

## Our Approach

### Building a Higher Standard *Through Partnerships*

The concept of teamwork runs contrary to the idea of one size fits all. At TEAMWRKX, we've found that **three general approaches are best suited to the design and construction services that we provide.** And we further tailor a given approach on a project-by-project basis.

We team with our clients and deliver according to the approach most appropriate to the implementation of their projects.



01

#### Design / Build

The client contracts with TEAMWRKX for design and construction services.



02

#### Design / Bid / Build

The client contracts with the Project Architect (and/or a design team) to produce drawings and specifications suitable for obtaining project pricing from contractors.



03

#### Construction Management at Risk

In CMR, the client contracts with TEAMWRKX to deliver the project within a Guaranteed Maximum Price ("GMP").



## Design / Build

The client contracts with TEAMWRKX for design and construction services.



## Design / Build

TEAMWRKX contracts with a design team for the production of construction drawings and specifications ("Construction Documents") in compliance with client project requirements, and then negotiates with the client for construction of the project.

### ADVANTAGES

- ✓ The client has a single point of accountability, avoiding conflict between design and construction teams often at the expense of budget or schedule.
- ✓ Budget goal, scope changes, and potential construction impacts are identified and managed, in collaboration with the client, in the design phase to ensure that budget goals are realized through completion of construction.
- ✓ This allows for faster project delivery over traditional Design-Bid-Build through overlapping of design and construction phases; reduced bidding duration; address of potential construction impacts prior to start of construction; pre-ordering of long-lead equipment; greater collaboration between design and construction teams.

### DISADVANTAGES

- ✓ As single entity is performing both design and construction services, less independence between design and construction teams resulting in reduced checks and balances.
- ✓ Could result in less creativity of design in certain circumstances.
- ✓ Could result in less competitive pricing than Design-Bid-Build.



## Design / Bid / Build

The client contracts with the Project Architect (and/or a design team) to produce drawings and specifications suitable for obtaining project pricing from contractors.



## Design / Bid / Build

The client contracts with the Project Architect (and/or a design team) to produce drawings and specifications, and then bids out these construction documents to multiple general contractors to contract for construction.

### ADVANTAGES

- ✓ The design team looks out for the interests of the client.
- ✓ Competition in selection of architects and a contractor could result in more competitive bids and lower pricing.

### DISADVANTAGES

- ✓ As the design team and contractor are not working in tandem, there's greater potential for complications in construction.
- ✓ With the contractor not involved in the design process, issues that could have been addressed early could arise during construction. There's little opportunity for input on design alternatives during the design phase, which could have resulted in schedule or cost savings.
- ✓ The design team might not be up to date on current construction cost data, which could result in budget variances and project delays due to redesign.
- ✓ Development of a "cheaper-is-better" mentality amongst general contractors bidding the project resulting in a tendency to seek out the lowest cost sub-contractors in order to win the work.



## Construction Management at Risk

In CMR, the client contracts with TEAMWRKX to deliver the project within a **Guaranteed Maximum Price ("GMP")**.



## Construction Management at Risk

Under the Construction Management at Risk ("CMR") approach, the Construction Manager acts as consultant to the client in the preconstruction phase, and then as the equivalent of a general contractor during the construction phase.

### ADVANTAGES

- ✓ Greater cost control from project start, as CMR provides cost estimates at contractually established points (i.e., 30%, 60%, 90% design milestones). If cost estimates align with budget goals, the design team progresses with design; otherwise, design changes are made to align current design with budget.
- ✓ CMR is the client's advocate and manages the project with the client's best interest in mind.
- ✓ CMR mitigates the client's burden of managing/ coordinating the project.
- ✓ Provided construction documents are complete, and proper allowances and contingencies are built into the Guaranteed Maximum Price ("GMP"), mitigating the client's risk for cost overruns.
- ✓ Constructability and value to the Client through CMR's value engineering throughout the project.
- ✓ Allows for faster project delivery over traditional Design-Bid-Build. The client hires the construction manager based on qualifications, thus better ensuring a construction manager with a strong allegiance to the client, because their business relies on references and repeat work.
- ✓ Increased collaboration between design and construction teams.
- ✓ Increased transparency as costs and fees are pre-established.

### DISADVANTAGES

- ✓ Multiple bid packages for Architects and CMR.
- ✓ Separate design and construction teams can lead to increased time over Design-Build, conflicts between design and construction teams, and cost exposures to the client due to design omissions, inconsistencies, or errors.

## Contact Us

Headquartered in Silicon Valley, we serve a broad range of commercial construction projects. We stand ready to collaborate with you and your team for all your project's needs!



### OFFICE LOCATION

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