



# PRESENTATION

COMMERCIAL



**ABITAT**  
CONSTRUCTION SOLUTIONS

# OVERVIEW OF THE TEAM



## JV Partnership

- Weitz and Abitat have formed a JV partnership to pursue datacenter work in Mexico
- JV combines Weitz's deep knowledge of the product line and the highest safety/quality standards with Abitat's strong local presence and knowledge of the market to ensure delivery for our customers



<https://www.weitz.com/>



<https://abitat.com.mx/es/>



# ONGOING TEAM EFFORT IN MEXICO

A series of ongoing efforts have been taking place over the last few months to ensure our success on the bid and the project.

- **TEAMING WITH A LOCAL PARTNER:** Combining Weitz data center knowledge with Abitat's local experience.
- **BOOTS ON THE GROUND:** Weitz teams visited Queretaro; Abitat visited PHX and DSM projects.
- **ENGAGING WITH THE LOCAL SUBCONTRACTOR COMMUNITY:** Already interviewed 20+ subcontractors and started the prequalification process.
- **WEEKLY PRECONSTRUCTION AND PROPOSAL PREPARATION MEETINGS:** To be ready for upcoming opportunities
- **PROJECT TEAM STAFFING:** Review of requirements, organization, and potential candidates.
- **MARKET RESEARCH:** Local conditions, risks and opportunities that are unique to construction in Mexico.



*Sample Boots On The Ground  
leave behind flyer.*



<https://www.weitz.com/>



<https://abitat.com.mx/es/>

General contractor specialized in the supervision and execution of construction projects in the following segments: industrial, commercial, institutional and hospitality.

**524**

**Specialists  
Nationwide**

**Bidding  
Proposal  
Team  
83**

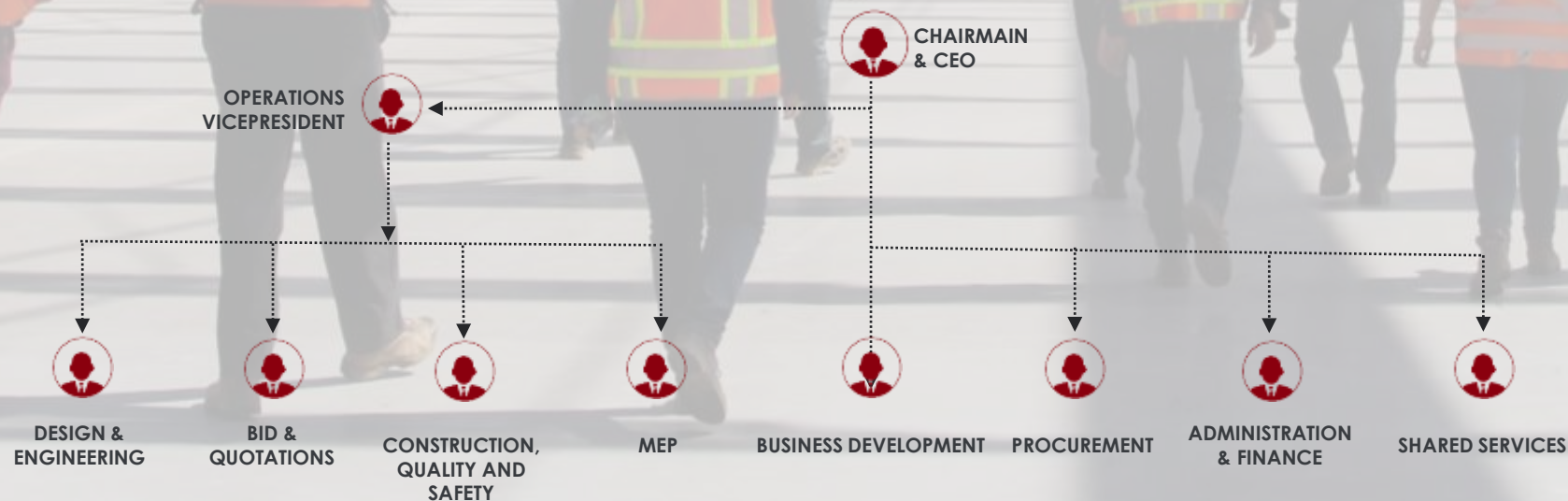
**Engineering  
& Design  
79**

**MEP  
110**

**Construction  
85**

Architects | Civil Engineers ACI & TCA Certified | Electrical / Mechanical Engineers | LEED Accredited Professionals

Quantity Surveyors | Project Managers | Project Engineers / Superintendents / Residents | Building Site Safety Specialists | BIM & LEAN Specialists





**SERMEP** is a **Contractor specialized** in the design, planning and execution of **Mechanical, Electrical, Plumbing, SCI and Special Systems** projects.

