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## **Pro Con's Diamond Solution unites architecture, engineering and construction for hospitality projects**

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For more than a decade Pro Con, Inc. (PCI) has been designing and building hospitality projects throughout the region. Our integrated approach to design and construction has led to the successful opening of more than 10,000 hotel rooms for a variety of full and limited service hospitality brands. In the fast changing hospitality environment of new technology, updated prototypes, and customer focused design, PCI has been a leader in staying ahead of the curve. The primary reason our hospitality clients continue to utilize our Diamond Solution delivery method, is because it simplifies the entire process and unites our architecture, engineering, pre-construction, and construction professionals as one full service entity.

### Single Source Accountability

Our in-house team of professionals provide the hotel developer with a single source for their design and construction needs while strengthening control of the project time-line and cost. The seamless integration of design and construction enables the PCI's team to provide effective and creative solutions.

### Improved Communication

The hallmark of PCI's integrated design-build approach is communication. Our design and construction professionals are dedicated to understanding and achieving the goals of our clients and the project team. Frequent meetings, both formal and informal, are utilized to review design, specifications, budget, constructability and schedule - all in an effort to manage value and achieve the best possible hospitality product for our client.

### Early Knowledge of Firm Costs

With our vast hospitality experience and the owner's input and direction, we are able to establish firm project costs earlier in the process than endeavors with an alternate delivery method. Based upon our closely integrated working relationship, information and expectations relating to a project's complete scope are delivered in an accurate, timely fashion prior to the completion of final documents. This process allows an Owner to identify an early firm price for financing or other development needs.

### Cost Savings

Maintaining a budget and identifying potential cost saving strategies is a strength of PCI's integrated design-build delivery system. Design and construction professionals working together from the earliest stages of conceptual design maximizes the potential for alternate solutions or cost saving measures. These solutions are incorporated into the project design without delaying the design schedule or increasing the cost of producing the documentation.

### Time Savings

Without compromising the appropriate critical time required to complete various phases of design

and construction, the overall project duration is shortened using our design-build delivery system. By removing any period of re-design and by overlapping the bid process and purchasing of time-critical components, a project makes an uninterrupted transition from design to construction with improved efficiency. This is particularly important to hotel developers striving for the earliest possible date to have "Heads on Beds" - a descriptive slang used to indicate opening the property to customers in the hospitality industry.

#### Assurance of Quality

PCI's reputation rests on every project and there is an inherent desire to provide a high quality product and secure long term client relationships. As a design-build entity, PCI has a single source responsibility and vested interest to ensure quality by performing work properly from the start. The fact that PCI has 90% repeat design-build customers is testimony to the success of our Diamond Solution.

#### Improved Risk Management

With a traditional approach, many times issues with the design or construction lead to unproductive "finger pointing." Utilizing Pro Con's design-build delivery system, clients are able to improve their risk management by transferring responsibility for design and construction to a single source. With a clear scope of work and identified goals, clients are assured that PCI will be accountable for both design document accuracy and the construction of a properly performing facility. Change orders are only realized when a hidden condition is revealed or our clients request a change in the scope of work.

As the hospitality market continues to change, PCI will continue to provide our clients with the services they need. As an example; the advent of green building, the U.S. Green Building Council (USGBC), Leadership in Energy and Environmental Design (LEED) and other environmental concerns, have brought many changes to the design and construction industry in a relatively short period of time. PCI's integrated team is uniquely qualified to service our hospitality clients in this realm. As members of the USGBC and with qualified design and construction LEED accredited professionals on staff, PCI provides a seamless approach to the green building needs of our customers.

The key advantages of our Diamond Solution are the reasons Pro Con has become the market leader in the design and construction of hospitality projects in the northeast.

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