



Industry Match

Industry Match is DBIA's online directory for Industry Partner firms. The public directory can be searched by firm type, market sector, location, UBE status, Owner Advisory Services and other criteria. A complete profile makes it easier for prospective Owners and team members to discover and evaluate your firm.

How-To Guide for Industry Partner Admins

Create or update your company's Industry Match profile - Owners and industry professionals can quickly find your firm, understand your capabilities and identify you as a potential design-build team partner.

Important: Only the designated Industry Partner Admin can create or edit the company listing.

WHO: Industry Partner Administrators

FOR: New profile setup and returning users updating an existing listing

TIME: Allow 15–30 minutes if your content and images are ready

QUICK START

- 1 Sign in to your DBIA account.
- 2 Open your profile and select the Industry Match listing option.
- 3 Review every section—even if information is pre-populated.
- 4 Add or update your company story, capabilities and images.
- 5 Confirm searchable attributes and submit the completed listing.

Before You Start

Gather the following items before opening the profile editor:

Company information: Company name, address, phone, email and website

Company story: About summary and a more detailed narrative

Brand assets: Company logo and one featured image

Project examples: Up to three project images and concise captions

Capabilities: Firm type, market sectors, locations and other applicable attributes

Optional designations: Owner Advisory Services and applicable small/disadvantaged business certifications

Image specifications

DBIA's guide recommends JPG or PNG files at 1200 × 800 pixels and less than 4 MB. Use high-quality images that clearly represent your firm and your work.

For New Users

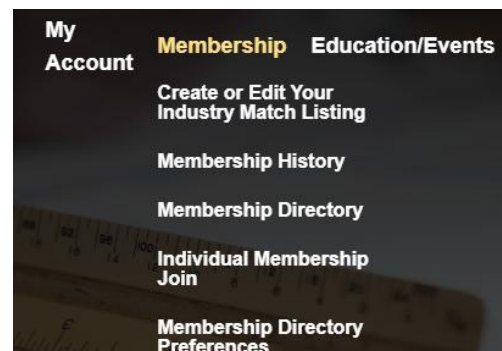
If you are completing the listing for the first time, review every field and use your marketing team's approved company copy. Some company information may already be populated from DBIA's membership records.

For Returning Users

Review the listing at least annually and whenever your firm changes its contact information, services, markets, certifications or project portfolio.

Open/Create Your Industry Match Listing

1. Sign in to DBIA.org with your DBIA account credentials.
2. Open your profile/account area.
3. Select the option to "create or edit your Industry Match listing".
4. Select the profile sections/cards to review and update.



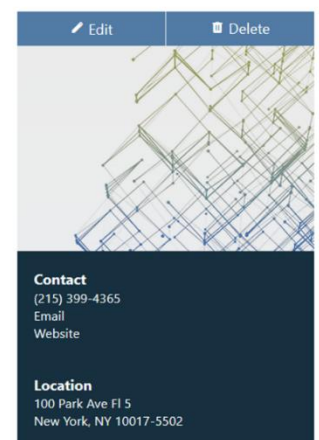
Complete Your Company Profile Listing

Contact & Company Information

Review and update your company profile. Keep in mind that users are able to search for you by sector, firm type, location, and project examples. With Owners and design-build pros searching the database, it is important to be as complete as possible in your profile. All sections should be completed, but we'll touch on a few below for clarity.

1. Review the company name, address, phone, email and website. If the correct record is already listed, proceed by select "**EDIT**" to continue updating other sections. NOTE: The email and website fields are not displayed, they are URL links on the site.
2. Click each card to view the information we currently have and update if necessary. If the information is correct, make sure the checkbox next to "Publish Email", "Publish Phone", "Publish Address", etc. is selected.

My Listing



Update Listing

Please fill in the cards below.

Email

Phone

Address



3. **IMPORTANT:** Do not delete existing phone numbers or email addresses. If an update is needed, add the new information, click on Add New Phone or Add New Email. Once they're added, click the radio button next to them, check **PUBLISH** and then click on USE THIS EMAIL or USE THIS PHONE (for whichever section you're updating).

Updating the About and Narrative Sections

About: Your concise company overview—what you do, where you work and what differentiates your firm. Keep each section to 1,500 characters or fewer.

Narrative: More detail about products/services, design-build capabilities, specialties, awards and relevant experience. Keep each section to 1,500 characters or fewer. Use approved marketing copy and write for an Owner or potential team member who may be evaluating your firm for the first time.

Companies often ask their marketing department to give them copy to insert here.

Searchability Matters

Industry Match users can search by firm type, market sector, location and other directory attributes. Complete every applicable field so your firm appears in the searches most relevant to your business.

