



**Allen & Shariff**

DESIGN | BUILD | MANAGE

[www.AllenShariff.com](http://www.AllenShariff.com)

# Corporate Overview

Our mission at Allen & Shariff is to deliver outstanding service in both our design, build, manage and healthcare consulting divisions. We strive to provide project management, engineering solutions, construction services and healthcare operations solutions that are innovative, efficient, practical, and on time. Our team of caring, talented and dedicated professionals serves with integrity and pride to create mutually beneficial and lasting relationships with our clients. Bill Allen and Zack Shariff founded Allen & Shariff Corporation in 1993 as an engineering consulting business based in Columbia, MD. The company has expanded its services to include general contracting, project and construction management, and healthcare consulting in offices located in Columbia, Salisbury, Pittsburgh, Abu Dhabi and Dubai.

Allen & Shariff Engineering provides mechanical, electrical, plumbing, fire protection, and technology engineering design services. Along with engineering services, Allen & Shariff offers energy design and commissioning services for housing/mixed-use, healthcare facilities, corporate office buildings, K-12 schools, higher education facilities, retail, restaurants, government, and tenant/interiors projects. The firm offers services to these markets with unique skills in: Sustainable design, LEED consulting, geothermal systems designs, renewable energy design, site investigations, and much more.

Allen & Shariff Construction manages multi-disciplined construction and design/build projects. By providing project specific construction support to clients, Allen & Shariff Construction has established themselves as a leader in the private and public markets. The construction office values safety, quality, client satisfaction, and integrity.

Allen & Shariff also provides project and construction management services internationally. Allen & Shariff functions as the project representative and bring years of experience and expertise with an emphasis on healthcare facilities. This combination is not typically provided by traditional Project Management firms. The Allen & Shariff team members possess diverse planning, design, construction and operational backgrounds that ensure a comprehensive leadership perspective on your projects.

Allen & Shariff Healthcare professional services provides full service healthcare consulting to a variety of healthcare providers, payers and law firms. Our healthcare professionals focus is on compliance, operational efficiencies, billing and coding reviews, ICD-10 training and implementation, clinical documentation improvement, and litigation support. These consultants, clinicians, coders, health information management professionals, and financial consultants are experienced in assessments, root cause analyses, project management, analytics, implementation, and interim management. Additionally, our consulting staff is experienced in litigation support services related to False Claims, Stark and Anti-Kickback regulations, coding and billing issues, and compliance.

**Responsive**  
**Collaborative**  
**Innovative**  
**Quality**  
**Integrity**

# Corporate Leadership

## Zack H. Shariff, P.E., LEED BD+C

*Chief Executive Officer - Allen & Shariff Corporation*

Mr. Shariff co-founded Allen & Shariff Corporation in 1993. Mr. Shariff has over 25 years of experience in design, quality control, and project management of MEP/FP/IT systems. His area of specialty is the design of HVAC systems.



## William H. Allen, P.E., RCDD, LEED BD+C

*Founder/Advisor - Allen & Shariff Corporation*

Mr. Allen co-founded Allen & Shariff Corporation in 1993. Mr. Allen has over 35 years of experience designing electrical power, lighting, communication, mechanical, and fire protection systems for all types of public/private applications.



## Mary Cannon, CPA, LEED BD+C

*President - Allen & Shariff Corporation*

Ms. Cannon is responsible for all business operations, corporate governance and outreach at Allen & Shariff Corporation. Mary was previously Chief Operating Officer/Chief Financial Officer at Allen & Shariff Corporation.



## Diane McCloskey, CPA

*Chief Financial Officer - Allen & Shariff Corporation*

Ms. McCloskey is responsible for finance, payroll and accounting. She was previously Controller of Allen & Shariff Corporation and has over 25 years of experience in private industry and public accounting.



## Anthony E. Molinaro, Jr., P.E.

*President - Allen & Shariff Engineering, LLC*

Mr. Molinaro manages the three engineering office's located in Columbia, MD Pittsburgh, PA and Salisbury, MD. Mr. Molinaro has over 20 years of experience in design, quality control, and project management of building MEP/FP/IT systems



## Peter A. Molnar

*Director of Middle East Operations - Allen & Shariff Corporation*

Mr. Molnar directs operations from our Abu Dhabi branch office and is responsible for overall leadership, management and quality of our major projects. Prior to joining Allen & Shariff Corporation, Peter served as a Development Manager for Hammes Company.



