



# PMR Process

## Our Role

Our role in providing Owner's Representative services to our clients is simple: Manage the Clients project resources including their time, dollars, and desired project quality in order to obtain the most advantageous position for the owner.

We are not general contractors or architects attempting to provide owners representative services. Our experience is based on focusing solely on the owner and their needs, and we will not be swayed by allegiances with other project consultants or subcontractors due to past relationships. Our every effort, professional opinions, and recommendations will be made 'in the best interest' of each client based on their vision and requirements.

## The Management Plan

PMR Inc. will provide an overall management plan to the client based on their specific project goals and needs. The purpose of the management plan is to develop and implement the owners vision, and share it with all team members to ensure each understands their role and responsibilities, the budget and schedule constraints, how to operate within the owners establish structure, and provide the professionalism afforded to all clients. The plan defines the objectives of each phase of design, construction, and post construction, which is then updated continually with critical information regarding the process. In the end, the owner is provided a complete history of their entire project.

## Owner Management & Staff Involvement

The success of any project requires clear and concise communication with the owner's key management and staff. We understand and expect that each Tribal member involved will afford our team insight to the cultural aspects specific to your people.

We will form a core design committee to include your key project representatives, general managers, facilities and operations personnel, security, housekeeping, IT, and others to gain input and directions for design criteria to make this facility meet your needs. The meetings will be intense throughout the design effort and require several hours every week.

As the design progresses our team will meet with your Business Committee or Tribal Council to present the new concepts and provide progress updates. At each meeting, we anticipate asking for the Committees input, direction, and approval to move forward. We will perform this effort at each major phase including Conceptual Design, Schematic Design, Design Development, and Construction Documents. During the construction phase, the meetings will be held once a week

onsite and in our trailer.

## Project Approach

Immediately upon selection, we will meet with owner representatives to further discuss the vision for the project. Additionally, we will meet with all departments and outside agencies, whose involvement may affect the project. This will be followed by an information gathering and prioritization effort aimed at understanding all aspects of the project. Within a few weeks, we will present our findings and an organized systematic plan to move the project forward in the most efficient way.

At the same time, we will mobilize to the site and move our Sr. Project Manager into an office on site. Typically, it is less expensive and more efficient to office with the owner, but that is contingent on available space. Our team members will meet weekly for several months to organize the project and implement critical tasks that move the project towards the completion of design and into construction.

## Contract Negotiations/Owner Risk

We understand the many contracting methods for both design and construction having been in the industry for over a combined 100 years, and we are adept at negotiating contracts on the owner's behalf. Our negotiating experience includes Design/Bid/Build, Design/Build, CM at Risk, and Multi Prime. Critical aspects of negotiating include:

A well-defined scope of work in the architects drawings and specifications. If a contractor can find a basis to support a change order, then this is where they begin.

Sole Sourcing of vendor products or brand names can lead to excessive cost without added benefit. Builders and designers alike have their favorite products and material providers for various reasons. Many of their reasons actually benefit the owner, however many do not.

Redesign cost will be expensive. Any changes made by the owner or as required by an agency late comer could significantly affect the project schedule and budget.

The owner must be cautioned that cheaper is not always better even in the current market conditions. We can help alleviate some of the negative impacts, but not all with this type of contract.

Building trust and a working relationship between the General Contractor and Architect's is a challenge. Typically, this contract type does not lend itself to 'making friends', but it is workable.

**Finally, reducing owner risk, is always the goal.**