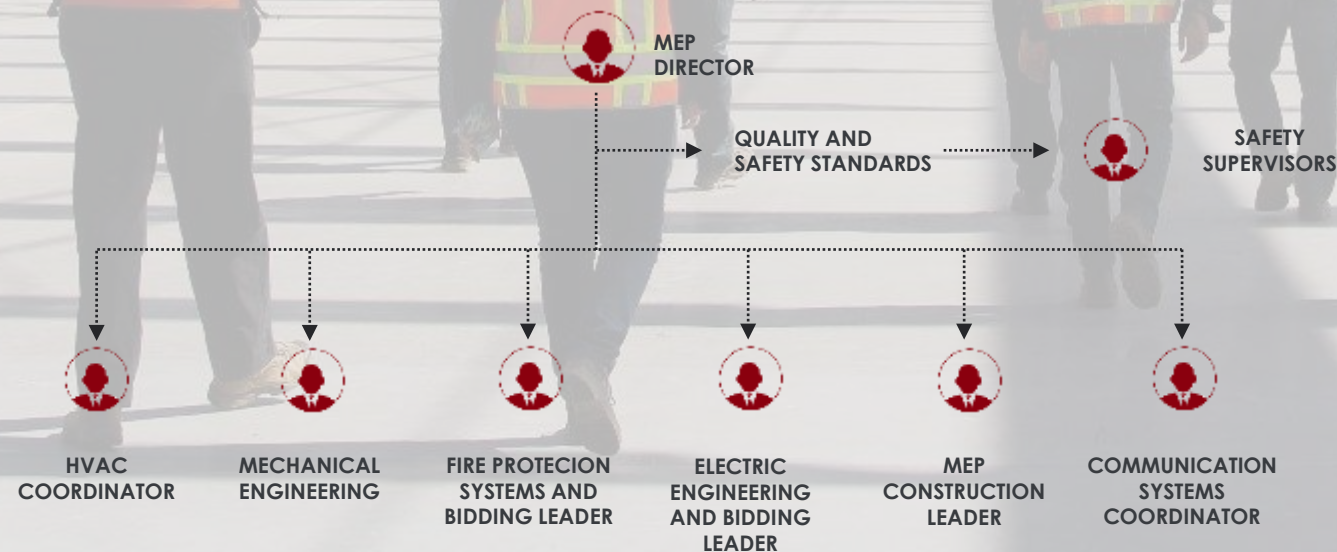
We have  
more than

**162**

MEP specialists  
country wide

## OUR — TEAM

Electrical Engineers | Mechanical Engineers | Fire Protection System Specialists | HVAC Specialists | Communication Systems Specialists  
Certifications: CETRACI (Fire Protection System Specialists); in process of being obtained ASHRE (HVAC&R Certification)  
Software: Neodata | AutoCad | Revit | SprinkCad | TOLBrace | Seismic Brace Tool | SKM Power Tool | Visual | Elite | Sizer Electric



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# 20

## PROJECTS IN EXECUTION

### PROJECTS IN EXECUTION



0%

0881 ITESM Expedition (NLE / 4,622 sqm)  
0927 Aerotech Qro Bosch Exp (QUE / 4,100 sqm)  
0862 Bocar Lerma Plasticos (MEX / 30,000 sqm)  
0628 Kohler Mty SFO (NLE / 67,000 sqm)  
0822 Aerotech Qro Urb 24 Has (QUE / 18,000 sqm)

25%

0722 Kohler SLP Nueva Nave (SLP / 136,941 sqm)  
0874 Cummins SLP Proyectos 2022 (SLP / 1,341 sqm)  
0828 Al Juarez Nave Independencia II (NLE / 11,150 sqm)