## John Seeman

*Vice President - Allen & Shariff Construction, LLC*

Mr. Seeman has directed and managed Allen & Shariff's construction services program for the two years and has over 40 years of experience in construction and facilities management in both the public and private sectors.



## Irene Torino, RN

*President - Allen & Shariff Healthcare, LLC*

Irene Torino has over 28 years of healthcare experience in operations, compliance, quality control, and litigation support. Irene has served in both clinical and administrative capacities within large academic and urban community hospitals.



# Environmental Philosophy

Allen & Shariff is committed to being environmentally responsible not only to our community but to the environment as a whole by promoting sustainable and green building technologies and construction. To formalize this commitment, Allen & Shariff abides by the following Environmental Philosophy Statement:

*Allen & Shariff is committed to conserving natural resources and protecting our environment. It is our goal to reduce the impact we make on the planet in the course of our operation, and to promote and provide environmentally conscious and sustainable design and construction practices.*

*We support the following efforts:*

- *Reduce the effect of our daily operation on the environment by conserving energy and water, reducing our use of consumable products, and recycling.*
- *Explore opportunities to include environmentally conscious design and construction principles in each and every project.*
- *Provide education to our staff and the customers regarding conservation and sustainable design and construction.*
- *Provide time, effort, and financial assistance to select environmentally concerned causes and organizations.*

In support of this philosophy, Allen & Shariff has initiated a training and incentives program for our staff to become LEED® Accredited Professionals. With many LEED® Accredited Professionals, representing all offices and disciplines, Allen & Shariff is a member of the United States Green Building Council, and is constantly looking at our operations for ways to live by our environmental philosophy.



In further support of this philosophy, and to accommodate the growing demand for energy efficient buildings and alternate energy sources, Allen & Shariff created the Energy Services Group. This group specializes in high efficiency building designs. The Energy Services Group researches and evaluates alternate energy sources, (wind, solar and geothermal) for implementation into our engineering design. Energy modeling also plays a role in supporting efficient design and implementation.

Allen & Shariff CEO, Zack Shariff, P.E., LEED® AP is a member of the Department of Energy's National Renewable Energy Laboratory (NREL) Executive Energy Program. This program provides an opportunity for decision-makers throughout the country to learn about renewable energy and energy efficiency technologies, analytical tools, and financing. The Executive Energy Program is designed for executive decision-makers with the ability to influence energy strategies in their organization or local community. Additionally, Zack is a proud volunteer on the Howard County Office of Environmental Sustainability committee. County Executive, Ken Ulman called the committee "a collection of the best environmental minds in Howard County."

# Allen & Shariff Engineering Services

Allen & Shariff Engineering offers a variety of services to encompass Mechanical, Electrical, and Plumbing Engineering design. In addition to our expertise in MEP, ASE has cultivated extensive knowledge and expertise in Commissioning and LEED Consulting. With our dedication to exemplary work, Allen & Shariff is able to provide services for all A/E needs.

## **Mechanical Engineering Services**

- Cooling Plant Design
- Refrigeration Condensing Systems
- Air Handling Equipment Systems
- Low Temperature Systems
- Direct Expansion Systems
- Chilled Water Systems
- Ground Source Heat Pump Systems (Geothermal)
- Central Systems
- Rooftop Unit Systems
- Heating Systems
- Heat Recovery Systems
- Variable Volume Systems Design
- Dehumidification Systems Design
- Building Automation Systems
- Resolving Operational Problems

## **Plumbing Engineering Services**

- Sanitary & Storm System Design
- Natural & Propane Gas Distribution
- Domestic Water Systems
- Piping Layout
- Flow & Pressure Calculation
- Fire Suppression Systems Design

## **LEED® Consulting Services**

- High Efficiency Heating and Cooling Equip.
- High Efficiency Lighting Systems
- Water Efficient Equipment
- Mechanical Ventilation / Heat Recovery
- Radiant Systems
- Natural Ventilation
- Geothermal

