

# Integrated Project Delivery

Success in Speed to Market

Presented by





# Sequential Delivery

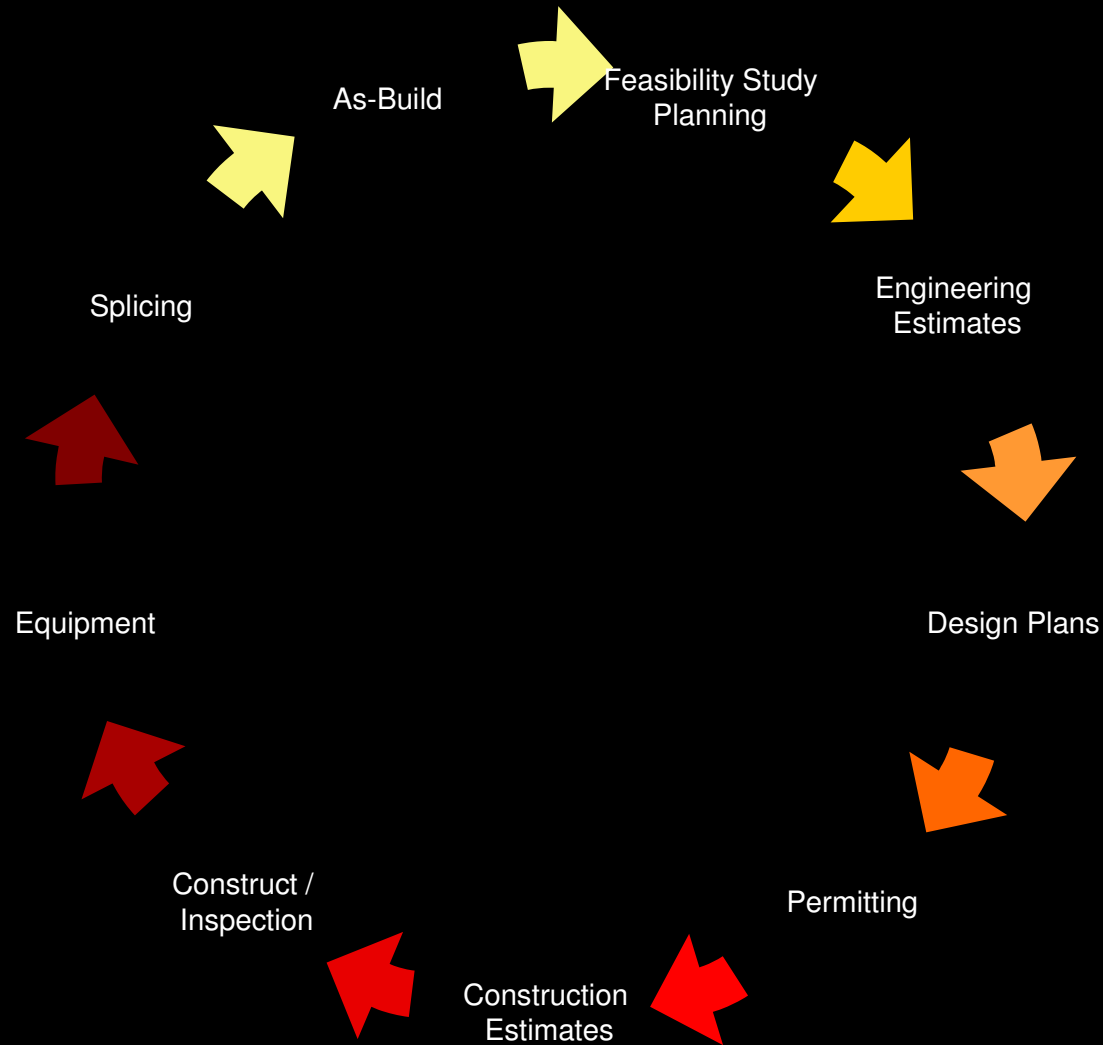
- During the height of the telecom “boom”, the “build it and they will come” mentality ruled the day.
- While there was pressure to get the product to market as quick as possible, there were no real restraints on cost, nor any pressure to change the methods of “sequential delivery”.



# Old Dinosaurs

- The Sequential Delivery Process involves sequential steps of bidding each segment of work, implementing the various steps and utilizing many layers of management and oversight.
- This process has an atmosphere of “us” against “them”, finger pointing instead of problem solving and no cohesiveness for sharing time and value savings for positive results.