50%

0890 Michelin Leon B126 Utilities (GUA / 1,177 sqm)  
0844 Michelin Leon MX2 B432 MEP (GUA / 28,000 sqm)

0785 Aerotech Supervision SIG (QUE / 1,000 sqm)

75%

0406 Liverpool Mexico Big Ticket (MEX / 220,000 sqm)  
0772 Al TE Connectivity Juarez (CHH / 9,800 sqm)  
0827 Al Juarez Nave Independencia I (CHH / 11,157 sqm)

100%

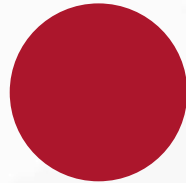
0615 Delta Tepic Fase 01 (NAY / 16,100 sqm)  
0844 Michelin Leon MX2 B432 (GUA / 28,000 sqm)  
0470 Cummins SLP Gateway (SLP / 5,000 sqm)

# INCREASED VALUE\_\_\_\_\_

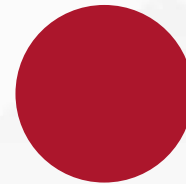
## PROPOSAL ABITAT



WORLD CLASS DESIGN AND  
EXECUTION

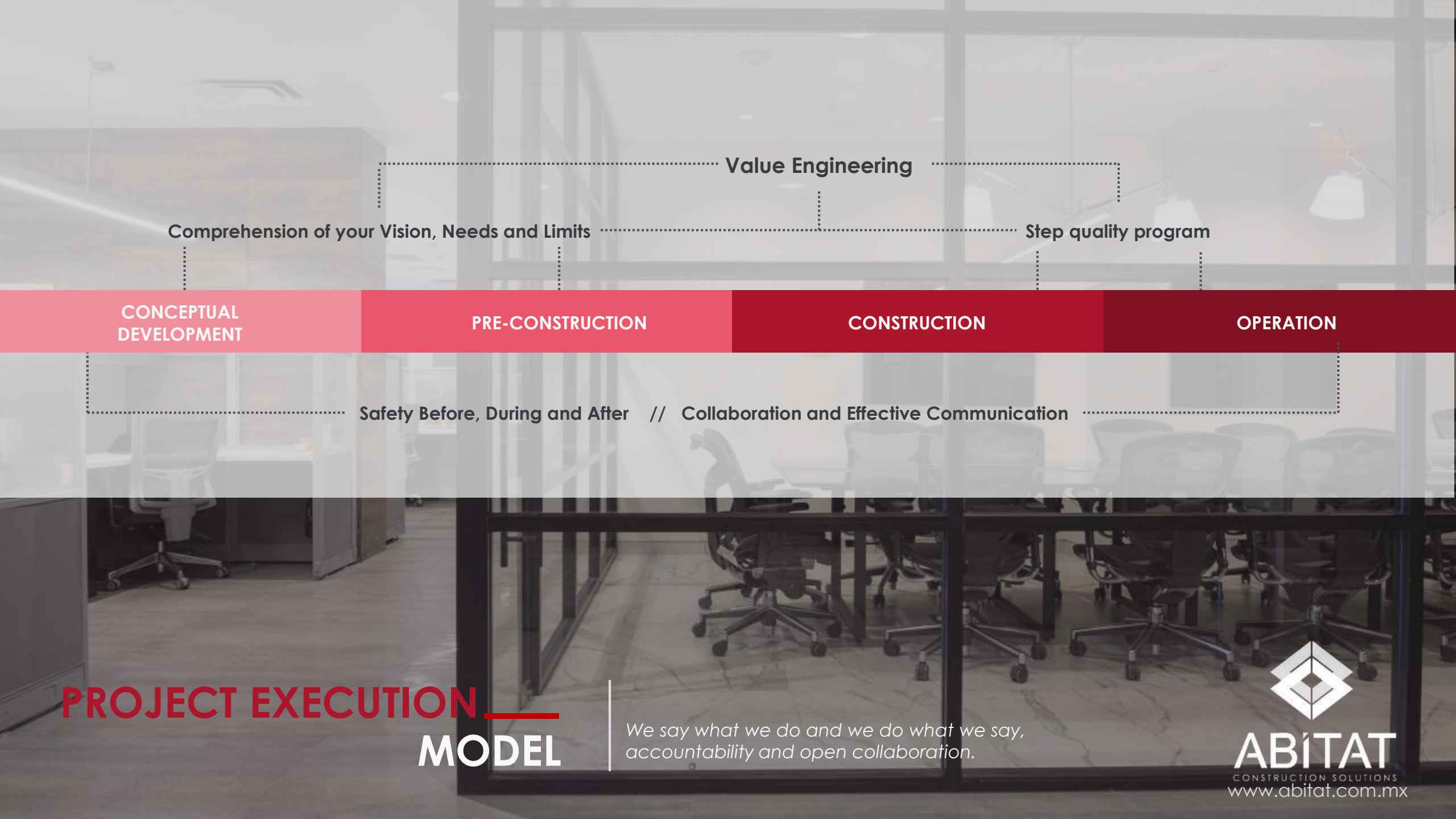


SAFETY BEFORE, DURING, AND  
AFTER THE CONSTRUCTION  
PROCESS



CLIENT-CENTRIC SERVICES





## Value Engineering

Comprehension of your Vision, Needs and Limits

Step quality program

CONCEPTUAL  
DEVELOPMENT

PRE-CONSTRUCTION

CONSTRUCTION

OPERATION

Safety Before, During and After // Collaboration and Effective Communication

# PROJECT EXECUTION MODEL

*We say what we do and we do what we say,  
accountability and open collaboration.*



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## SAFETY STANDARDS BASED ON

The OSHA logo is displayed inside a white circle. It features the word "OSHA" in a bold, black, sans-serif font, with a small blue and white circular icon to the left of the text.The NOM logo is displayed inside a white circle. It consists of the letters "NOM" in a bold, black, sans-serif font, with horizontal lines above and below the text.The STOP logo is displayed inside a white circle. It features the word "STOP" in a bold, red, sans-serif font, with the tagline "GET SAFETY GOING" in a smaller, black, sans-serif font below it.

