

The Difference is Attitude

Design Build Solutions





Professional. Responsive. Dedicated.

The Difference is Attitude



To consistently deliver projects on-time with quality workmanship, a professional attitude makes all the difference. At Interstate Electrical Services, having a responsive attitude is fundamental to the way we do business. It's reflected in our people's response to client needs, large or small; in our dedication to completing projects right the first time, and in our long-standing commitment to putting the client first.



The right attitude. Inspired by the belief that our client's success is our success. Resulting in long-term partnerships with our clients.

Our Experience is Your Advantage

Our successful approach is built on first understanding your needs, then providing you with professionals whose in-depth knowledge and wide range of experience consistently ensures a quality performance.

Each of our talented, well-trained personnel is responsive to your project needs and dedicated to maintaining our long-standing record of never missing a deadline or failing to meet a commitment. Their cumulative experience, expertise and motivation is a powerful advantage, resulting in quality workmanship, on-time and on-budget.

Performance excellence that's rewarded with our client's highest recommendation; repeat business.





Design-Build Services Meeting Owner Needs

Design-Build is a form of project delivery where owners contract with a *single entity* to provide both design and construction services. Design-build is today's fastest-growing project delivery method with industry estimates showing that design-build approaches are selected on nearly 50% of all nonresidential projects built in the United States.

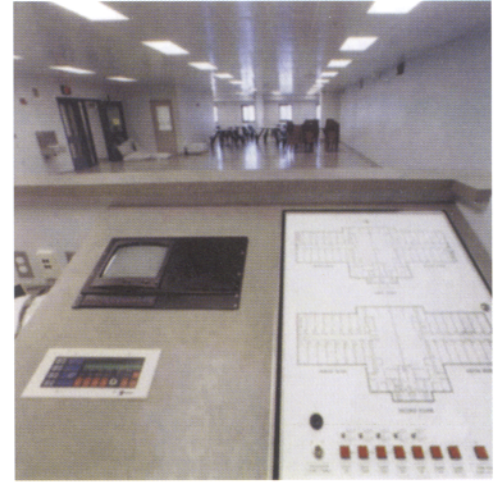
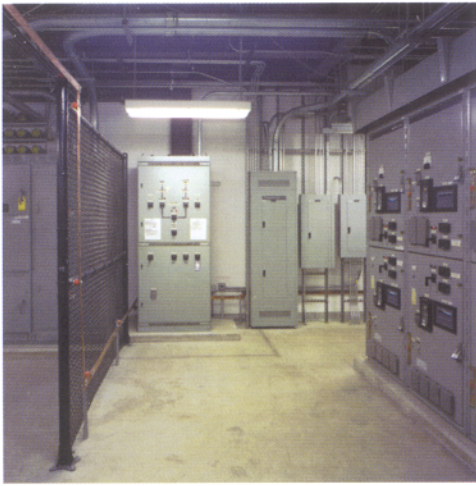
The reason for the fast growth of design-build? Owners benefit in numerous ways by choosing design-build over more traditional methods. Design-build allows them to:

- Deliver projects reliably on - or ahead - of schedule
- Create a single source of responsibility under a single contract
- Accomplish more within fixed capital construction programs
- Reduce their risk while reducing change orders and construction delays

What types of projects are best matched to design-build? This depends on a variety of factors, but most types of construction can be efficiently managed and completed using this delivery method. Design-build project delivery works best when:

- Aggressive project schedules are required
- The owner can benefit from having a single point of contact responsibility
- Design decisions can be determined early, without the need for large program changes and re-design later in the project





One Company.... One Call

At Interstate, design-build services are part of our 35-year history of providing value to our clients. Interstate is the *only* merit shop electrical contractor in New England to have Professional Engineers on staff. Our engineers are registered in all six New England states. They are joined by our in-house designers, project managers, CAD operators, estimators, purchasing experts, and our team of award-winning installation professionals.

The advantage this *one company... one call* approach brings: team members work together seamlessly as the project progresses from planning to design to construction and occupancy. Instead of patching together multiple companies with untested relationships and calling it design-build, Interstate's proven approach delivers a true *one-stop* design-build solution. Just ask our clients!

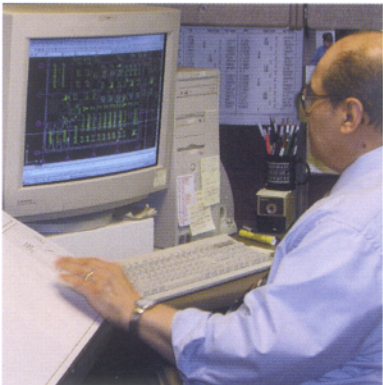
Interstate provides design-build services on a range of project types:

- Schools and campus environments
- Laboratories and biotech/biomedical facilities
- Clean rooms
- Hospitals and patient clinic space
- Hotel and multi-unit residential projects
- Manufacturing, R&D and computer facilities
- Criminal justice facilities

We offer conceptual design, budget estimates, GMP services, value engineering, schematic design and design installation for all design-build electrical and building systems including:



- Site Utilities
- Power Distribution
- Lighting
- Emergency and Life Safety
- Standby Power
- Fire Alarm Systems
- Network Systems
- Building Automated Controls



Interstate's ability to bring together a team of in-house professionals - and to demonstrate to clients how their Interstate team is singularly responsible and accountable throughout the project - has resulted in many repeat client relationships.

Delivering Value for Design-Build Owners

When hiring a team to complete a critical construction project, owners have many choices in available delivery systems, consultants, and contractors. Increasingly, owners are opting for design-build as their method of choice. They want to know not only "will the project be right, within budget, and on time", but also "Who do I call when I need an answer today... or need a project problem quickly solved?"

Interstate's in-house team of designers and construction experts *can deliver on the promise of design-build*: saving precious time, reducing project costs, avoiding conflicts, and heightening project quality. If *One Company, One Call* makes sense for your project, call us and meet the Interstate team.

Judge Our Results

At Interstate, we're proud of a record that reflects:

- relationships built on trust and respect: over 90% of our clients have rewarded our performance with repeat business,
- a safety record continually scoring above industry standards,
- award-winning projects recognized by the regional chapters of the Associated Builders and Contractors for Excellence in Construction, and
- industry leadership in client and employee loyalty.

Interstate Electrical Services. Professional, responsive and dedicated to delivering excellence in performance and service. **The difference is attitude.**

