



Building Responsibly™

In Education/Institutional
Construction

DELPHI™
CONSTRUCTION INC

Providing Comprehensive Multi-Market
Construction Management and Specialized
Preconstruction Services Since 1992

Building Responsibly™ In Education/Institutional Construction Since 1992

Our Approach

As a construction company working in Education Construction, we understand that Colleges, Universities and other educational institutions face a threefold challenge when it comes to investing in construction. One: how will the project impact current students? Two: how will it bring benefit to generations of future students? And three: how can the financial expenditure yield the greatest ROI?

Delphi Construction of Waltham and Cape Cod Massachusetts addresses all three with our client-centered, quality-focused and budget-driven approach.

We take a highly personalized approach to every project. One which puts the client's needs first from the start. We work hard during the bid development process to ensure that we fully understand all of the project goals and requirements, address overall constructability, provide value engineering options, suggest cost-efficient alternatives and develop a detailed budget. All of this work is in service of providing a quote that is truly comprehensive, accurate, reliable and of course, highly competitive.

Our advanced pre-project planning, phasing and logistics methodologies, along with our experience building in occupied settings, enables us to ensure that the project proceeds on schedule while causing as little disruption as possible to campus life.

Our management in the field is rigorous and constant. Delphi's seasoned management team holds every vendor to the highest standards of quality, performance and production while ardently enforcing timelines and deadlines. This relentless management approach ensures the final project is delivered on-time, as-designed, on-budget and in a manner that exceeds our client's expectations.

Building
Responsibly.

DELPHI™ Building
CONSTRUCTION INC. Responsibly.™ Building
Responsibly™

Collaborative.

Our approach to working with project stakeholders is collaborative, not adversarial. We see ourselves as partners working together with the Architect to deliver a final product that exceeds the expectations of our shared client. We strive to be the kind of construction partner that clients and architects love to have at the table beside them.



DELPHI
CONSTRUCTION
EDUCATION
PROJECT:
Falmouth
Academy
Performing Arts
Center

Responsible.

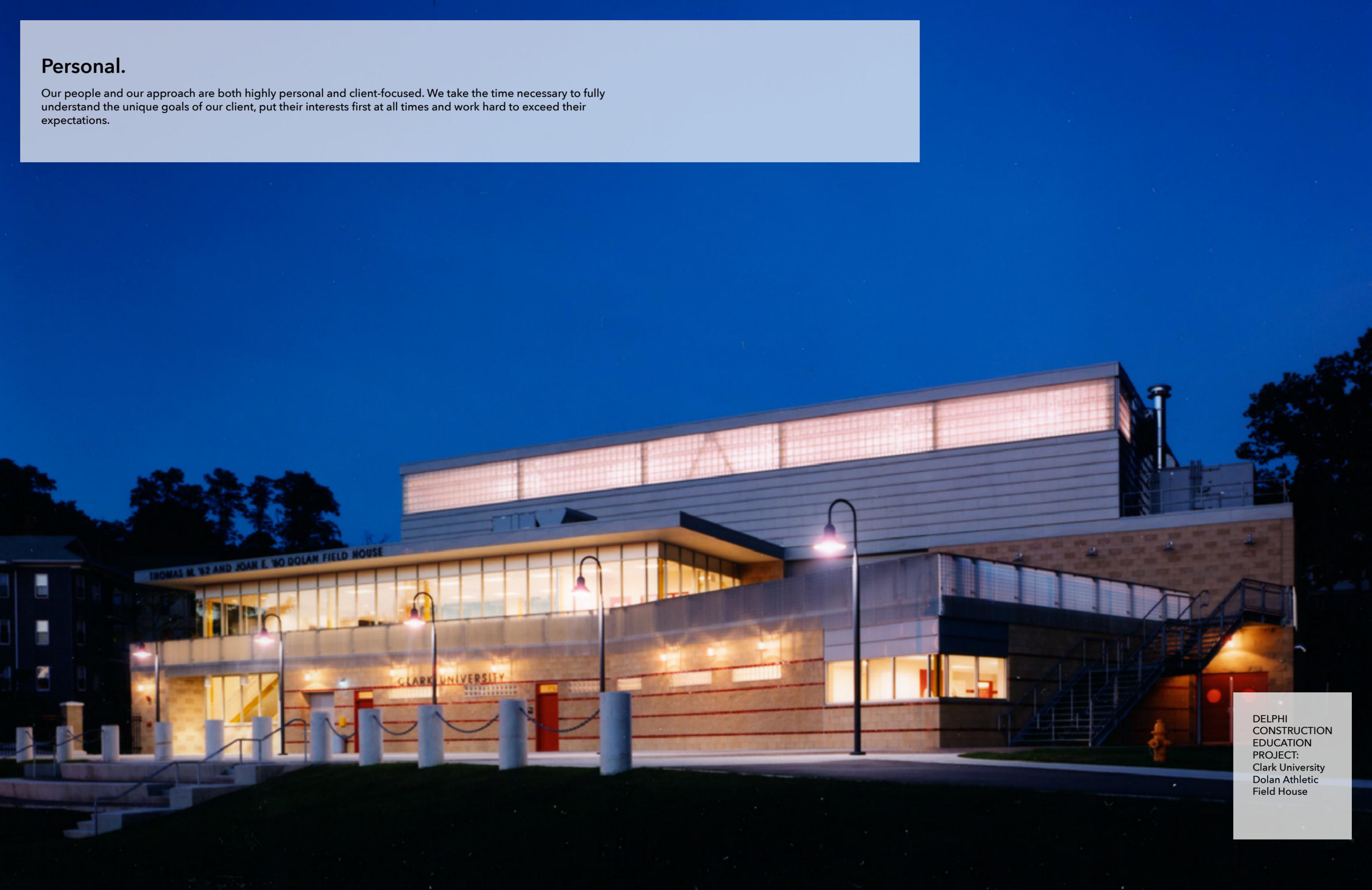
Building Responsibly™ isn't just a tagline, it's the way we do business every day. At Delphi, we take full responsibility for all aspects of the project and work hard to ensure that it is a success in every way.