- We work to comply with our health and safety policy throughout the company.
- Our safety and Health Manual is based on the Mexican regulations.
- Digital security system.
- Safe return to work protocols.
- In each work site we handle physical information in the training camps about what happens during the work execution process.

## OUR PHILOSOPHY

Our planning process includes the appropriate means and methods to safely execute our work. Pre-task risk analysis are essential for any industrial project.

## HEALTH & SAFETY PROGRAM

### HEALTH & SAFETY COMES FIRST IN EVERYTHING WE DO

Our Preventive "Zero Accidents" Program gives outstanding results making us leaders in safety in the construction industry in Mexico.

# BIM

Building Information Modeling (BIM), a collaborative working philosophy supported by digital platforms. We develop projects through BIM:

- MODEL DEVELOPMENT & COORDINATION
- COMMON DATA ENVIRONMENT
- MARKUPS & CLASH DETECTIONS
- INFORMATION IN REAL TIME
- PROJECT CONTROL REPORTS

# LEAN

In some projects we use the Last Planner System® as a planning tool. Collaboration is required between the Client, Abitat and subcontractors:

- LEAN BOOT CAMP
- MASTER SCHEDULING
- PHASE PLANNING
- LOOK AHEAD PLANNING
- WEEKLY WORK PLAN

## Successful projects developed through BIM and Lean practices:

**BIM:** SCA Hidalgo paper Manufacturing Facility // Kohler Sanimex V Expansion // CPA Tijuana Inventory building // CPA Tlanepantla Inventory Building // Aerotech Building 3 // HBG Tenant Improvements

