

	OPTION 1	OPTION 2	OPTION 3	OPTION 4
	BUILD TO SUIT	DEVELOPER BUILD TO SUIT	RELOCATE TO EXISTING	STAY AND RENOVATE
COMPENSATION STRUCTURE	FEE	FEE	FEE	FEE
Section A: Project Requirements - Planning				
Architecture - [Core and Shell]	\$62,500	\$49,630	\$49,630	\$49,630
Arch / Interior Design - [Interior]	\$35,500	(included in Arch)	(included in Arch)	(included in Arch)
Mechanical, Electrical, Plumbing, FP Engineering	\$9,500	\$5,350	\$5,350	\$10,310
Process Engineering - Needs analysis	\$4,500	\$4,500	\$4,500	\$4,500
Structural Engineering	\$5,145	n/a - as needed	n/a - as needed	n/a - as needed
Civil Engineering	\$11,500	\$0	\$0	\$0
Landscape, Irrigation, Hardscape Design	\$9,400	\$0	\$0	\$0
Total Requirements - Planning	\$138,045	\$59,480	\$59,480	\$64,440
Section B: Space Planning				
Architecture - [Core and Shell]	\$12,500	\$21,270	\$21,270	\$25,524
Arch / Interior Design - [Interior]	\$21,300	(included in Arch)	(included in Arch)	(included in Arch)
Mechanical, Electrical, Plumbing, FP Engineering	\$3,000	\$2,600	\$2,600	\$3,060
Structural Engineering	\$3,430	n/a - as needed	n/a - as needed	n/a - as needed
Civil Engineering	\$0	\$0	\$0	\$0
Landscape, Irrigation, Hardscape Design	\$0	\$0	\$0	\$0
Total Requirements - Space Planning	\$40,230	\$23,870	\$23,870	\$28,584
Section C: Schematic Design				
Architecture - [Core and Shell]	\$93,750	\$39,704	\$39,704	\$39,704
Arch / Interior Design - [Interior]	\$35,500	(included in Arch)	(included in Arch)	(included in Arch)
Mechanical, Electrical, Plumbing, FP Engineering	\$69,900	\$21,300	\$31,000	\$30,600
Process Engineering	\$41,000	\$41,000	\$41,000	\$41,000
Structural Engineering	\$25,725	n/a - as needed	n/a - as needed	n/a - as needed
Civil Engineering	\$4,300	\$0	\$0	\$0
Landscape, Irrigation, Hardscape Design	\$20,400	\$0	\$0	\$0
Total Requirements - Schematic Design	\$290,575	\$102,004	\$111,704	\$111,304

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Section D: Design Development & Pricing Process				
Architecture - [Core and Shell]	\$118,750	\$70,900	\$73,736	\$78,000
Arch / Interior Design - [Interior]	\$63,900	(included in Arch)	(included in Arch)	(included in Arch)
Mechanical, Electrical, Plumbing, FP Engineering	\$139,200	\$78,500	\$82,400	\$90,100
Structural Engineering	\$42,875	n/a - as needed	n/a - as needed	n/a - as needed
Civil Engineering	\$28,900	\$0	\$0	\$0
Landscape, Irrigation, Hardscape Design	\$23,170	\$0	\$0	\$0
Total Requirements - Design Development & Pricing	\$416,795	\$149,400	\$156,136	\$168,100
Section E: Construction Documentation & Bidding Process				
Architecture - [Core and Shell]	\$150,000	\$92,170	\$96,424	\$106,500
Arch / Interior Design - [Interior]	\$85,000	(included in Arch)	(included in Arch)	(included in Arch)
Mechanical, Electrical, Plumbing, FP Engineering	\$166,000	\$93,200	\$97,900	\$107,200
Structural Engineering	\$60,025	n/a - as needed	n/a - as needed	n/a - as needed
Civil Engineering	\$42,400	\$0	\$0	\$0
Landscape, Irrigation, Hardscape Design	\$34,560	\$0	\$0	\$0
Total Requirements - Construction Documentation & Bidding Process	\$538,185	\$185,370	\$194,324	\$213,700
Section F: Construction Administration				
Architecture - [Core and Shell]	\$187,500	\$99,260	\$102,096	\$135,000
Arch / Interior Design - [Interior]	\$85,200	(included in Arch)	(included in Arch)	(included in Arch)
Mechanical, Electrical, Plumbing, FP Engineering	\$130,200	\$69,500	\$73,400	\$81,200
Structural Engineering	\$34,300	n/a - as needed	n/a - as needed	n/a - as needed
Civil Engineering	\$6,100	\$0	\$0	\$0
Landscape, Irrigation, Hardscape Design	\$11,600	\$0	\$0	\$0
Total Requirements - Construction Administration	\$454,900	\$168,760	\$175,496	\$216,200
TOTAL BASE SCOPE FEES	\$1,878,730	\$688,884	\$721,010	\$802,328
REIMBURSABLES - (NOT TO EXCEED AMOUNT)	\$112,723.80	\$41,333	\$43,261	\$48,140

Alternates

	NTE billed hourly
A1. Furniture	\$35,000
A2. Commissioning (coordination with Cx agent)	\$6,000
A3. Graphics & Wayfinding	\$25,000
A4. Workplace Strategy & Solutions	
A4a. WWS Lite	\$33,000
A4b. WWS Full	\$78,000
A4c. [Optional] Recommended Full Services (Change Management Full & Pilot Study):	\$105,000
A4d. [Optional] Recommended Lite Services (Change Management Lite):	\$15,000
A5. Lean 6 Sigma	\$60,000
A6. Low Voltage Phase I	\$81,150
A7. Low Voltage Phase II	\$16,230
A8. Entitlements	\$25,000