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Personal.

Our people and our approach are both highly personal and client-focused. We take the time necessary to fully understand the unique goals of our client, put their interests first at all times and work hard to exceed their expectations.



DELPHI
CONSTRUCTION
EDUCATION
PROJECT:
Clark University
Dolan Athletic
Field House

Flexible.

We are flexible in our contract structure but unwavering in our commitment to exceed your expectations. Whether you require a Stipulated Sum Contract structure or GMP/Cost Plus, Delphi continues to put your needs first from start to finish.



DELPHI
CONSTRUCTION
PUBLIC FACILITY
PROJECT:
Reading Public
Library

About Delphi Construction

Our History and Values

We started out in 1992 as a small firm with a desire to do things differently in the construction industry. We believed that if we personalized our approach, put the client's needs first, performed outstanding work and operated with an unwavering commitment to our core values of Honesty and Integrity, then we would have a recipe for enduring success.

Over the past 25 years Delphi has become an increasingly visible leader in multi-market Construction Management. As a testament to the value our clients find in our approach, we are proud to say that we have maintained an extremely high loyalty rate with almost 90% of our work coming from repeat clients and their direct referrals.

For us, Building Responsibly™ isn't just a tag line, it's the way we do business every day.



Our Services

- Pre-Project Planning
- Pre-Construction Services
- Construction Services
- Post-Construction Services
- Permitting
- Support in State & Local Agency Interface
- Comprehensive Phasing Plans
- Advanced Site Logistics
- Budgeting & Value Engineering

Our Experience:

- New Construction
- Occupied Renovation
- Historic Renovation
- Modular Construction

Select Client List

- Clark University
- Falmouth Academy
- Rising Tide Charter School
- Venerini School
- Sage School
- Carroll School for The Blind
- E.F. Institute International Language School



“Their work always proceeds smoothly and with minimal disruption to our ongoing operations - even in our busiest and most demanding environments.”

Colin MacLachlan, Facilities Manager

Building Responsibly™ Means Never Settling for Anything Less Than A+ Project Delivery™.

As responsible Construction Managers, we understand that there's much more to a successful project than just getting it to the finish line. There are several, equally important aspects that all must be managed throughout the duration of the project in order to earn the highest marks and attain an A+ Project. The members of our team strive to excel in each of those areas and work relentlessly to improve every day.