**LEAN:** Hines PIT II Offices // Interceramic Chihuahua Offices // Brose Manufacturing Facility

## BIM & LEAN IMPLEMENTATION

High bay

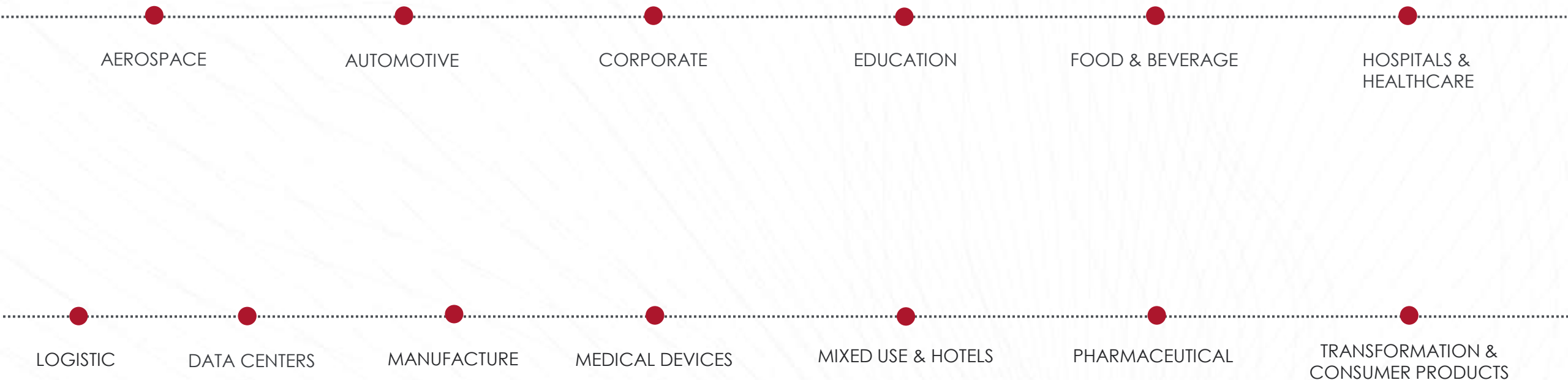
<http://pano.autodesk.com/pano.html?url=jpgs/8f4a62ae-f8eb-4d30-a42a-4f597b219f11>





An abstract graphic featuring a network of interconnected nodes and lines, resembling a molecular structure or a complex web. The nodes are represented by small black circles, some of which are highlighted with a white outline. The lines are thin and grey, connecting the nodes in a complex, non-linear fashion. The overall shape of the network is roughly triangular, with the base extending across the bottom and the apex at the top left. The background is a light, textured grey.