Add Images & Key Profile Attributes

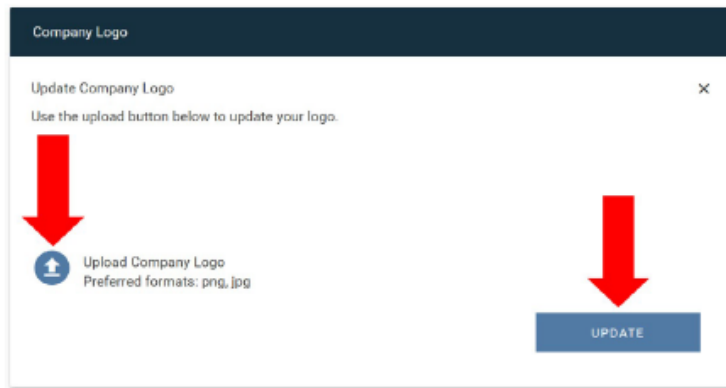
Before you enter the next three sections, gather your logo, up to three project photos, and a photo you'd want to use to highlight your company listing.

We recommend photos be 1200 pixels by 800 pixels and less than 4MB.

Upload Company Logo, Featured Image and Three Project Images.

Use the Upload control for each image and select Update to save the change.

To replace an image, remove the existing image first, then upload the new file.



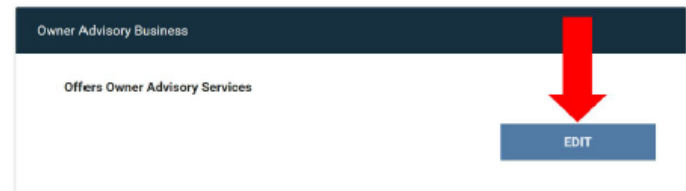
Featured Image: This is not your logo. Choose a strong photo or graphic that represents your company and will look good beside your directory information.

Project Images: Add three representative projects. Use captions to identify the project and, when helpful, note the project type, location, scope or your firm's role.

Once you've uploaded your Portfolio photos, you'll notice a line under each photo. These are text fields where you may add a caption to each photo.

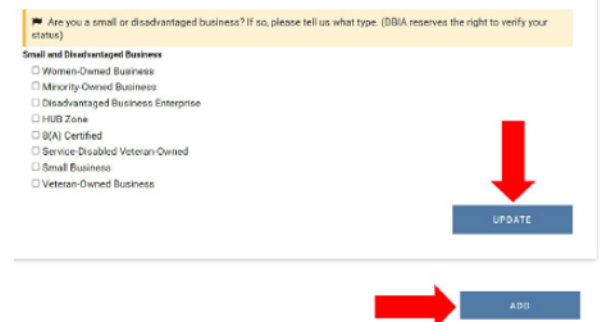
Owner Advisory Services

Indicate whether your firm offers Owner Advisory Services. Select **EDIT**, choose Yes or No, and save the selection.



Small & Disadvantaged Business / UBE Information

If applicable and certified by a Federal, state or local government as a small or disadvantaged business, indicate which type and then select **UPDATE**. The Directory will highlight this to the users looking at your profile. Select the types that accurately describe your firm and click on **ADD** to save the changes. DBIA's current directory includes filters for multiple small and disadvantaged business categories.



CONGRATULATIONS!

Your Industry Match listing is complete.

If you have any questions about setting up your listing, please contact the DBIA Membership Department at membership@dbia.org or 202.682.0110

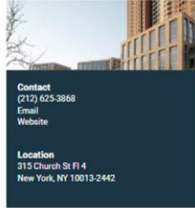


Sample Complete Profiles



Design-Build Industry Match

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OBRA Architects

OBRA Architects is an architectural design and planning firm, working on projects of urban and community impact that create socially sustainable design environments. Work includes housing prototypes, public space initiatives, urban planning, aging-in-place residential projects, educational projects such as schools and kindergartens, and incorporation of energy efficiency and renewable energy alternatives in design and project execution, with LEED AP professional staff and FAIA Fellow of the American Institute of Architects principal leadership. OBRA is a minority woman-owned business enterprise, supporting local and international community-minded clients and institutional level initiatives in work and practice, with projects all over the world, including Argentina, China, Korea, Italy, and the US. The firm is actively entrepreneurial and operates to try to change the way architecture impacts communities and environments. At the same time, the work aims to originate from a pragmatism and realism that harnesses local energies and international inspired clients/institutions seeking change through architecture, design, and urban planning. OBRA is certified MWBE New York State Empire State Development, MWBE New York City Small Business Services, MWBE New York City School Construction Authority Prequalified Contractor, MWBE Dormitory Authority of the State of New York, NYCDC Design Excellence Contractor, LEED United States Green Building Council, and certified SBA Women Owned Small Business WOSB.

