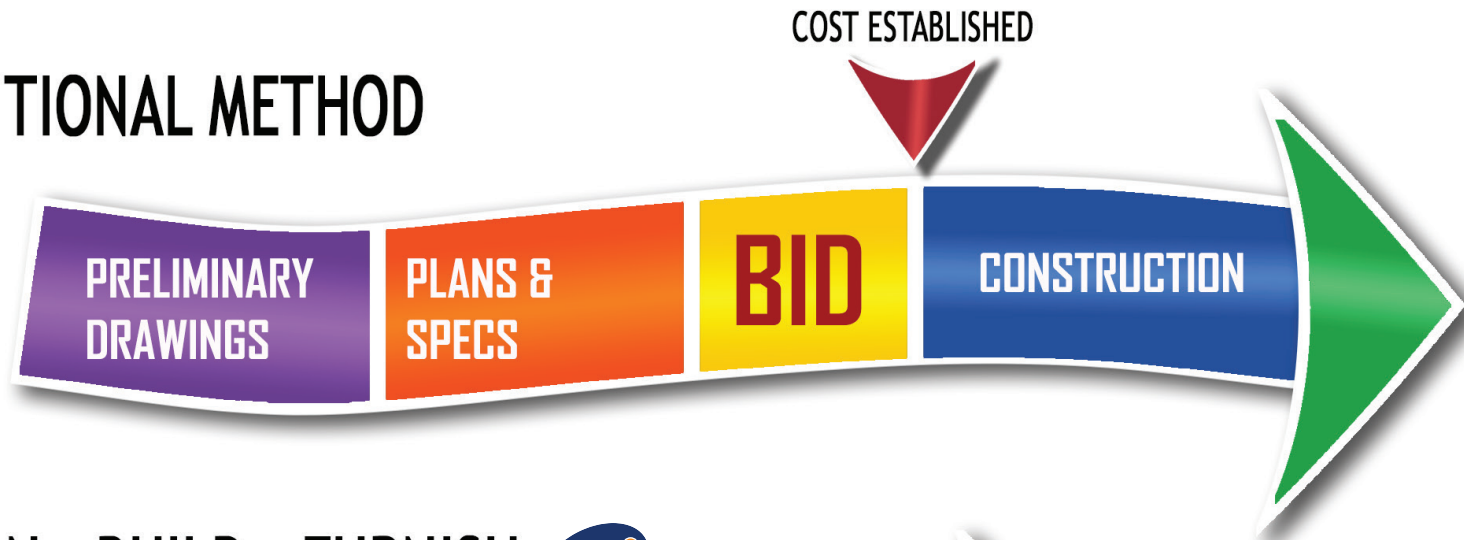


## TRADITIONAL METHOD



## DESIGN • BUILD • FURNISH



## The DBF Advantage: Simplified - Competitive - Faster Job Completion

### Lean Approach Eliminates Waste

BSI's Design • Build • Furnish (or DBF platform) eliminates the inefficiencies of the traditional design-bid-build approach. The American Institute of Architects touts the efficiencies of what they call Integrated Project Delivery (IPD). According to the AIA, the traditional bid approach has at least 50% waste built into the process. Overly detailed specs and drawings, bidding, rebidding, change orders, duplication of efforts, and finger-pointing can all be eliminated in a Design • Build • Furnish project. The time, money and energy wasted trying to compare "Apples to Apples" can be spent on upgraded products, finish levels or amenities.

### Competitive Pricing

The DBF platform eliminates double mark-ups. General contractors make their living soliciting bids and managing sub-contractors. In order to make a project, the sub-contractor will mark-up the project. The general contractor will then mark-up the same project in order to make a profit... same work; two mark-ups. BSI has in-house personnel who self-perform much of the work - eliminating cost and improving efficiency.

### Collaborative Approach

The AIA states "the traditional design, bid, build approach sets up an adversarial relationship between the winning bidder (general contractor) and the owner. Many jobs are won by general contractors by purposefully underbidding the contract documents and then looking for every opportunity to increase profits when a change order is issued or a hidden condition is uncovered."

According to a recent study, on average a general contractors' overall price is increased by nearly 50% above the original bid. BSI's DBF approach guarantees a "not to exceed price" from the very beginning. Our DBF relationship is a partnering approach which results in a collaborative working relationship and a faster job completion.