



**Exponent®**  
Engineering & Scientific Consulting

## Alberto Lemes-Maranges

Manager | Construction Consulting  
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### Professional Profile

Mr. Berry has more than 10 years of experience in the construction industry that includes all phases of design and construction. His construction project management experience includes bid analysis & estimation, budget preparation & management, project buyout, change order management, risk management, labor relations, critical path schedule management, and dispute resolution. His experience also includes design development, Virtual Design & Construction, and subcontractor negotiation. His VDC experience includes creating and managing a BIM department, developing and implementing virtual design & construction standards and processes company wide, as well as Lean Construction techniques for select projects. Mr. Berry has worked mainly in public works market sectors at federal, state, and local levels, and has also collaborated on select private institutional projects using the Design-Build construction delivery model.

### Academic Credentials & Professional Honors

M.B.A., Business Administration, Dartmouth College, 1986

B.S., Mechanical Engineering, Boston University, 1981

### Prior Experience

Construction Project Manager, Thompson Builders Corp., 2018-2019

Project Manager, T. B. Penick & Sons, Inc. 2012-2018

Director- Virtual Design & Construction, T.B. Penick & Sons, Inc., 2009-2015

Program Management, Hewlett-Packard Corp., 2005-2008

Business Development, Hewlett-Packard Corp., 1995-2005

Product Management, Hewlett-Packard Corp., 1992-1995

### Project Experience

#### **Institutional & Private**

For clients that included education, water parks, fire station: Managed multiple construction projects to

optimize financial, schedule, technical, budget, and regulatory affairs. Worked with pre-construction team to set up projects for successful execution. Managed scheduling, change orders, billing and payments, labor relations, subcontracting, tracking of RFIs, submittals, and posting of changes to as-built drawings. Oversaw quality control. Prepared & controlled budgets. Conducted regular client meetings and communications. Generated profit and project progress reports.

### **Lean Construction**

Implemented Lean Construction processes and delivery methods to gain new business for a general contractor. Leveraged Lean Construction methods selectively on construction projects to optimize cost, minimize waste, and encourage subcontractor cooperation.

### **Virtual Design & Construction**

BIM: Created BIM department for a general contractor, defining BIM process, hiring, building, and training a design team, and integrated technology into workflow with all internal and external partners.

Design Management: Assisted Estimating team with initial proposal estimates, budget definition, and sub base outreach. Managed pre-construction services as design manager. Managed design development & coordination process, directed constructability review and coordination, integrating the BIM departments of the entire design team.

### **Technology**

New Product Development: Managed “light touch” new product development process in an Original Design Manufacturing (ODM) environment using Agile methodologies. Assessed customer needs, segmented and targeted markets, analyzed product portfolio and developed lifecycle plans, and managed new product development for new technology platforms as well as platform extensions. Utilized various business planning processes for bringing technology products to market, including: Ten-Step Business Planning Process, Stage/Phase Gate Product Development Process, Quality Function Deployment.

Intellectual Property Commercialization: Directed the start-up of European marketing for OEM thermal inkjet (TIJ) licensing operations, go-to-market planning, and execution. Conducted market and competitive research to identify and develop new market opportunities to license TIJ intellectual property.

International Business Development: Conceived and implemented a worldwide vertical marketing program for large format digital printers for the AEC & GIS markets, built strategic partnerships and negotiated and implemented co-marketing programs. Directed future product marketing for large format digital printers for the AEC market, worldwide.