

Want a cost-effective Roofing solution? Bid it!

All school districts want to save money. When it comes to your physical plant's roofing systems, the perception exists that negotiating directly with one manufacturer saves on design fees and advertising costs. Yet, sole-sourcing to a preferred manufacturer may not always be your best approach.

Manufacturer representatives are very knowledgeable. However, they do not represent your interests first. You may be paying a premium if the representative knows that competition does not exist.

Our independent review of roofing systems, coupled with specification standards that each manufacturer must meet, provides our clients with a cost/benefit analysis using different systems - including the one they prefer.



We work with our clients to first review their history with various products and their service records. We check the warranty. And, we also inspect the existing roof to understand its inherent challenges and characteristics.

Next, we identify the many different roof products. We match them to the client's preferences, and develop a list of alternatives. Upon our clients' approval, we design the plans and specifications for the project, and create a bid form which names each product side-by-side with the others.

The contractors must now provide a base bid with alternate bids to use each product. The ensuing competition keeps everyone sharp, and creates an apples-to-apples comparison of products and their costs on bid day. **Clearly, when manufacturers and contractors compete, costs are driven down.**

The proof is evident in the last 7 roof replacement-only projects we have bid. Regardless of the product type, each project came in between \$9 and \$16 per square foot to complete, versus \$20 or more per square foot for the sole-sourced product. For large roof areas, that translates into hundreds of thousands of saved dollars, which you can apply to your other capital improvements needs.

Achieve the "Power of More" right-sized facilities. Please contact **Frank Gargiulo** at **HHS DR Architects/Engineers** of Sharon & Pittsburgh, where We Build Relationships. Visit us at www.hhsdr.com or call us at 800.447.3799.