# Sequential Delivery Process



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# Dead Dinosaurs

- The use of Sequential Delivery Process is going the way of the dinosaur.
- The subsequent telecom “bust” has created an environment where cost, speed to market and quality of service are all on equal ground.
- Telecommunication companies can no longer ignore options that give them an advantage in savings of time, money or management resources.



# New Era in Project Delivery

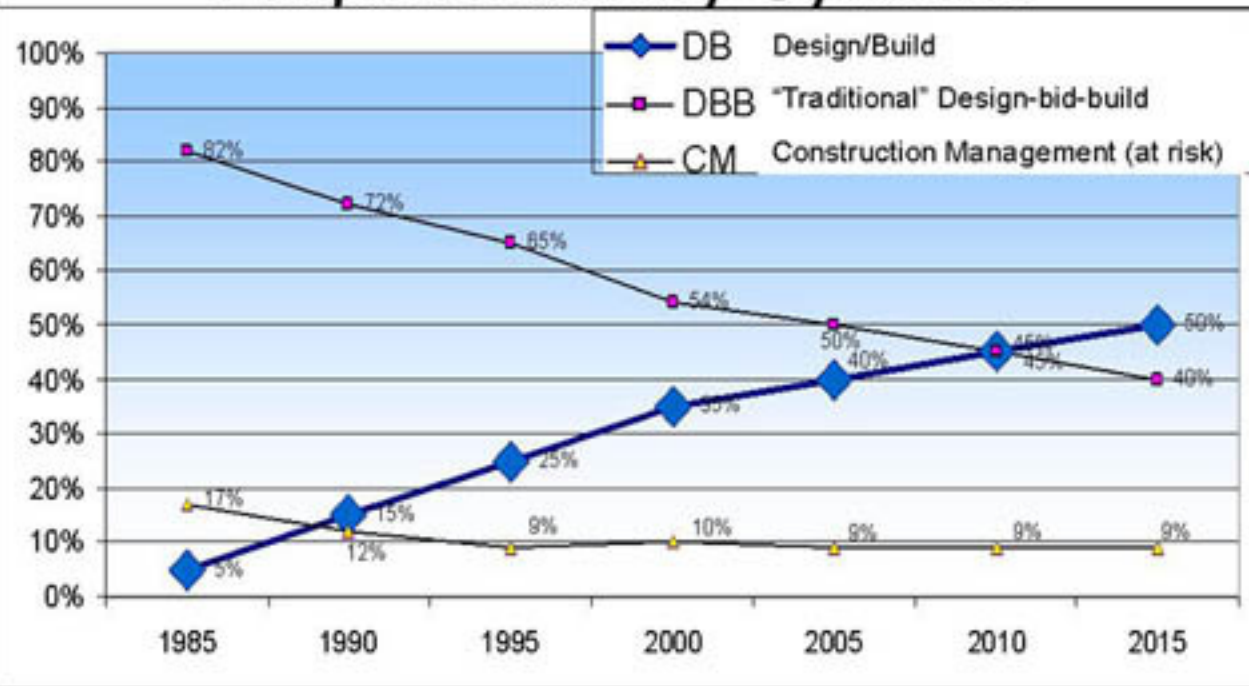
- The Telecom industry's post bust era has created an atmosphere for renewed creative thinking.
- Minimizing the quantity of steps, contracts, conference calls, reports and management layers is crucial to maximizing the time and efforts of limited management resources.
- The answer is **Integrated Project Delivery** with one source accountability, one budget to manage, one management layer and one contract to administer.

# Industry Trend

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- The Integrated Project Delivery Process continues to gain momentum.

## Market Penetration of Major Project Delivery Systems



Design Build Institute of America 2001



# The Survey Says

## Did You Know...

**70% of firms surveyed believe that design-build projects are more profitable than “traditional” projects.**

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**Integrated design-build firms expect 80% of their revenues to be from design-build projects in ten years. Construction firms estimate that number at 50%.**

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**80% of all firms surveyed predicted an increase in the use of design-build over the next five years.**

Zweig White's 2004 Design/Build Survey  
Of Design & Construction Firms

# Why Integrated Project Delivery Works “Concept of One”



- Collaborative Effort
- The Team Shares Success
- One Source Accountability
- Increased Speed to Market
- Quality Control
- Cost Effective

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# Why Integrated Project Delivery Works



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- Collaboration
  - The collaborative efforts of all groups through planning, design, permitting, construction, implementation and integration of the network enables the group to perform as a cohesive team.

