



 We Power
PROGRESS

IES COMMERCIAL & INDUSTRIAL

EAST REGION: RICHMOND

305 B Ashcake Road,
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IES
C&I



IES COMMERCIAL & INDUSTRIAL DIVISION

IES C&I EAST REGION OVERVIEW

At IES C&I, 'We Power Progress' is more than our slogan— as a leading provider of electrical contracting solutions across the country, we design, build and maintain the systems that empower lives. IES C&I has national resources and reach but local understanding. Formerly ARC & Valentine Electric, IES East Region has **45+ years experience** of electrical construction projects, where we provide specialized electrical services for the Design Assist, Design Build Market.

The IES C&I East Advantage is our ability to add value and cost savings through our full-time schedule management team and early coordination to prefabrication. IES considers Building Information Modeling (BIM) and Virtual Design and Construction (VDC) to be both a function of design and construction, not just construction coordination. The results speak for themselves. IES has a well rounded portfolio and has completed over **1M square feet of warehouse** space for the largest and most recognized brands in the world!

Three Key Strategic Benefits IES C&I East Region Will Bring to Your Next Project

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- FINANCIALS: ability to purchase large volume of materials mitigating risk of rising commodities
- PREFABRICATION: efficiency & high productivity = save time/money & jobsite safety
- WORK FORCE: diverse group of hundreds VA employees

IES C&I East provides valuable services anywhere in the project cycle spectrum. Our custom-built Project Management Operating System ensures consistent project performance and schedule integrity while our reliable project managers drive efficiency, mitigate risk, and bridge project gaps. Add to that the broad depth of industry experience of our operations team alongside our capable longstanding employees, and you understand why IES C&I has a proud reputation for exceptional performance, dependability and responsiveness as a "Preferred Contractor" for countless clients.



*"Progress is the activity of today
and the assurance of tomorrow."*

– Ralph Waldo Emerson



IES COMMERCIAL & INDUSTRIAL DIVISION
IES C&I CAPABILITIES

What Can IES C&I Bring to Your Project?



ELECTRICAL CONSTRUCTION SERVICES:

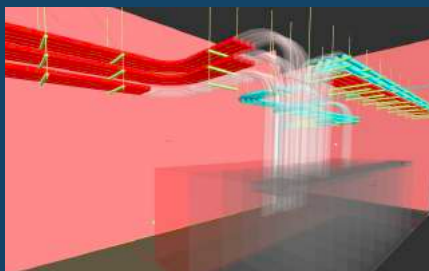
- High, Medium & Low Voltage Wiring Installation & Testing
- Cable Tray & Conduit Installation
- Electrical Equipment Installation
- MCCs/Switchgear
- Transformers
- Power & Lighting Panels
- Heat Tracing Installation
- Grounding
- Lighting
- Dimming Systems
- Lightning Protection
- Fire Alarm Systems

CRITICAL SCHEDULING:

- Each project phase is provided a narrative of major electrical activities; Use of realtime tools to gather data from the field on project execution; Data like hours, duration and productivity as well as what is driving the result as an active participant in the scheduling process

BIM / VDC APPROACH:

IES considers BIM/VDC to be both a function of design and construction. Early engagement allows for efficient coordination, conflict free construction drawings and the potential for early start to prefabrication. A Trimble robot can be used to spot real time points in the field for layout and installation, eliminating the need for rework— saving time/money.