## **Electrical Engineering Services**

- Medium Voltage Power Distribution
- Electrical Power Distribution System Design
- Lighting System Design
- Roadway Lighting Design
- Transformer & Grounding Design
- Emergency Power Generator & UPS Design
- Short Circuit & Coordination Studies
- Master Utilities & System Feasibility Studies
- Power Quality / Conditioning Design
- Fire Alarm Systems
- Life Safety Systems
- Computer / Data Room Facilities
- Cogeneration System Design

## **Technology Engineering Services**

- Data / Voice Communications Infrastructure
- Data Centers
- Audio-Visual Systems
- Electronic Security Systems
- Fire Detection / Alarm Systems
- TV Signal Distribution
- Intercom / Public Address Systems

## **Commissioning / Construction Phase Services**

- New Building Commissioning
- LEED Prerequisite/Enhanced Commissioning
- Retrocommissioning / Recommissioning
- On-Site Construction Compliance Reviews
- Third Party Inspections
- Warranty Review
- Due Diligence Reports
- System Troubleshooting / Testing
- Change Order Analysis
- Bid Leveling / Review



Anthony E. Molinaro, Jr., P.E.  
*President - Allen & Shariff Engineering, LLC*

# Allen & Shariff Construction Services

Allen & Shariff Construction has experience in all phases of the construction process and offers construction consulting and support services from pre-design through completion. Construction owners turn to Allen & Shariff to help minimize risk and deliver projects on time and within budget with the highest quality deliverable.

As a construction contractor, our expertise includes: general contracting, quality assurance inspections, design reviews, cost estimating, quality control and project management of new, historic and existing buildings and structural systems. Also including municipal buildings and facilities in the DoD, Federal Government, Public, and Private sector. We offer the following additional specialized services:

- On-site Project Engineering
- Quality Assurance Representation (QAR)
- Site Investigations
- Claims and Dispute Resolution
- Indoor Environmental Analysis
- Value Engineering
- Due Diligence Reports
- Cost Estimating
- Energy Analysis
- Commissioning
- Building Control Automation
- Feasibility Studies

In addition to our Construction Management expertise, Allen & Shariff Construction also specializes in:

## **Program Management**

- Development of project specifics and Statements of Work (SOW)
- Financial management
- Procurement Contracting Officer (PCO) functions
- Client representation (on-site or as required by the client)

## **Pre-Construction Services**

- Project planning
- Cost estimating
- Constructability reviews
- Review of bids and bidders qualifications on behalf of the owner/client
- Design management and reviews

## **Construction and Post-Construction Services**

- Act as the owner's/client's representative throughout the life of the project
- Quality Control
- Construction Safety
- Management of subcontractors
- Modification/change order management
- Attendance at progress meetings
- Pay application reviews/approvals
- Processing submittals and RFI's
- Construction schedule management, etc.
- Punch-out services
- Building commissioning services



John Seeman

*Vice President - Allen & Shariff Construction, LLC*

# Allen & Shariff Project Management Services

## **Approach to Project Management Services**

Allen & Shariff Corporation's core project leadership competencies are perfectly suited to accomplish the Scope of Services required for any project. Allen & Shariff Corporation's Project Management Approach addresses the unique needs of development/construction projects. Allen & Shariff functions as the project representative and brings years of experience and expertise not typically provided by a traditional Project Management firm. Project managers provide leadership for the entire project, marshalling all necessary elements for well-conceived and well-implemented project.

The Allen & Shariff team members possess diverse planning, design, construction and operational backgrounds that ensure a comprehensive leadership perspective on your projects. This approach goes beyond simply addressing the needs for sticks and bricks, but seeks to translate the strategic objectives and budget constraints into facilities that will meet long-term goals and objectives. Working closely with the Project Delivery Team members and other project team consultants, Allen & Shariff strives to maximize design efficiency and lower construction costs for the most financially prudent solution. The Allen & Shariff Corporation approach provides a framework in which the best practices gathered through our wide network of experience are incorporated into the finished product.

