



A Company Built Upon Reputation

By Lisa A. Whidden

Located in Fairfax, VA, QSS International, Inc. (QSSI) is an SBA 8(a) certified, Class "A" General Contractor under the guidance of company President, Pramod Banavar. QSSI has recently been ranked 269th in the top 500 fastest growing companies in America and 7th in construction by Inc. Magazine as well as being named as one of the Top 100 Diversity Owned Businesses in Virginia and Top 100 Privately-held Businesses in Virginia by DiversityBusiness.com. Pramod Banavar fol-

lowed in his father's footsteps into the construction industry and since 2004 has taken the company from subcontracting to being the general contractor on government jobs today. One of the first projects the company completed was a government job requiring Secret Clearance which Mr. Banavar has held since the inception of the company. Mr. Banavar says of their new 8(a) designation, "It allows us to work with government agencies where we can bid work with limited competition up to \$4mm on single job

without any competition. This was a major goal our company set out to obtain."

Other than government work, QSSI has worked in many different sectors and offers a vast array of general construction and construction management services to the VA, DC, and MD areas which they tailor to meet the customer's needs. The company has the right people in place to offer the best quality and as Mr. Banavar says, "Our people are carefully selected. We encourage innovation and empower our staff to make

decisions. Each of our technical and management staff possesses at least five years of experience; 90 percent of our employees have undergraduate degrees and 75 percent have advanced degrees. We foster strong knowledge transfer through our Lunch 'n Learn sessions, and technical forums."

As stated before, the services QSSI offerings are broken up into 2 areas which are general construction and construction management services. The General construction services are as follows:

- New Building Construction
 - Carpentry
 - Turnkey Construction
 - Electrical
 - Building Additions
 - Flooring
 - Mechanical
 - Design/Build
 - Building Renovations *Government Facilities, Commercial, Multi-unit, Offices/Store Fronts*
 - Interior & Exterior Renovation
 - Drywall and Insulation
 - Site Construction
 - Plumbing, Heating, and Air Conditioners
 - Fire Protection
 - Painting
 - IDIQ/JOC *Indefinite Delivery, Indefinite Quantity / Job Order Contracting*
- The construction management side of the company consists of the following services:
- On-site construction management
 - Schedule of Planning and Design Activities
 - Construction Administration
 - Review of Documents for Coordination and Constructability
 - Construction Phasing
 - Closeout and Document Turnover
 - Project oversight

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- Cost estimating
- Scheduling
- Value engineering
- Procurement Strategies
- Constructability analysis
- Cost Control
- Change order analysis and negotiation
- Cash Flow Analysis
- Quality Control
- Developing a Realistic and Complete Budget

Since the beginning, QSSI has been focused on the company image by working on projects that would build their reputation. Mr. Banavar explains, "We have worked for a variety of clients over the years. Part of the strategic idea was to build past performance with a mix of interior renovations and ground up buildings. We have many repeat customers and others that are new which come to us by referral."

A sampling of the projects that the company has worked on includes:

- U.S. Department of Justice, RFK Security Upgrades, Washington DC
- The project consists of installing numerous security features at two vehicular entrances to

the building. The project will be implemented in two phases in order to keep one vehicular entrance open throughout the project duration. The proposed installations shall provide controlled vehicular and personnel access into and out of the building's main courtyard. QSSI will provide and install fixed granite bollards; retractable aluminum clad steel bollards, employee guardrails, new pedestrian turnstiles, and the installation of guard booth transaction windows. All aspects of the construction activities will be coordinated to protect the historical features of the building.

- Army & Air Force Exchange Service, ALMC Food Concept Renovation, Fort Lee, VA

This project renovated the ALMC Food Concept Kitchen (back of house, serving, and dining area), expanding dining area into adjacent interior space and the construction of a covered canopy over existing outside eating area adjacent to the Food Concept in building P-12500 at Fort Lee, VA.

- VA Department of Conservation & Recreation, Mason Neck Visitor Center, Lorton, VA
- The project is generally described as a 1,143 square feet addition to