# Why Integrated Project Delivery Works



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- Shared Success
  - The old process created an adversarial relationship between all parties, whereas the Integrated Delivery System creates a “**partnership**” between all parties and enables them all to share in the success of the project.

# Why Integrated Project Delivery Works



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- One Source Accountability
  - This concept provides the client with “One Source Accountability”. Your resources are maximized while we handle more of the details.

# Why Integrated Project Delivery Works



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- Speed to Market
  - The speed to market schedules are improved by eliminating the delays in the sequential process and increasing the collaborative efforts.

# Why Integrated Project Delivery Works



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- Quality Control
  - The one source accountability does not stop at quality control. We self inspect and provide a quality analysis upon completion of the project.
  - No payment is made until any deficiencies are corrected.

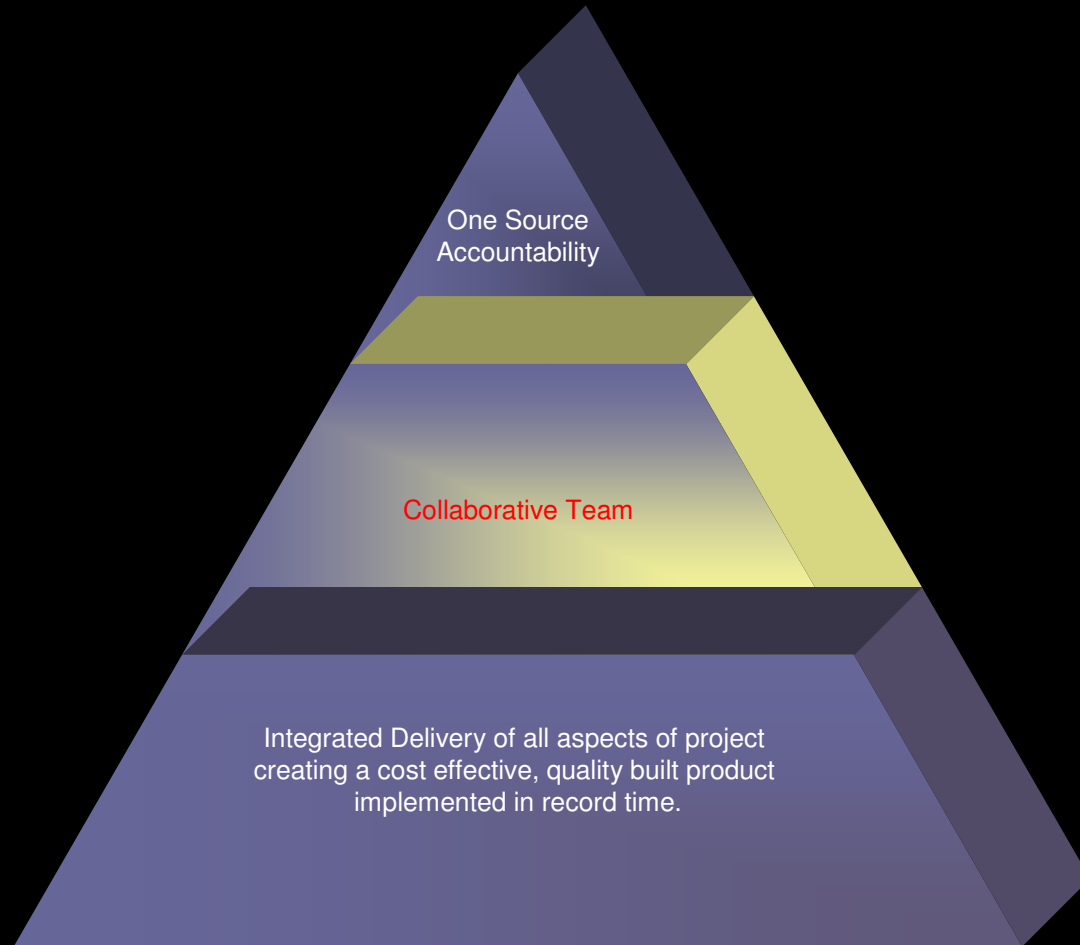
# Why Integrated Project Delivery Works



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- Cost Effective
  - The result of the time savings caused by the integration of work segments allow for cost savings to the client.

# Integrated Project Delivery



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# Closing

- As you can see, the Integrated Project Delivery philosophy fits with the industry's challenges for today.
- Allow SDT to evaluate your project development plans and offer Integrated Project Delivery solutions to meet your needs.



Telecommunications Infrastructure Development

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