The Measure of an A+ Project:

We have developed a comprehensive set of criteria against which we measure our performance throughout the life of the project. Some aspects are quantitative, others qualitative but each is equally important.

Our project delivery teams understand that without achieving the highest levels of success in each individual area, the project as a whole cannot be considered to meet Delphi's A+ Project Delivery™ Standard.



We thoroughly train and equip our Project Managers and Construction Superintendents with the kind of dynamic management skills necessary to ensure the holistic health of the project at all times.

Our staff is challenged to continually improve and respond to a changing environment through weekly self evaluation and mentoring from senior peers. They are held accountable through direct oversight from the Project Executives to whom they report.

The following key areas and team responsibilities represent our A+ Project Delivery™ Standard.

The Project is On Budget

Dynamic Management of Budget Development, Procurement and Cost Control

The Project is On Schedule

Detailed Planning and Dynamic Management of All Site Activities and Personnel.

The Project is Safe

All Activity on Site is Consistent with Delphi's Strong Safety Culture.

Work is of the Highest Quality

The Project is One Delphi Would Be Proud to Put its Name On.

The Client is Happy

Ensure That The Owner's Needs Are Being Put First, Always.

The Team is Happy

Site Morale is High and Entire Team Feels Good About The Project and The Process.

Our Responsibility To Our Clients

Our primary responsibility is to look out for the best interests of our client first. Always.

Our end goal on every project is to deliver a final product that meets all of our client's needs through a process that exceeds all of their expectations.

Our Responsibility To Architects

As project partners working toward a shared goal, we have 7 main responsibilities to architects.

- To Respect The Creative Process
- To Foster a Collaborative Relationship
- To Appreciate The Nuances of The Design
- To Be Effective Communicators
- To Be Flexible During The Process
- To Be Creative Problem Solvers
- To Look for Win-Win Solutions

Our Responsibility as Corporate Citizens

We aspire to do more than build great buildings, we want to help build a better world. We are committed to empowering a diverse workforce, actively supporting charitable and community development activities and being good stewards of the environment by building sustainably.



New Performing Arts Center at Falmouth Academy

Delphi was selected by Falmouth Academy to construct their new \$3m+ Performing Arts Center complete with black box theater, practice space, lobby foyer and common spaces.

Delphi worked closely with the school to deliver a final product that exceeded expectations.

The project had a tight deadline due to a scheduled opening performance, Delphi completed the project in 10 months and the new 11,400 square foot facility was ready for opening night.



LEFT PAGE:
Performing Arts Center Exterior

RIGHT PAGE:
Exterior and Interior shots including theater, hallways and common space.

Clark University Field House

Clark University in Worcester MA selected Delphi Construction to build their new athletics field house, tennis courts and artificial turf ball field.

Under a compressed time table, Delphi was able to complete the entire project in ten months. Careful phasing by Delphi ensured that Clark's athletic teams did not miss a single season on their home field.

Utilizing Delphi's True Open Book™ GMP/Cost Plus Construction Management Framework, the client was able to apply \$150,000 in cost savings towards various upgrades.



LEFT PAGE:
Field House Exterior

RIGHT PAGE:
Exterior and Interior shots.



Historic Library Addition and Renovation

Delphi was selected as the General Contractor for this Public bid project.

The \$16m project consisted of a new addition and gut renovation of this historically significant public library which is registered on the National Register of Historic Places.

Comprising 40,600 square feet of construction work, the project was completed in 20 months.



LEFT PAGE:
Library addition exterior.

RIGHT PAGE:
Interior shots.



We Would Love The Opportunity
to Discuss How We Can Help You
With Your Next Project.

DELPHI™ Building
CONSTRUCTION INC. Responsibly.™

Waltham Office

130 Overland Road
Waltham, Massachusetts 02451
781.893.9900

Cape Cod Office

17 Cape Drive Suite 2
Mashpee, Massachusetts 02649
508.815.5555

www.delphiconstruction.com

Comprehensive Construction Management
and Specialized Preconstruction Services for The
Education/Institutional Construction Market.