## **We bring value to the process by:**

- Preparing a comprehensive project schedule that addresses all aspects of project development and successfully coordinates team member activity with your requirements
- Organizing a best-in-class development team and negotiating team member contracts
- Providing proactive leadership to keep the project on track
- Managing and reducing the risks associated with the development of the project
- Saving you money through comprehensive budget and schedule management
- Providing an unbiased review of all design and construction assumptions
- Drawing on Allen & Shariff Corporation's extensive experience to direct the development of state-of-the-art facilities that will achieve your mission and strategic objectives

## **Experienced Project Leadership**

A key factor to successful project management rests on the experience and leadership qualities of the team members that Allen & Shariff assigns to each job. Our primary team members have significant experience in leading the delivery of large and complex projects. The Project Management team is available to support any challenge that arise.

Allen & Shariff Project Managers are responsible for providing proactive leadership that goes well beyond the budget preparation, schedule reviews, and report production provided by many project managers. Our reputation for excellent work is shown by success in providing the leadership necessary to balance budgets, programs, and schedules on multiple size projects.

## **Key Focus Areas:**

- Open Communications
- Post-Construction Services (CA)
- Budget and Schedule Management
- Pre-Construction Services
- Accounting & Cost Control
- Documentation and Reporting



Peter A. Molnar

*Director of Middle East Operations - Allen & Shariff Corporation*

# Commissioning (Cx)

## Purpose:

Verify that the fundamental building systems and components are designed, installed and are performing as intended in accordance with the Basis of Design (BOD) and the OPR (Owners Project Requirements) and to meet current needs and sustainable requirements (LEED).

## Benefits:

- Lower energy and operating costs
- Increased occupant comfort and productivity
- Improved indoor air quality
- Enhanced system reliability
- Reduced operations and maintenance costs



## Cx Authority Responsibilities:

### **Commissioning** (systems as defined by scope)

Pre-design – Assist in the development of the BOD/OPR

Design – Review design documents for compliance with BOD/OPR

Construction – Review construction for compliance with BOD/OPR and contract documents, applicable submittal review.

Acceptance – Verification of system(s) performance, documentation, O&M training

Post Acceptance – “Seasonal” testing, Retesting and final Cx report, operational review.

### **LEED Prerequisite Cx (NC)** (systems related to Energy and Atmosphere)

Pre design – Review BOD/OPR for clarity and completeness

Design – Incorporate Cx requirements into the contract documents.

Construction – Develop Cx Plan

Acceptance – Verification of system(s) performance

Post Acceptance – Final CX report

### **LEED Enhanced Cx (NC)** (systems related to energy and atmosphere)

Pre Design – Review BOD/OPR for clarity and completeness

Design – Incorporate Cx requirements into the contract documents, 50% CD design review

Construction - Develop Cx plan, Review applicable submittals

Acceptance - Verification of system(s) performance

Post Acceptance - Develop systems operation manual, O&M Training, Final Cx Report, 10-month operational review

### **LEED Cx (EB:O&M)** (systems related to energy and atmosphere)

Develop CX plan based on original design intent/CD's

Verification of system(s) performance (comprehensive Cx)

Develop comprehensive building operations plan

Repair/upgrade all systems/components that are not working in compliance with building operation plan

Re-test systems/components requiring repairs/upgrades



# Allen & Shariff Healthcare Consulting

Allen & Shariff Healthcare is a full service, professional services firm offering consulting services to healthcare providers, payers and law firms focusing on Compliance, Litigation Support and Clinical Revenue Management Services.

Compliance and Risk Management services provide a comprehensive portfolio of offerings aimed at developing or maintaining a best practice compliance program. Our service range includes compliance assessments, plan development, and implementation, as well as focused reviews. Despite a well-structured compliance program, a litigation issue may arise. Our Litigation Support services offer reactive litigation assistance provided by experts that have strong functional expertise in healthcare regulatory issues, damage analysis, and litigation matters.

Clinical Revenue Management Services provides a unique and integrated approach to the revenue management that combines the clinical care management to the continuum of revenue cycle activities with a focus on regulatory compliance.

