner	CoastHills Credit Union
Contractor	Specialty Construction
Engineer	John A. Martin & Associates
Architect	Arris Studio Architects
Type	ConXL 400





The Village at Totem Lake

Location	Kirkland, WA
Description	Retail Complex
Size	117,000 sqft
Time	8 Days to Erect Steel
Owner	CenterCal Properties, LLC
Contractor	Robinson Construction Co.
Engineer	John A. Martin & Associates
Architect	IBI Group
Type	ConXL 400



Lawson Lane

Location	Santa Clara, CA
Description	Commercial Office
Size	152,000 sqft
Time	15 Days to Erect Steel
Owner	Sobrato Development Company
Contractor	Sobrato Construction
Engineer	N/A
Architect	Form4 Architects
Type	ConXL 400



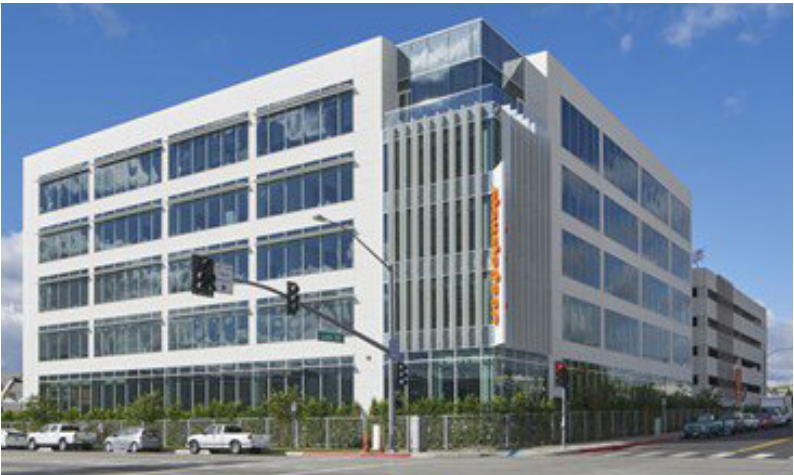
Moffett Field

Location	Moffett Field, CA
Description	AFRC Facility
Size	178,000 sqft
Time	17 Days to Erect Steel
Owner	US Army Corps of Engineers
Contractor	Walbridge/Overaa
Engineer	GPLA
Architect	Barge Wagonner Sumner & Cannon
Type	ConXL 400



Nickelodeon Studios

Location	Burbank, CA
Description	Commercial Office
Size	110,000 sqft
Time	18 Days to Erect Steel
Owner	Accord/BRO Members, LLC
Contractor	McCormick Construction
Engineer	Englekirk
Architect	DLR Group
Type	ConXL 400



Confidential Project

Location	San Jose, CA
Description	Commercial Office
Size	1,200,000 sqft
Time	N/A
Owner	Google
Contractor	Whiting-Turner
Engineer	Thornton Tomasetti
Architect	BIG + Heatherwick Studio
Type	ConXL 400



Building Y

Location	Bakersfield, CA
Description	Commercial Office
Size	56,000 sqft
Time	6 Days to Erect Steel
Owner	S.C. Anderson
Contractor	S.C. Anderson
Engineer	Engel & Company
Architect	Milazzo & Associates
Type	ConXL 400





# 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 Katterra, 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 Katterra/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®





# Thank you.

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