U.S. Department of Justice — Hydraulic Retractable Aluminum Clad Steel Bollards

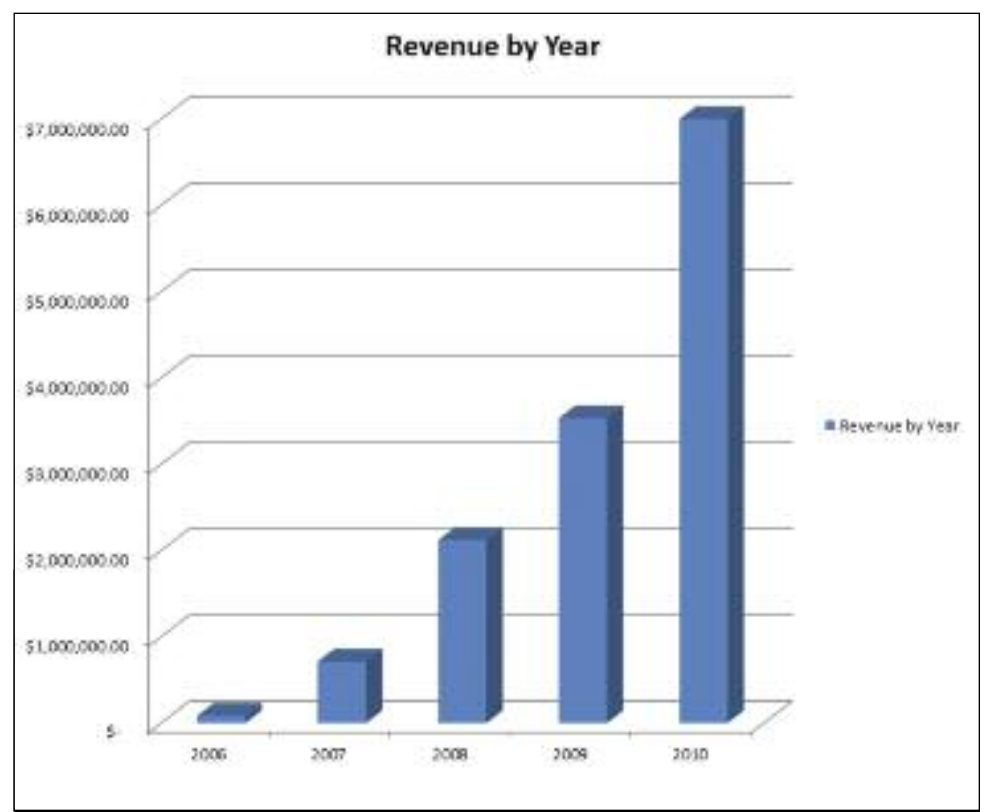


ALMC Food Concept Renovation — Fort Lee, VA

an existing 2,909 single story wood frame building with approximately 500 square feet of renovations to the existing building including expanded restrooms.

- U.S. Coast Guard; Expand Navigation Center's Data Center; Alexandria, VA

Major work items include: remove portion existing wall and door to expand server room, replace ceiling tiles, demolish/remove existing air-handling unit,



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refrigerant piping, ceiling mounted AC Unit, 5 ton condenser, thermostats, and associated control wiring, relocate existing outdoor condensing unit, modify refrigerant piping, re-insulate refrigerant piping, install new supply/return ducting, floor registers, relocate existing electrical circuits from panel board 2BL, provide new panel board, new AC Units, and new servers to the existing data center.

- **City of Manassas Park, Virginia; Construction of New Interior Offices at City Hall**

This project involved the construction of new interior offices at the City of Manassas Park, City Hall. The project

involved construction of approximately 6,000 Square Feet of New Office Space, and an additional 1,000 Square Feet of Existing Office Renovations. This project included, but not limited to, Architectural Demo, MEP Demo, New HVAC System, New Plumbing for Break Room & new Bathroom, All Electrical Light Fixtures and related Sprinkler work.

- **U.S. Geological Survey, Federal Credit Union Expansion, Reston, VA**

This project involved architectural and MEP demolition and expansion of the existing DOI Federal Credit Union Bank. The work involves, new offices, new Teller Line Casework, Mechanical, lighting, finishes, ceiling replacement, glass & glazing, flooring, masonry.

- **Northern Virginia Community College, CW2 Building**



Mason Neck State Park Visitors Center

- **Renovation, Annandale, VA**

This project involved architectural and MEP demolition and complete renovation of the Facilities Management Office spaces, to include to new restroom, offices, break room, HVAC & Electrical closet room(s), etc. The work involved but was not limited to: mechanical, lighting, finishes, millwork, ceiling replace-

ment, storefront, glass & glazing, flooring, concrete, masonry, plumbing, fire alarm.

- **Northern Virginia**

- **Community College, Open Computer Lab Renovation, Woodbridge, VA**

This project involved selective demolition and

renovation of existing classrooms on the third floor of the Seefeldt Building. The spaces are to be converted to

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D.O.I. Federal Credit Union



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use as an open computer lab and adjacent classroom space. The work involved, but not limited to: mechanical, lighting, finishes, architectural woodwork and ceiling replacement.

- U.S. Army, Design/Build Building 216 Renovations; Fort Belvoir, VA

The project is approximately 24,400 sf in total – it includes work on all three floors. On the first and second floors, it configures the space for 72 personnel in offices and work spaces as well as providing supporting spaces required for the Assistant Secretary of the Army Financial Management and Comptroller (ASA FM&C) operations – including conference, meeting, storage, and mail rooms, as well as other spaces. In the basement, the project configures existing systems furniture to maximize the use of the space and provides a communications/IT room that services the entire building. The project also includes modifications, repairs and improvements to various mechanical, electrical and plumb-

ing (MEP) systems required for the new space configuration.

- Army & Air Force Exchange Service, Main Store Image Upgrade; Fort Lee, VA

The project involves the renovation of the existing 125,000 Square Foot Main Exchange building located at Fort Lee, VA. The work includes Selective Demolition, Concrete Repair, Concrete Polishing & Dye, Finishes, Specialties, Mechanical, Electrical, Plumbing, Fire Alarm, and associated work.

Financial History

The company was founded in 2004 and has grown steadily ever since. Starting in 2004 with less than \$100,000.00 in revenue, QSS has increased its growth steadily each year to approximately \$7,000,000.00 per year and expects to maintain this trend in the coming years.

QSSI's track record speaks for itself and you can obtain a full listing of projects and extensive achievements on each project by contacting the company and visiting the company website at <http://qssinternational.com>. When asked about the strengths of the company, Mr. Banavar says, "We are big enough to handle large

projects and small enough to keep cost low." But one client says it best:

"Please know that during the time we have represented this contractor they have consistently demonstrated excellent results on bonded

work...QSS

International Inc., has successfully executed several large bonded projects, with 'excellent' recommendations from general contractors and owners..." Thomas A. Whipple – Delmarva Surety, President



NOVA — Open Computer Lab



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