# OUR EXPERIENCE



**MARKETS**         
**SERVED**





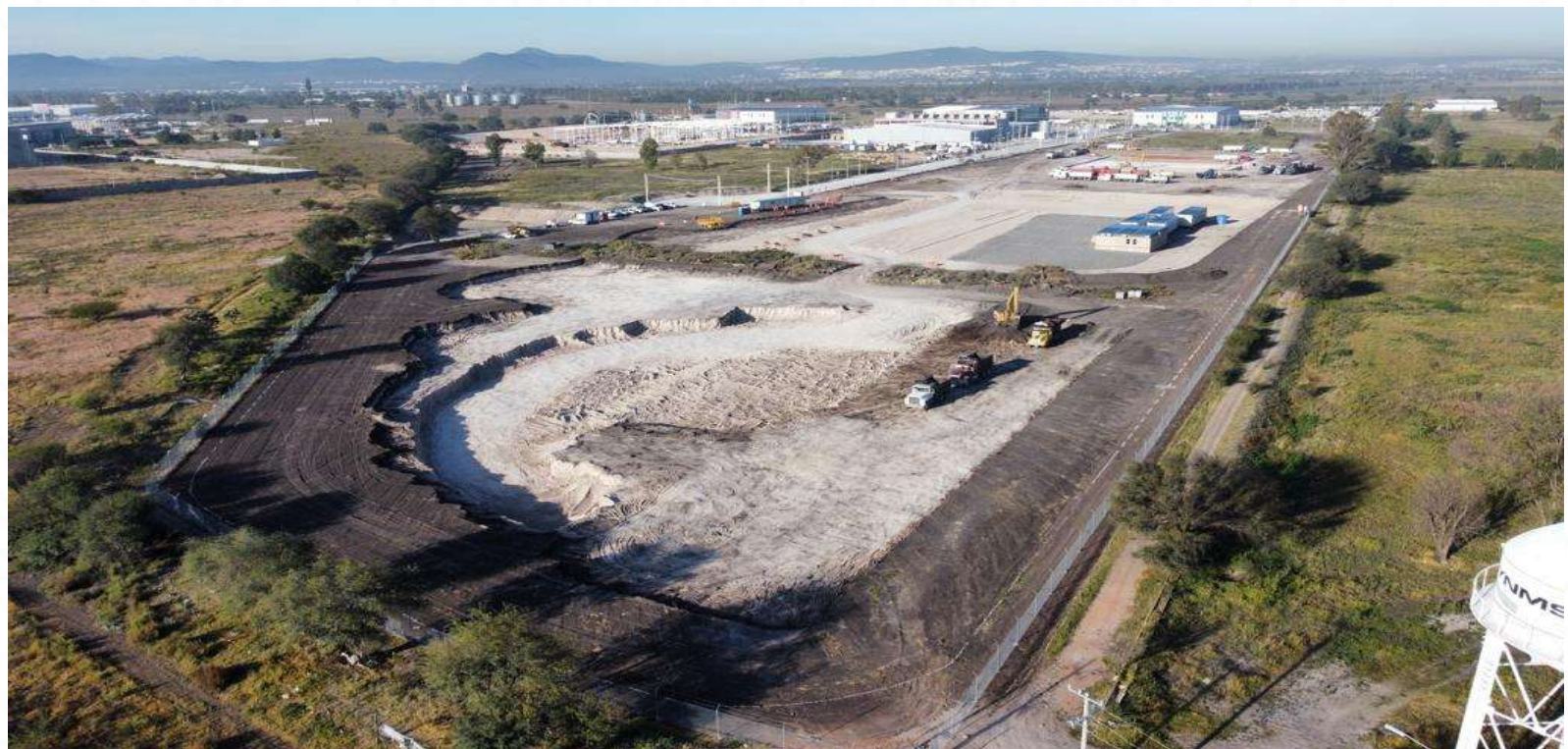
PROJECTS IN PROGRESS





**Confidential**

**Data Center, Qro.**  
5,600 m2 roofed  
9.6 MVA  
1 Colo







**Bosch**

**Aerotech Industrial Park.**  
12,600 sqm roofed  
+ 20,000 sqm earthworks







# Liverpool

Edomex  
+ 230K sqm roofed  
+1M m2 of earthworks







**Michelin**

Guanajuato  
+ 38,000 sqm roofed  
+330,000 of earthworks







**Kohler**

**San Luis de La Paz**  
+220 K sqm of earthworks  
+ 130K sqm roofed







## Kohler

**Monterrey, N.L.**  
+ 120K sqm of earthworks  
+ 60K sqm roofed







# WORKS BY SPECIALTY

# AEROTECH INDUSTRIAL PARK

QUERÉTARO



## Project Description

115 KV Underground feeder, 40 MVA's 115 KV Substation, medium voltage tension capacity, medium voltage redundancy loop in all Park, eight medium voltage underground switchgears, shared fire protection system with 300,000 Gal of water; two wastewater treatment plants for 10 LPS piping for fiber optic installation, preparations for two carriers for redundancy. Underground electrical facility's coordination and monitoring of procedures and documental management with CFE for the start-up of substation and handover.

## Construction Date

2018

## Construction Value

\$9.5 M USD



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# BROSE

## QUERETARO



### Project Description

Four 3000 KVA capacity substations, one back up generator 300 KW, one 30 KVA UPS for telecom room, siphonic water drainage system BMS, CCTV, access control system, fire alarm with paging emergency system, Tera E10 (Cat 7A) Cable for structured cabling, fiber optic redundancy with single mode (OS2) fiber and multimode (OM4) Fiber; natural gas, compressed air. Cool water, and welding gas installation through all the production area.

Revision of drawings delivered by client, and complementation of the design, including pipes trajectories, cables schedule and construction details.

### Construction Date

2016

### Construction Value

\$17.6 M USD

588,065 ft<sup>2</sup>

### Project Area

54,633 m<sup>2</sup>



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### Project Description

Two substations for a total of 13,000 KVA, compressed air, four compressors, 250 HP each, hot water 1,300,000 KCAL / HR, plumbing including LP gas for production process, evaporative cooling, HVAC ventilation for offices, power busways for molding machines (16 MDP), medium voltage loop for electrical redundancy.

Value Engineering in HVAC, electrical and compressed air, also the paint shop delivered in 5 months for the installation of the equipment and project redesign according to client needs.

### Construction Date

**2014**

### Construction Value

**\$10 M USD**

**587,259** ft<sup>2</sup>

### Project Area

**54,560** m<sup>2</sup>



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# KOHLER

MONTERREY, N.L.

