

HOW CAN DIRTT HELP REAL ESTATE PROFESSIONALS?

Every building preparing for several tenants or just one tenant with ongoing business changes can benefit from Modular Interior Construction. DIRTT is able to take that construction method to a much higher level of function, speed and aesthetics.

To begin, here are the benefits of Modular Interior Construction.

MODULAR INTERIOR CONSTRUCTION INITIALLY:

- You can choose a pre-existing building to renovate and bring into the 21st century without disrupting asbestos, expensive infrastructure for technology or compromising aesthetics and function.
- In new building construction: by having the interior elements manufactured rather than built on-site, construction is much cleaner. Pay for fewer dumpsters and lower dumping fees.
- The building footprint can be made its most efficient if you start from scratch knowing you will be implementing Modular Interior Construction.
 - Movable walls with sliding doors means smaller private offices that are still functional and comfortable.
 - Knowing the entire interior is adaptable means you don't have to build larger floor space for 'just-in-case' scenarios.
 - For larger tenants, a more efficient footprint means they can afford one large lease in one building rather than spreading teams around to other buildings.
- By using movable walls, access floors and plug & play modular power/data the tenants have Tangible Personal Property (TPP) versus Real Property (RP). TPP often has dramatic tax incentives.
 - Space can be prepared for energy efficient, indirect lighting (building owner installs just a few core lights with the efficient light fixtures paid for by tenants). Tenants get better light for productivity and (depending on the jurisdiction) will have TPP that is a tax incentive.

"The best way to predict the future is to invent it."

~ Alan Kay

"When I am working on a problem, I never think about beauty; but when I have finished, if the solution is not beautiful, I know it is wrong."

~ R. Buckminster Fuller

- The building itself can use a smaller HVAC system because the lights provide less heat and the building owner will pay smaller electrical bills which can be turned into an incentive for new tenants.
- Once the shell is built you will have an accelerated schedule because all the walls, power/data and floor are being built simultaneously in a manufacturing facility. When they arrive on-site they are installed – not built from raw materials.
- When the shell is built and the access floor is installed with universally zoned plug and play power and data – tenants have the freedom to design the perfect, flexible space they need – with relatively little disruption to other tenants.
- If tenants know they will have a flexible space to suit their ever changing business needs, they will be enticed to sign much longer leases.
- You now have a marketing advantage as you can offer a more sustainable, better business supporting real estate solution.

Once tenants have moved in the building will see the greatest benefit of Modular Interior Construction.

MODULAR INTERIOR CONSTRUCTION DOWNSTREAM:

- Small personnel reconfigurations are easily done from an IT perspective because new cable isn't purchased, delivered, installed, cut and connected. Instead; a couple of floor tiles are lifted, modular power/data is unplugged and plugged in at the new local.
- Large reconfigurations are done without waiting for materials and labor, without demolition and dumping and without disrupting the neighboring tenants. (Even the renovating tenant can continue business if the renovation is well planned.)
 - Because of the clean and quiet method of renovation, tenants and/or landlords do not have to pay for more expensive after-hours labor.
 - You have eliminated drywall dust, paint fumes and lead (cut cables) from the indoor air quality affecting other tenants.
- If a tenant leaves the building the owner has several options to put in the contract:
 - Buy or keep the Modular Interiors for then next tenants
 - Sell or give the moving tenant the Modular Interiors to take with them to their new space.

DIRTT AGILE ARCHITECTURAL SOLUTIONS PROVIDE FURTHER BENEFITS

The design and engineering of DIRTT Agile Architectural Solutions provides even more opportunity to building owners, developers and other real estate professionals for enticing the best tenants to their space.

- DIRTT Solid walls provide horizontal support at any height on either side of the wall that supports any manufacturers' furniture and storage.
 - If a tenant moves out and leaves their walls behind, a new tenant can use the walls for their current and/or new furniture and storage.
 - The DIRTT horizontal support can support thousands of pounds – even kitchen appliances for a Java Center.
- All DIRTT Walls are parametric. They can be manufactured in any width increment (4" – 60") to suit the best module size and in any height increment to suit different ceiling heights. There are no standard sizes.
- They can be initially curved or retrofitted to be faceted curved walls.
- DIRTT Solid Walls separate the frame from the skin allowing for aesthetic changes and functional changes (i.e. add a power outlet) without switching out an entire panel.
- All DIRTT Walls are non-progressive, meaning you do not have to dismantle an entire wall run if you just want to move or change one frame.
- Each side of each Solid Wall frame is independent from the other both aesthetically and functionally.
- The DIRTT Solid Walls can be originally designed at one height and changed to be higher or lower in the future. (Note: Lowering will require pre-planning and pre-engineering.)
- DIRTT Solid and Glass walls can be stacked in any elevation.
- All DIRTT Walls (solid, glass, stick-built) work together the same way – no extra parts to make the connections.
- DIRTT sliding barn doors are revolutionary. They install in minutes rather than hours and are non-handed for future reconfigurations. They can be floor locked without damaging the floor and provide excellent acoustic values.
- The DIRTT Interior Curtain Wall allows tenants to use the core building walls as part of their leased space with furniture support, power/data and integrated aesthetics – without damaging or weakening the base building.

- Depending on the code in your area – DIRTT Walls can be pre-wired at the factory for easy plug-in on-site.
- The DIRTT Floor is designed for intuitive installation which further accelerates the schedule.
- DIRTT created in-house software called ICE® that can create virtual show suites in which potential tenants can not only see what their space could look like in a real-time, interactive 3D environment– they can make changes in 3D and instantly and see how that would affect their price quote. This eliminates a difficult and expensive exercise of building a real show suite on a construction site.

For more information on DIRTT products and ICE software, please go to www.dirtt.net