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## **Growing in a down economy: Key Construction Solutions forms key partnerships with new projects**

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Key Construction Solutions, Inc. (KEY-CSI) of South Easton, Mass. is an experienced general contractor with a focus on interior renovations. Now in our fourth year, KEY-CSI continues to grow despite a downward spiraling economy. An ability to focus on our strengths and commitment to deliver on our promise of the highest quality, performance, and service to clients has allowed KEY-CSI to forge some impressive partnerships.

KEY-CSI is the brainchild of David Caron, its' founder and principal. Caron brings over 20 years of experience in many different facets of the construction process, including project management, design/build and commercial construction, facilities management, project planning, and business development. Past experiences led Caron to wonder why the construction project process needed to be so cumbersome. He determined that his unique delivery system was the way to make the process more streamlined. Past experience has also allowed the company to establish trusted partnerships with some of the most well respected sub-contractors, architects, engineers, and brokers in the industry, thus guaranteeing the quality of each project.

The secret to the success of KEY-CSI has been the Unique Delivery System, which has allowed our clients to enjoy projects that come in on time and well within budget. By focusing on the clients specific needs and goals with each project, KEY-CSI has been able to deliver the highest value to its' partners. "In truly partnering with our clients, sharing common goals and expectations, we are able to deliver a product tailored to their specific needs. More for less, meaning more value for less money," said Caron.

Each project is unique in its' own way and the goal of KEY-CSI, as Caron said, is to "build relationships one project at a time." By utilizing conventional and unconventional approaches, KEY-CSI is able to deliver uncommon results. It is this attention to detail and the partnering principle that have allowed us to gain the confidence and loyalty of our clients.

### **Key Partnerships/Recent Projects**

KEY-CSI has been fortunate to partner with some of the areas finest, well-established companies over the last several years. We have handled projects for companies and institutions such as Coldwell Banker, Frito Lay, The Marriott, Covenant House, CB Richard Ellis, R.J. Wells, UMASS-Dartmouth, Tufts Health, and Sullivan Shuman & Freedberg. We have also recently done work for Blue Cross/Blue Shield, Primera Biosystems and Ocean Spray. These partnerships have been an integral part of our past and continued success.

Coldwell Banker has been a valued partner of KEY-CSI on many projects. KEY-CSI worked closely with Coldwell Banker on their high-end brokerage office build out at 137 Newbury Street in Boston. The KEY-CSI team was able to blend new and existing finishes into the 10,000 s/f office.

Coldwell Banker Residential Brokerage challenged KEY-CSI to develop a design build team that

would fully gut and renovate their existing office while finding a way to keep their operation up and running on the same site. Implementing during winter conditions, the KEY-CSI team installed all new plumbing, electrical, and mechanical systems as well as new finishes. The end result is one of R.I.'s new premiere brokerage facilities.

After several smaller projects and finally out bidding some of the areas larger general contractors, KEY-CSI was given the opportunity to partner with Tufts Health Plan on the development of their executive office suite in Watertown. This project was a high-end corporate executive office fit up spanning an extremely tight timeline with high-end finishes and building upgrades. The executive boardroom is equipped with advanced integrated wireless technology systems that incorporate lighting and other multimedia functions.

The success of the partnership between KEY-CSI and Tufts Health Plan on the Executive Office Project has led to an ongoing contractual agreement between the two companies where KEY-CSI is now a preferred general contractor for Tufts Health Plan. Current projects are now in process with future projects in the planning stages. This partnership has been, and continues to be mutually beneficial for both companies.

As KEY-CSI forges ahead successfully through tough economic times, we can only be excited about what the future will hold as the financial uncertainty rights itself. Continuing to focus on the ideals that we hold close will guarantee reliable, quality results to partners, thus ensuring each project has the best solution and value available to our clients.

"Building relationships one project at a time."

Bob Goonan is director of business development at Key Construction Solutions, South Easton, Mass.

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