Reimbursable Expenses

Reimbursable expenses for out-of-pocket costs incurred in performance of the work are billed at 1.0 times actual cost include, but are not limited to, the following:

- Printing/Plotting
- Travel Expenses, lodging and meals
- Materials needed for the express use of the project (i.e.: photography, boards for presentation purposes, etc.)
- Postage, couriers and express deliveries

* Our Fee is based on our experience related to two (2) key elements of successful lab and tech service area design. First, (1), working with the various lab and service users will require understanding each group's needs and preferences for efficient R&D labs. It also requires working between groups to reach pragmatic consensus the serves all users. To do this well means investing extra time; but the result will ensure Advanced Energy has high-functioning lab/service spaces that improve the efficiency and effectiveness of your staff. It will also improve staff retention.

Second, (2), our fee for documentation of the lab and service spaces reflects our commitment to providing a very tight set of detailed construction documents to the contractor(s) for bidding, especially in engineering. We will then require the contractor to 'verify' construction matches document drawings in the labs and service areas. This will allow Advanced Energy to undertake so that when the time comes for future renovations, Advanced Energy can proceed with the confidence that there won't be any costly surprises when construction takes place.

Global Partnership and Service

Like Advanced Energy, DLR Group is a global company. We pride ourselves on enterprise-level service partnerships, where clients including USAA, Google, General Dynamics, and Boeing know that they will receive the same level of service and results from us regardless of project location.

Keys to this level of service are:

You will always have a consistent client leader who tracks concurrent project progress.

A core team, familiar with your organizational structure and standards, will service your projects regardless of location.

This core team will be supported by key local staff experienced with relevant AHJs. If DLR Group does not have local staff in a particular location, a partner firm from a vetted list will be proposed.

We have worked with companies that have dedicated Facilities Departments overseeing their facility network, and with clients who do not have that structure. In either case, we can serve as an effective liaison to establish efficiencies, visual consistency, and replicable design guidelines for multi-location initiatives.

San Jose We recently delivered a 29,000 SF office and amenity center for CA Technologies in Santa Clara, California, just next door to San Jose. A core team made planned site visits at project milestones and effectively communicated throughout design and construction using our robust digital communication tools. This is the structure under which we will deliver Advanced Energy's San Jose TI.

Singapore A core DLR Group Advanced Energy team would communicate with a local design partner to deliver an office that reflects Advanced Energy's global brand.

Assumptions & Exclusions

1. Assumes project to be 141,800 SF (Option 01: GSF)
2. The project will be designed, permitted, and built generally concurrent (Option 4 in 2 phases).
3. It is assumed that the project will be produced in BIM.
4. DLR Group is very diligent in fiducially responsible design. Therefore, we will prepare a package suitable for cost estimating at the end of each phase. The cost estimate (prepared by others) will be presented to Advanced Energy for approval of design direction and distribution of cost (by area or trade). The design team will progress the design based on that approval. Should the cost escalate in following phases due to changes in scope of work not instigated by the design team, any re-design or Value Engineering will be an additional service.
5. Assumes no LEED certification
6. Assumes Advanced Energy will provide a detailed equipment list.
7. Fee Excludes services related to bidding & selection of other vendors, unless noted otherwise.
8. Excludes tap fees, utility fees, permitting fees, and construction testing
9. Fee excludes kitchen, fitness, and other specialty/amenity consultants.
10. Fee excludes building and monument signage.
11. Fee excludes 3rd party commissioning that will ensure the building meets IEC guidelines

Option 01

- 1a. We assume an active CA phase for the project to be no more than 52 weeks
- 1b. It is assumed that the construction cost will be approximately \$220-\$230/Sf. This excludes technology costs & FF&E.
- 1c. Assumes that the selected site is properly zoned for the intended use. Time required for Rezoning, Use Permits, or Code Variances will be provided as an additional service.

Option 02

- 2a. The project is new construction and all core & shell design work is being completed by others. Therefore, our fees exclude industry standard core & shell design, parking structure and site design.
- 2b. Assume most current drawings from the core/shell design team will be shared bi-weekly to the design team
- 2c. Assume that no base building code upgrades are required.
- 2d. We assume a max of 2 submissions to the city.
- 2e. It is assumed that the construction cost for tenant improvements will be between \$65-\$85 per RSF. This excludes technology costs & FF&E.
- 2f. Civil, landscape, and structural design / engineering is excluded

Option 03

- 3a. Assume as-builts of the building will be given to the design team
- 3b. Assume that no base building code upgrades are required.
- 3c. We assume a max of 2 submissions to the city.
- 3d. It is assumed that the construction cost for tenant improvements will be between \$65-\$85 per RSF. This excludes technology costs & FF&E.
- 3e. Civil, landscape, and structural design / engineering is excluded

Option 04

- 4a. Assume as-builts of the building will be given to the design team
- 4b. Assume that no base building code upgrades are required.
- 4c. We assume a max of 2 submissions to the city.
- 4d. It is assumed that the construction cost for tenant improvements will be between \$65-\$85 per RSF. This excludes technology costs & FF&E.
- 4e. Civil, landscape, and structural design / engineering is excluded
- 4f. We assume 2 phases with one swing space