## **SECTORS/INDUSTRY**

Hospital & Health Systems  
Academic Medical Centers  
Payers  
Law Firms  
Diagnostic Centers  
Physician Practices  
Post-Acute Facilities  
Wellness Centers

## **COMPLIANCE/RISK MANAGEMENT**

Compliance Program Assessment  
Compliance Program Development  
Billing & Coding Reviews  
Contract Reviews and Analysis  
Quality of Care Reviews  
Voluntary Self Disclosure Analysis

## **CLINICAL REVENUE MANAGEMENT SERVICES**

Clinical Case Modeling  
Clinical Coding Services  
Clinical Revenue Assurance

## **LITIGATION SUPPORT**

False Claims/Qui Tam Investigation  
Medical Necessity Reviews  
Anti-Kickback Statute Investigations  
Billing & Coding Investigations  
Deposition Prep & Strategy  
Expert Testimony

## **INTERIM MANAGEMENT**



*Irene Torino*

*President - Allen & Shariff Healthcare, LLC*

# High Performance Buildings

Allen & Shariff defines a high performance building as a building with energy, economic, and environmental performance that is substantially better than standard practice and can be measured and verified to continuously operate at its optimal performance level.

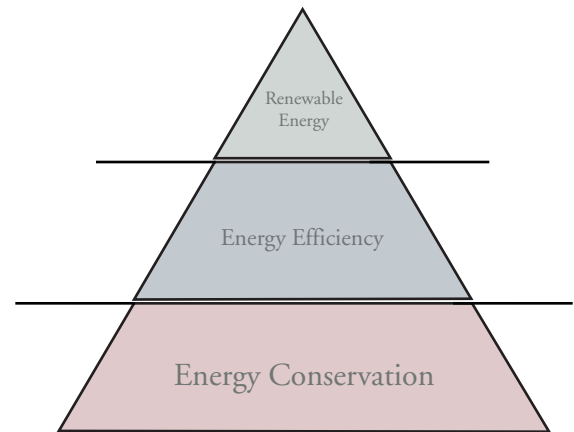
Commercial buildings consume 17% of the total energy consumed in the United States. By creating buildings that use less energy and have lower power demands, the buildings as well as the power grid achieve a more robust status. This reduces the need for fossil fuels and the associated environmental impact. (US Department of Energy)

## High Performance Building Practices:

- Conserve energy & water
- Reduce environmental impact
- Increase occupant comfort and health
- Increase employee productivity
- Increase building value
- Promote sustainable stewardship
- Lower operation and maintenance costs

## Building Optimization Sequence:

- Energy Conservation
- Energy Efficiency
- Renewable Energy



Allen & Shariff utilizes the energy conservation portion of the pyramid by commissioning the building and implementing controls to ensure the existing systems are performing at their optimal rate. Once conservation is completed, measured, and verified, our focus then shifts to evaluating the energy efficiency of the building systems. After acceptable levels of energy conservation and efficiency are achieved, then potential renewable energy sources, such as solar or wind technology, are examined to further reduce the building's load on the power grid.

## High Performance Building Services:

- Alternate Energy Design
- Geothermal Systems Design
- LEED® Consulting
- Enhanced Commissioning
- Building Commissioning
- Retrocommissioning
- Recommissioning
- Energy Modeling
- Energy Audits
- Project Planning
- Constructability Reviews
- Design Management and Reviews
- Quality Control
- Asset Management Tools
- Work Order Management Tools
- Human Resource Organizer
- Active Floor plan "Smart prints"
- Document Management
- On-Site Engineering
- Value Engineering
- Electrical Systems Design
- Plumbing Systems Design
- Mechanical Systems Design
- Fire Protection Design
- IT Systems Design

