

Case Study | The EXO at Excelsior Parc, Reston, VA
Multi-Family

Location: Reston, VA

Project Type: Multi-family

Areas Supplied: Unit Bathroom Walls and Floors, Penthouse Amenity Space

Products: *Brisk White* 12x36, *Artwork Platino* 12x24, *Artwork Piombo* 12x24, *Formation Earth* 12x24, *Formation Mist* 12x24, *Foil Beige Glass Mosaics*, *Mystique Sand* 8x48, *Mystique Chestnut* 8"x48", *Slide Blue* 8x24, *Mosa Matte 15940* 6x6, *Mosa Matte 15930* 6x6, *Mosa Matte 75230V*, *Ageless White* 6x6, *Ageless White* 2x2 Mosaics, *Starlit Black* 12x24

Quantity: 112,000 SF

Design Firm: R2L Architects – Washington, DC

General Contractor: John Moriarty & Associates

Tile Installer: Floors Etc. – Timonium, MD (Unit space), Krain Building Services – Alexandria, VA (Amenity Space)

The EXO at Excelsior Parc in Reston, VA is comprised of two buildings with a total of 457 apartments. A central single-story links the two buildings and contains reception and management. The space between the two towers offers residents outdoor seating and dining, and a swimming pool.

The project was first proposed back in 2006 but faced many delays over the years from the Fairfax County Board of Supervisors, and the Fairfax County Planning Commission. The project was finally approved to proceed in 2018.

Challenge:

As with many multi-family residential projects, budget was a critical factor for this project. Creative Materials is accustomed to working on projects such as these with design firms and developers, and can keep pricing low due to established, long-term relationships with 100+ manufacturers. The team most successfully leverages volume and manufacturing optimization to affect price when multiple products are supplied.

Solution:

R2L's design team presented the original project inspirations to their local Architectural Sales Consultant (ASC). The ASC then relayed the pertinent information to Design and Sourcing team members who got right to work. Creative Materials employs a team of Interior Designers and tile experts who do the work of finding tile options at the right budget price from the most efficient source for design teams, all while upholding their design vision. The team effectively sourced several tile schemes within the established budget for R2L to review with the developer. After some consultation, the tile selections were approved. R2L's design team was happy with the aesthetic quality, and the developer was happy with the price points.

Creative Material's project management team that manages projects post-specification, monitored the project for two years as it faced various delays. The team was looking for any

product discontinuations that would affect R2L's selections and was watching to ensure there would be enough lead-time to order all of the tile.

Result:

When the post-bidding process and subcontractor awards finally occurred, the team was ready to ensure on-time delivery in accordance with the project schedule. The team worked with two tile installers and shipped 13 orders staggered to match the installation schedule.

The final result was tile that came in on budget, on time, and on quality. We hope residents will enjoy the tile as much as we enjoyed supplying it!

Your project

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