

Client Value Proposition

arctecon Process	Productivity	Risk Management	Schedule Control	Cost Control	Description
Performance Design	business case analysis of "performance options"	optimizes operational efficiency	prevents "design backtracking"		use of research, client education, cost estimating and economic analysis to link design and ROI
Benchmarking		insures best practices		confirms pricing through historic comparison with similar centers	analysis of existing and proposed client facilities against best practices for similar projects in proprietary database
Project Definition			efficient client decision management		initial planning process involving detail needs assessment, multiple design options, economic analysis of performance options and concessions building
Early GMP	guaranteed costs associated w/ performance options	cost guaranteed before project commitment	allows early order of long lead items		CCG "at risk" guarantee of project costs during Project Definition phase
Material/Equipment Prebid		improves early cost accuracy	eliminates submittal review	more accurate costs earlier in project	specification & bidding of approximately 85% of project material & equipment during Project Definition phase
Material/Equipment Purchase			prevents reliance on subcontractor purchasing	avoids cost inflation during construction	CCG purchase of material & equipment instead of by subcontractors
Specialized Vendor Packaging			consolidation of subcontractors improves schedule control	market responsive delivery reduces cost	arranging subcontractor scopes of work to take advantage of market cost efficiencies
Multiple Subcontractor Bidding				incremental pricing insures low cost	subcontractor bidding from multiple sources including local with national back ups
Preferred Pricing				permits greater price competition	prenegotiated discount pricing from major material & equipment suppliers
Full In-House Estimating		allows	reduces "value engineering" delays		estimating department w/ full time carrier estimators sourcing from multiple data bases including protietary
Vertical Collaboration					full integration of all design and construction expertise throughout the project
Scope Checklist					comprehensive list of all project components and milestones developed over 16 years
Expertise					
Project Commissioning					start up and performance testing of all systems and operator training in their use
LEED Certification					
Project Stream					
Cost Segregation					

