



# PROCESS

## PLANNING

- » Concept / Fundraising - Member has a feasibility study, finished a capital plan, has approval to plan
- » Programming - **Higher Savings result from Early Engagement with Design Team**



PLANNING



DESIGN



CONSTRUCTION

## CONSTRUCTION

- » Plans and specifications are released for bids or pricing for project
- » Build out of community according to plans and specifications
- » Final FF&E purchases (Furniture, Fixture and Equipment)

80%

Undertake a construction project in the coming year

Results from a recent member survey.

## DESIGN

- » Member moves forward with design and Architectural Engineering firm
- » All components of design are initiated
- » Communicate Specification requirements to vendors to identify savings potential



50%

Likely to undergo a repositioning

Results from a recent member survey.

# PROGRAM

- » Assist in the planning and acquisition phases of new construction capital
- » Build complementary relationships with general contractors, architects and equipment planners
- » Maximize savings on projects
- » Improve delivery and lead time with major equipment manufacturers
- » Leverage project volume for greater savings

# BENEFITS

- » Lower total cost of project
- » Assist in planning and procurement of materials, furniture, fixtures, & equipment
- » Build trusted partnerships with contractors, architects and local vendors
- » Transparency in construction pricing
- » NO obligation or cost of construction procurement services

# SAVINGS

A \$5M project typically has about \$750k of contracts that can be impacted.

3% savings = \$22,500

12% savings = \$90,000

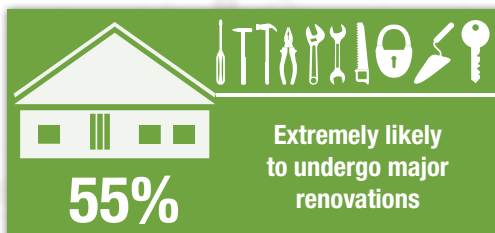
## CONTACT:

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Results from a recent member survey.

- » Roof Replacement
- » Capital Improvements
- » Kitchen Upgrades
- » Service & Maintenance Contracts

Let Value First help you save on:

Fire alarm systems, security, roofing systems, drywall & wall components, doors & hardware, flooring, mechanical, electrical, plumbing, building controls, elevators, chillers, generators, IT & low voltage systems, custom wood products, furniture, beds, lifts, and more...



# Frequently Asked Questions

## ***Do you dictate general contractors or sub-contractors?***

No. The Construction Services program works with your local and known contractors. We will coordinate pricing and sourcing with anyone that you care to work with on your project.

## ***What's the cost of the program?***

There is no cost. The Construction Services program provides free assistance on acquiring savings on materials, furniture, fixtures, finishes and equipment for your project.

## ***Is the program "all or nothing?"***

As with any Value First programs and contracts there are no minimum obligations to purchase items on contract. Of course it is advantageous to ensure your designer specifies as much as possible that is on contract to maximize savings and value.

## ***What if my contractor can get better pricing?***

Value First works with Provista, the largest healthcare Group Purchasing Organization (GPO), to negotiate contracts based upon over \$100 billion in spend annually. Our negotiated rates are some of the lowest in the industry. If a contractor identifies a lower price, you may secure that price for the product.

## ***Does the program require more effort for the contractor?***

No. Your contractor and subcontractors typically ask for pricing on each project they are involved in. You are just asking them to ask for one more price utilizing the Provista contract. Project coordinators will assist them in seeking this pricing from the list of contracted vendors.

## ***Does the program slow down the construction process?***

No. Our goal is to keep your project on schedule, while delivering you value. In fact, our vendors guarantee stock of construction materials, furnishings and equipment and will deliver to your site or contractors preferred delivery location.