



DESIGN-BUILD AND NEGOTIATED CONTRACTING

PUT THE ADVANTAGES OF DESIGN-BUILD OR
NEGOTIATED CONTRACTING TO WORK FOR YOU

WHAT IF YOUR NEXT MAJOR HVAC PROJECT COULD BE...

- 33% faster from concept to completion
- 6% less costly
- 25% more assured of a trouble-free startup

It can be, and it is for many organizations through the strategic implementation of Design-Build or Negotiated contracting. These aren't just promising statistics; they're the real-world results consistently backed by independent industry studies, highlighting the proven benefits of this integrated approach to HVAC projects.



COST REDUCTION IMPROVEMENTS

Simple process changes can lead to big gains in quality, efficiency and cost containment. That's what happens with the integration of the design and construction phases of a project in the Design-Build approach. Many factors ultimately contribute to project cost reductions and additional financial benefits.

- ▶ Costs are better defined earlier in the process with the specialized knowledge of team members
- ▶ Reduced likelihood of cost overruns
- ▶ Faster project completion means reduced debt load and debt service, plus a faster return on the investment



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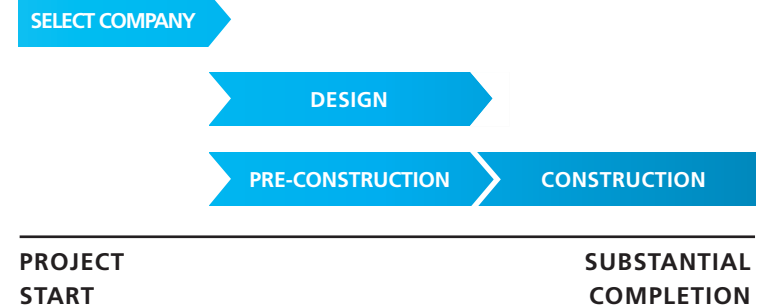
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IMPROVED RESULTS

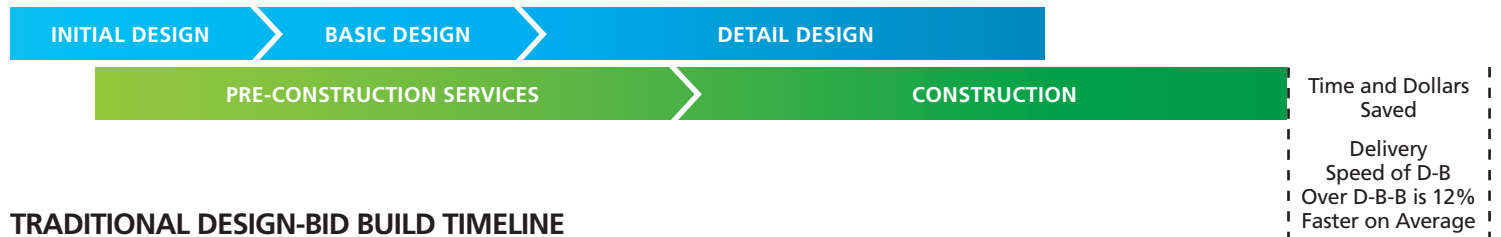
A negotiated approach can bring the best ideas from all team members into the open, using all available knowledge and experience to improve the results. It's a different, more advanced form of partnership than typically practiced in competitive bid processes, leading to a better coordinated project and higher client satisfaction.

Whatever your next set of project goals and challenges, a Design-Build or Negotiated approach can help achieve those goals faster and more cost effectively.

SIMPLE NEGOTIATED PROCESS OVERVIEW



IMPROVED DESIGN-BUILD/NEGOTIATED TIMELINE



TRADITIONAL DESIGN-BID BUILD TIMELINE



QUALITY IMPROVEMENTS

More and more, building owners and contractors alike are witnessing the value of negotiated projects with results such as:

- ▶ Lower first cost and operating costs while achieving design integrity that improves building efficiency
- ▶ One company responsible for project success
- ▶ Diverse practical knowledge of design and construction, plus the best available technology
- ▶ Reducing risks of cost overruns with early involvement of specialized contractors and limiting change orders to those that are client driven

To improve your project's financials even more, we can support your efforts to qualify for local utility rebates or incentive programs. Contact your local Daikin Applied Service Professional at www.DaikinApplied.com.



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