# Corporate Office Projects



Fairview Park - Fairfax, VA



Dick's Sporting Goods - Coropolis, PA



Hoffman Center Building 1 - Alexandria, VA



Three Flint Hill - Fairfax, VA



Potomac Yard Land Bay E - Rockville, MD



K&L Gates - Pittsburgh, PA

# Healthcare



Medical Pavilion at Howard County - Columbia, MD



Maple Lawn Midtown Medical - Maple Lawn, MD



Walter Reed Medical Center - Bethesda, MD



UMB Health Science Facility II



Pediatric Aids Clinics - 7 sites, 6 African Countries



Atlantic General Hospital, Medical Building - Berlin, MD



VA Medical Center - WV

# Healthcare



Al Ain Hospital - Abu Dhabi, UAE



Al Mafraq Hospital - Abu Dhabi, UAE



Tawam, Al Mafraq, & SKMC Dialysis Centers - Abu Dhabi, UAE



Custodian Care Facility - Abu Dhabi, UAE



Rehabilitation Center - Abu Dhabi, UAE

# Hotel & Lodging



Hilton Garden Inn - Pittsburgh, PA



Aloft Hotel - National Harbor, MD



Westin Hotel at Reston Square - Reston, VA



Hilton Garden Inn - Bethesda, MD



Westin Park Place Hotel - Annapolis, MD



Holiday Inn Express - Ocean City, MD

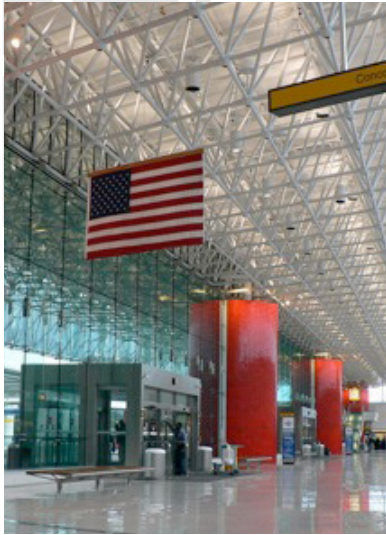


Atlantic Sands Hotel - Rehoboth Beach, DE



Holiday Inn Express - North Shore, PA

# Infrastructure



BWI Airport - Baltimore, MD



Gateway Center Station - Pittsburgh, PA



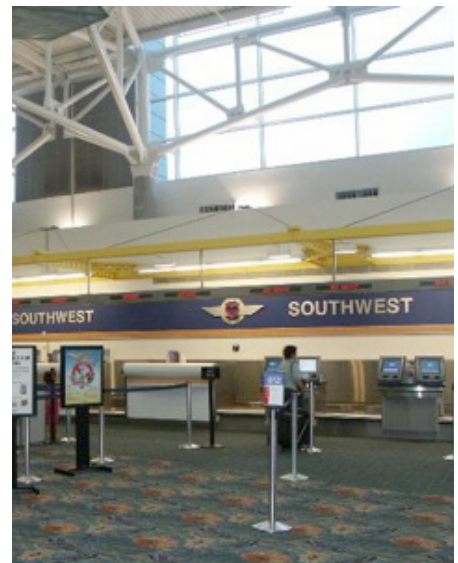
Andrews Air Force Base - Joint Base Andrews, MD



Intermodal Transit Center - Pittsburgh, PA



Beaver County Transit - Beaver, PA



Ft. Lauderdale Intl Airport - Florida



Anacostia Senior High School - Washington, DC



National Cathedral School - Washington, DC



Lord Baltimore Elementary School - DE



Oxon Hill High School (Prince Georges County) - MD



Cardozo Senior High School - Washington, DC



Sussex Central High School - DE



# Higher Education



Prince George's Community College High Technology Center - Upper Marlboro, MD



Catholic University - Washington, DC

Salisbury University - Salisbury, MD



Grove City Student Housing - Grove City, PA



Harbison Chapel - Grove City, PA



UMB University Campus Center - Baltimore, MD

# Labs & Research Facilities



UMB BioPark Building 1 - Baltimore, MD



UMB, Health Science Facility II - MD



Clarion Bio-Technology Center - Clarion, PA



Bridgeside, Pittsburgh Technology Park - PA



Southern Research Institute - Frederick, MD

# LEED & Green Program



Capitol View on 14th - Washington, DC



Frick Orientation Center - Pittsburgh, PA



SEC Child Development - Washington, D.C.