POWER DISTRIBUTION SERVICES

COMMISSIONING AND START-UP SERVICES

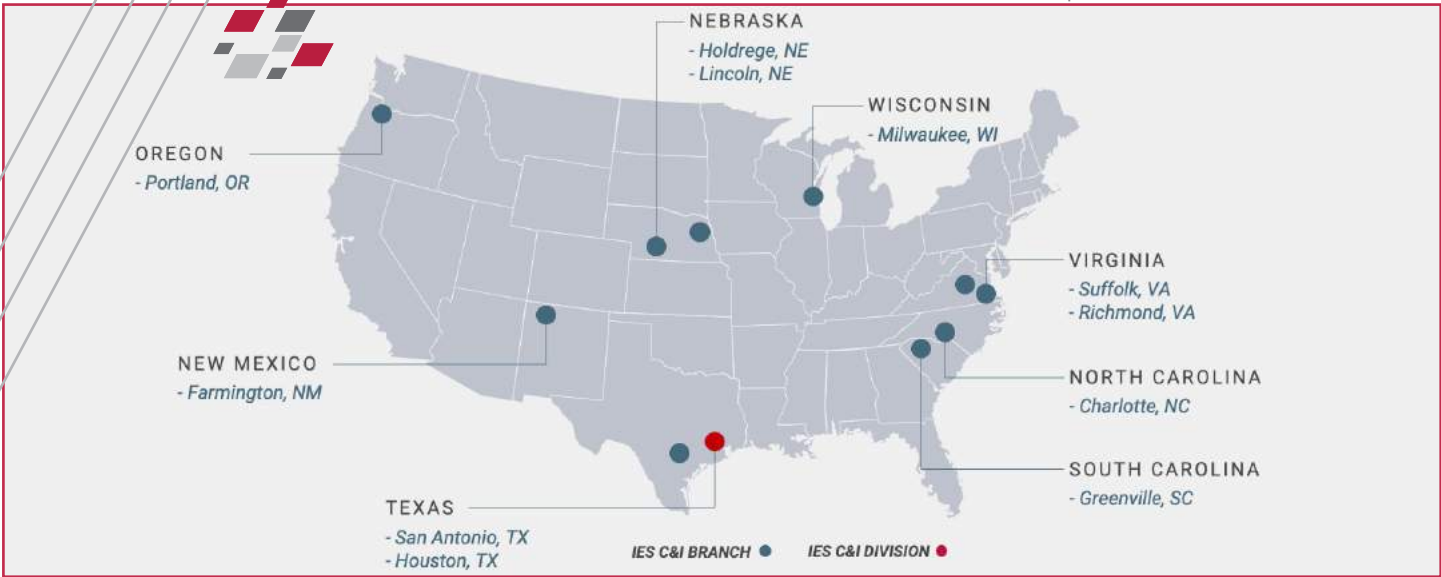
DESIGN ASSIST SERVICES

DESIGN BUILD SERVICES

PREFABRICATION

REPRESENTATIVE PROJECTS:

- Higher Education
- Sports facilities
- Office Buildings
- Hotels
- Parking Garages
- Healthcare
- Commercial
- Warehouses
- Data Centers
- Retail
- Industrial



IES COMMERCIAL & INDUSTRIAL DIVISION

IES C&I OPERATIONAL REACH & MARKET EXPERIENCE

IES C&I is a subsidiary of IES Holdings, Inc. (IES-CO.com; traded on Nasdaq as IESC) one of the largest electrical and communications contractors in the U.S. — ranked 7th as EC&M's Top Twenty Electrical Contractors in the nation for 2022. IES C&I operates nationally through its main offices, multiple satellite offices, an expansive mobile workforce, comprehensive licensing for nationwide compliance, and a malleable supply structure. This allows us to offer service capabilities including constant presence, critical plant shutdown, troubleshooting, emergency service, testing, and preventative maintenance to support our customers across the country.

INDUSTRIAL



COMMERCIAL



DATA CENTER



HEALTHCARE



EDUCATION



GOVERNMENT



'IES C&I can operate coast-to-coast, at anytime, to successfully complete projects safely, on- time, and within budget.'



IES COMMERCIAL & INDUSTRIAL

IES C&I SAFETY RATES & PRACTICES



OUR COMMITMENT TO SAFETY IS REFLECTED IN OUR NUMBERS.

With **100%** Employee Involvement, our safety ratings place IES C&I a leading electrical contractor nationally.

EMR

Experience Modification Rate

TRIR

OSHA Recordable Incident Rate

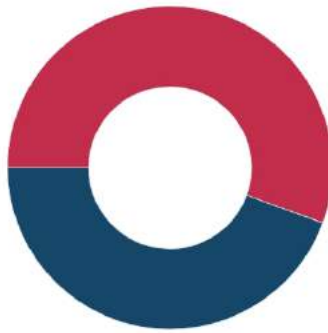
LTIR

OSHA Lost Time Incident Rate

AS OF NOV 2022



Industry Average 1.00
IES 0.72



Industry Average 2.00
IES 1.60



Industry Average 0.90
IES 0.19

AIM FOR ZERO

Our Safety Goal at C&I is to Aim for Zero:

- Zero Incidents...
- Zero Injuries...
- Zero Missed Opportunities...

We begin each and every day Aiming for Zero.



IES We power progress



IES COMMERCIAL & INDUSTRIAL DIVISION

IES C&I EAST REGION

IES C&I East has national resources and reach with local relationships and understanding. With our national presence, turnkey approach, value added services, and multiple teams with decades of field operation experience in various markets — we are positioned to promptly provide you with electricians trained in all facets of the trade with unmatched safety training to insure project success.

THANK YOU FOR YOUR CONSIDERATION.

LET IES C&I EAST **POWER**

YOUR UPCOMING PROJECTS

Please use this information as a basis for placing us on your approved vendors list and allowing us to provide all aspects of the electrical construction and maintenance needs for your facilities and projects.

Visit our website at IESEast.com to learn details about our past projects.

We look forward to the opportunity of working with you. Please feel free to contact me at your convenience to discuss our references and past project experience.

JOSEPH KING, Project Manager

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