## Project Description

5000 KVA substation connected to existing infrastructure, engineering power busways for production equipment, motor control center for HVAC, 900 KW generator set & transfer switches, compressed air, slip piping and reverse osmosis piping, pumping including process waste water and natural gas, fire protection system including the new pump room, evaporative cooling, ventilation and HVAC for offices.

MEP support with scope coordination, value engineering for medium tension loop, special mention by client regarding MEP quality and coordination BIM Project.

## Construction Date

2018

## Construction Value

\$5.7 M USD

322,917 ft<sup>2</sup>

## Project Area

30,000 m<sup>2</sup>



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# ABC HOSPITAL SANTA FE EXPANSION

CDMX

## Project Description

Two substations 2000 KVA and 1500 KVA, two generator set 350 KW and 1000 KW, four transfer switches, Parallel redundant 100 KVA UPS for surgery room, isolation panelboards for surgery rooms, plumbing including medical gases, fire protection system (sprinklers, hoses and extinguishers), special systems including nurse call, chilled water and air handling units for HVAC, critical areas HVAC.

Cross engineering, MEP execution time reduction, electrical works quality and coordination of MEP shutdowns on a fully operational hospital.

Construction Value

**\$10.8 M USD**

**+137,358 ft<sup>2</sup>**

Project Area

**+12,761 m<sup>2</sup>**



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# BOCAR LERMA

## ESTADO DE MÉXICO



### Project Description

Two substations 5000 KVA & 2500 KVA, power busways 1200A to 4000A 3500 FT including plugins. Lighting and power outlets, HVAC for office areas and plumbing. Interpretation of the client's needs in order to present the technical and economic proposal.

### Construction Date

2018

### Construction Value

\$6.4 M USD

223,889 ft<sup>2</sup>

### Project Area

20,800 m<sup>2</sup>



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# TELEFLEX

## CHIHUAHUA

### Project Description

Clean room ISO-8 classification (100,000 particles), 1500 KVA electrical substation, plumbing, lighting and power outlets, HVAC Equipment Mezzanine.

Abitat worked in collaboration with the client for the design and development of MEP engineering in order to seek efficiencies and establish an optimal proposal

### Construction Date

2017

### Construction Value

\$2.7 M USD

31,990 ft<sup>2</sup>

### Project Area

2,972 m<sup>2</sup>



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# OTHER RELEVANT PROJECTS



# INTERMEX BELL HELICOPTER

(COMPAÑÍA TEXTRON)

CHIHUAHUA, CHIH.

## Descripción de Proyecto

Edificio con certificación LEED plata para la fabricación y ensamblado de helicópteros principalmente de uso comercial. Este proyecto incluía pavimentos con materiales de alta reflectancia e instalaciones principales para reusar el agua, la eliminación correcta de desperdicios y los bajos costos de mantenimiento.

Un edificio de alta tecnología operado por mas de 300 empleados dentro de sus procesos de fuselaje.

**+122,282** ft<sup>2</sup>

**Área de Proyecto**

**+11,360** m<sup>2</sup>



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# ARTHA CAPITAL

Mérida, Yucatán.

Derived from the exponential growth of the e-commerce sector worldwide and in Mexico, the multinational company Amazon decided to lease a building in the City of Mérida to the developer Artha Capital which is a building and storage where packaging and packaging operations are carried out for the shipping of parcels and products in the southern region of the country.

## Project Description

## Contruction Date

2021

206,667 ft<sup>2</sup>

## Project Area

19,200 m<sup>2</sup>



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# HINES

## GUADALAJARA

### Project Description

Multitenant office building with 10 levels of construction and parking for 1000 vehicles. LEED Silver certification. An open book PMG contract was used. A shared 50-50 savings system was proposed on value engineering, and in terms of safety, strict guidelines have been followed with workers, subcontractors and visitors. Abitat recommended soil improvement because the land did not meet what was required, in addition to the Last Planner System was successfully implemented.

### Construction Date

**2018**

**569,755** ft<sup>2</sup>

### Project Area

**52,932** m<sup>2</sup>



## Business Development

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CONTACT  
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Let's talk  
about great ideas





**THANK YOU!**



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