Kuala Lumpur Court Complex - Malaysia



Southern Regional Tech/Rec - Ft. Washington, MD



Miller's Court - Baltimore, MD



Lakeside 1 - Blue Bell, PA



Google - Pittsburgh, PA

# Mixed-Use Development Projects



Harbor East Parcel B - Baltimore, MD



Piatt Place - Pittsburgh, PA



University Town Center - Hyattsville, MD



Belcrest Plaza - Hyattsville, MD



Centerpoint Tower - Baltimore, MD

# Multifamily



The Asher - Alexandria, VA



The Citron Apartments - Silver Spring, MD



Grove City Student Housing - Grove City, PA



Bay One - Ocean City, MD



Belmont Towers - Ocean City, MD



2201 N. Pershing Drive - Arlington, VA

# Renewable Energy



Allen & Shariff - Columbia, MD



Turkish American Center - Lanham, MD



Rehoboth City Hall - Rehoboth Beach, DE



Caroline St. Comfort Station - Ocean City, MD



Landfill Gas Recovery Facility - Newark, MD

# Restaurant Projects



Black Salt Restaurant - Washington, DC



Ruth's Chris - Cary, NC



The Capital Grille - Pittsburgh, PA



Blu Bambu Restaurant - Baltimore, MD



Dairy Queen - Salisbury, MD



Occidental Grille @ The Willard Hotel - DC



Misaki Sushi - Bethany Beach, DE



Checkers - Salisbury, MD

# Retail Projects



Payless Shoe Source - Multiple Locations



Candy Kitchen - Rehoboth Beach, DE



South Moon Under - Multiple Locations



Harris Teeter - Rockville, MD



TJ Maxx - Hanover, MD



The Big Banner Store - Derwood, MD



Books-A-Million at Arundel Mills Mall - Hanover, MD



# Sports and Entertainment Projects



Heinz Field (Steelers) - Pittsburgh, PA



M&T Bank Stadium (Ravens) - Baltimore, MD



Maryland Science Center - Baltimore, MD



Muvico Theaters - Multiple



Washington Convention Center - Washington, DC



The Maryland Zoo in Baltimore, MD

# Tenant Renovations



Venable - Towson, MD



Google - Pittsburgh, PA



UMPC U.S. Steel Tower - Pittsburgh, P.A.



Miller's Court - Baltimore, MD



Littler Mendelson - Washington, DC



AICPA - Washington, DC



Paul Weiss - Washington, DC



FTI - 1101K St. - Washington, DC

# U.S. Federal Government



Mahan Hall - Annapolis, MD



Regent Apartments - Washington, DC



Rickover Hall - Annapolis, MD



Building 183 - Washington, DC



USDA Building 003 - Beltsville, MD



Bancroft Hall - Annapolis, MD



Health Care Finance Admin. - Woodlawn, MD



Mary Switzer Building - Washington, DC

# U.S. State & Local



Southern Regional Tech/Rec - Ft. Washington, MD



Milford Public Library - Milford, DE



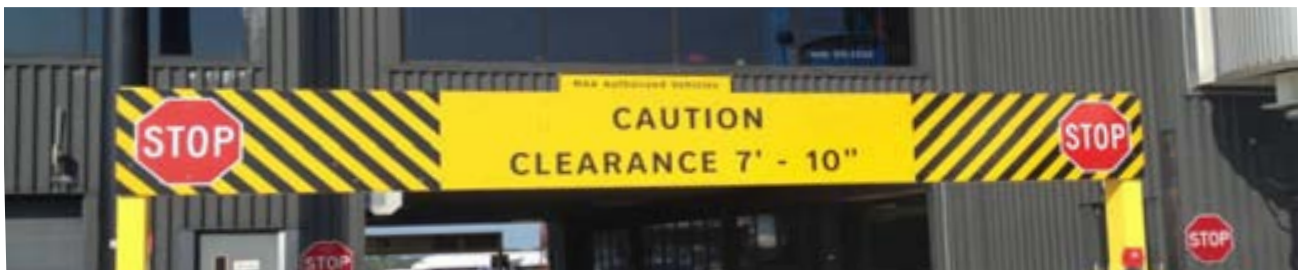
North Branch Correctional Inst. - Cumberland, MD



Georgetown Library - Washington, DC



Magnolia North - Leesburg, VA



BWI - Head Knockers - Hanover, MD

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