LANE COBURN & ASSOCIATES

Lane Coburn & Associates, LLC. is an electrical engineering firm located in Bothell, Washington, with extensive experience with both consulting and design build projects.

Origin

1. How do you get an engineering project? Who hires you? How do you find new business?

Most of our projects come from repeat customers or recommendations from current clients. The best sales job is to provide a great job on current projects and under promise and over deliver. Additionally, Lane Coburn & Associates continually strives to stay abreast of the latest technologies through continued education and credentialing.

LCA has a good mix of clientele. We work directly for owners such as Sabey Datacenter properties, MSFT and AMAZON, we work in the Design/Build arena with first rate electrical contractors like VECA Electric & Technologies, we team up as the Small Business entity for large engineering firms like BERGERABAM, CH2MHILL and AECOM and we work directly for law firms as expert witnesses.

2. Describe a typical timeline for a building project. When do you start working with the team (owner, architect, contractors, etc.), and at what points of the process do you consult? What types of interaction do you have?

As a large number of our projects are for Mission Critical Facilities, the electrical and telecommunications engineer is brought on board much sooner than in the typical commercial project. Electrical and telecommunications plays a much more key role in Mission Critical projects that input from Lane Coburn & Associates during the master planning is key.

LCA has been involved in a number of Mission Critical projects for Sabey DataCenter Properties (Owner) and VECA Electric & Technologies (Electrical Contractor). We provide master planning, site utility coordination, manage meetings and assist on the marketing side.

Below are a few pictures of the Intergate.Columbia Data Center Campus

Scope

3. How does your firm's engineering team break up the work? Do you have one lead engineer, and several sub-engineers with specialties? How are the responsibilities broken up? What engineering tasks do you typically subcontract?

LCA will assign a Design Leader to each project based on the project type and the individual expertise. We then assign several support engineers, designers and CAD designers to assist in the project. Additionally, we have a separate team member provide QAQC throughout the project. It is critical to have a team member separated from the project provide a thorough review of the project.

As LCA has a long history of Design/Build and Constructability experience, we have our entire staff review projects to ensure constructability and value engineering. On the Intergate.Columbia project noted above, VECA Electric & Technologies, specifically Jerry Boyce (project superintendant) was brought in early for the large BlackRock TI. VECA and LCA worked hand in hand through the detailing, value engineering and 3D process to ensure a successful project.

Barry Novick, Global Data Center Manager for BlackRock Inc stated the following in reference to this project,

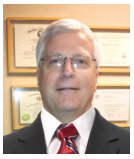
"The entire Sabey organization embraced our unique Data Center architecture and aggressive project schedule. We utilized a large variety of Technologies, Contract Vehicles and Vendors that normally are not found together on the same project. The Team delivered on-time, under budget and met our design objectives. This partnership approach provided an outcome that a traditional "arms-length" relationship could not have duplicated."

Meet our Team of Engineers...

Keith Lane
P.E., RCDD, NTS, RTPM, LC, LEED AP BD+C
President/CEO

Scott Coburn
Principal, Director of Constructability

Nick Alexander
LEED AP BD+C, CAD/BIM/REVIT Group Manager



Bill Waldrop
RCDD – Sr. Electrical Designer, Telecommunications Group Manager

Vicky Williams
Sr. Electrical Designer

Specifications

4. When specifying products or systems, how often does the owner agree with your specifications? Who decides on the products' brands? Does the owner request specific products or companies? Do you have a set list of manufacturers you work from?

Many of our customers, especially for Mission Critical Environments are very savvy. For instance on our Sabey DataCenter construction projects, we work hand and hand with the Director of Operations, John Sasser in the selection of equipment. LCA will provide the specifications, work with Mr. Sasser to select vendors, review submittals and proposals as a team and then select the final products based upon a number of criteria. This criteria includes the following:

- **Coherence with the specifications**
- **Reliability**
- **Energy efficiency**
- **Flexibility/expandability**
- **Constructability/ maintainability**
- **Cost**
- **Delivery Date**
- **Warrantee**

Product Research

5. How do you gather information from manufacturers? How do you get new product information? What resources do you use: website, manufacturer reps, etc.?

Lane Coburn & Associates is passionate about staying abreast of current technologies and design and installation methods. Our staff attends seminars, webcasts and classes for continued education, we also write articles, give presentations and partake in webcasts as expert panelists. In addition, we belong to numerous professional organizations and LinkedIn Groups that provide numerous articles and blogs….there is a never ending source of relevant material out there.

Project Details

6. How often does the contractor or owner recommend substitutions? How do you go about approving these? How much of the project gets installed exactly as specified?

Substitutions are often recommended. As a design and construction team, we are typically open to substitutions as long as it can be clearly proven that the substitution is as good or better than the originally specified product and there is a cost savings or maintenance advantage to the owner.

7. How does a manufacturer get added to a project after the specs are written? What are the chances of a new technology getting installed on an already-specified project? How willing are you to try/implement new technologies?

New technologies are great, but they must be proven. It is great if you find a product that saves a client a point or two in PUE, but if that new technology causes an outage in a Mission Critical environment that may be the last project you design for that owner.

8. Over the course of a single project, how many hours do you spend with the owner, architect, and the full team? Describe the collaboration.

Collaboration is key with the entire design and construction team. We do not look at collaboration from the standpoint of number of hours, but from a standpoint of continuous collaboration. We are sending emails, in the clients office, setting up GoTo Meetings, at the project site or on the phone with the client and field personnel for as long as it takes to ensure success of a project.

Post-Occupancy

9. Once the building is complete, are you involved with ongoing maintenance and operations? Measurement and verification? Commissioning? How does your relationship continue with these buildings?

For many of our clients, we are involved in projects after construction. It is essential on Mission Critical projects to ensure proper commissioning, as building and documentation of ongoing changes to the facility. The intent is to build a strong relationship with customers so it makes sense from an economic and reliability standpoint to utilize our services.