Jennifer Lee AIA LEED AP BD+C founded OBRA Architects www.obraarchitects.com in the year 2000 in New York together with Pablo Castro FAIA. She is the recipient of the 2022 John Q. Hajduk Award and has been inducted into the Cooper Union Alumni Hall of Fame. She is a graduate of Harvard College cum laude and the Cooper Union for the Advancement of Science and Art, and has taught at Pratt Institute Graduate Architecture, the Irwin S. Chann School of Architecture of the Cooper Union, and Korea National University of Arts. She is the 2007 Cooper Union Urban Visionary Emerging Talent, a 2006 NYFA Fellow, 2003 SAH de Montiquin Senior Fellow, Seoul City Public Architect selected by the City of Seoul Metropolitan Government and is also, together with OBRA, a designated contract recipient of New York City Department of Design and Construction Design Excellence program. Jennifer Lee is a licensed architect in New York, New Jersey, DC, Maryland, and a LEED-Accredited Professional of the United States Green Building Council USGBC. Pablo Castro FAIA's design direction at OBRA Architects has produced a body of award-winning projects: six AIA NY Design Awards, the 2009 ID Annual Design Review Award, and two 2004 Chicago Athenaeum American Architecture Awards. He graduated from the Universidad Nacional de San Juan in Argentina and holds a Master's degree from Columbia University. He is a 2006 NYFA Fellow, a 2003 SAH de Montiquin Senior Fellow, a 2012 Rome Prize Fellow of the American Academy, and a Fellow of the American Institute of Architects. He has taught and lectured at RISD, Parsons the New School, Barnard Columbia, Pratt Institute Graduate Architecture, Cranbrook Art Academy, Korea National University of Arts, Central Academy of Fine Arts (China), UC Berkeley, and Universidad Nacional de Chile, among others. Pablo Castro is a licensed architect in New York and Connecticut, and an architect and landscape architect in Argentina.

Owner Advisory Services

Market Sector

- Civil/Assembly
- Commercial Buildings
- Educational Facilities
- Energy/Power
- Faith-Based
- Government/Police/Military
- Government/Public Institutions
- Government/State/City/County/Municipal
- Healthcare/Medical Facilities
- Hospitality
- Industrial, Process, and/or Research Facilities
- Office Buildings
- Rehabilitation, Renovation and/or Restoration
- Transportation (other than Aviation)
- Other

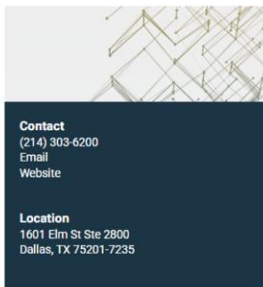
WBE Firm

- Woman-Owned Business
- Minority-Owned Business
- Disadvantaged Business Enterprise



Design-Build Industry Match

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The Beck Group

Breakthrough improvements happen when all team members work toward a common goal. This is the central idea of Beck's Integrated Project Delivery system. The implementation of this simple concept is straightforward as well: a team of architects, contractors and technology experts coming together to work on a project from concept through completion. Our expertise and experience putting the idea into action is a leap beyond a contract between an architect and a contractor on a design-build team. We start with your vision and work together to define success on your terms. At times, multi-disciplinary involvement creates animated discussion and debate. But, we have learned to celebrate tension between the disciplines. Because we are architects, we are builders who better understand the nuances of design. And because we are builders, we know the real-time impact of all decisions in the field. Our unique points of view help identify potential issues, and we collaborate to develop resolutions more quickly and efficiently. Working together drives an improved customer experience and exceptional results.

Founded in 1912, The Beck Group is a collaborative team of designers and builders, offering planning, architecture, interior design, construction, and sustainability consulting services. From the first meeting, you will notice Beck has a unique approach to architecture and construction. We create teams across all departments and areas of expertise to work on a common goal – your project. We believe a better process and outcome result from working together. We focus on building long-term relationships with our clients and seek every opportunity to bring quality, value, and integrity to each project. Through the years, Beck has earned hundreds of design and construction awards, acknowledging our dedication to excellence in design and construction. As a result, more than 90 percent of our business is for repeat customers who average over 10 projects with our firm. Beck's employees work among offices in Atlanta, Austin, Charlotte, Dallas, Denver, Fort Worth, Mexico City, and Tampa.

Owner Advisory Services

Market Sector

- Aviation
- Commercial Buildings
- Educational Facilities
- Faith-Based
- Healthcare/Medical Facilities
- Hospitality
- Industrial, Process, and/or Research Facilities
- Office Buildings
- Rehabilitation, Renovation and/or Restoration

