

CM Neutralsm

Have you:

- *Been frustrated by a fluctuating project schedule or not getting a valid schedule at all?*
- *Felt as though you were not getting a fair price on change orders?*
- *Not gotten what you contracted for?*
- *Felt pressured to over-commit in order to maintain an important relationship?*

Relationships play a crucial role in project delivery and have a tremendous impact on costs, schedule, and quality. Owners, designers, vendors, subcontractors – all have a stake in the project and require their needs to be met. Consequently, Construction Managers/General Contractors (CM/GCs) are challenged to manage many and, often, conflicting relationships.

Throughout the project lifecycle, from project conception to completion, this role can obligate CM/GCs into compromising situations as they work to satisfy varying stakeholders and interests. Caught in the middle, CM/GCs feel pressure as they manage your project and each individual project relationship.

To address this dilemma, the industry must evolve or continue to be mired in conflicts that degrade client satisfaction, partner relationships, credibility and, ultimately, profitability. *CM Neutralsm answers these challenges.*

CM Neutralsm manages relationships in the project environment. It defuses conflict and focuses on producing best value for the owner. Through innovative contracting of services, CM Neutralsm introduces an objective, unencumbered third party into the project delivery team. Its fundamental role is to serve the project and work in the best interest of the owner, without conflicting priorities. CM Neutralsm takes on change order negotiations and



Change Order Integrity?

Schedule Integrity?

Contractor Integrity?

processing, as well as project scheduling, coordination, and reporting. It enhances the adherence to budget, schedule, and quality. With a complete understanding of both the complexities of construction projects and the importance of collaboration, *CM Neutralsm* coordinates with and takes guidance from the CM/GC and project stakeholders. *CM Neutralsm* is an invaluable tool, integral to project delivery and in consideration of the priorities and expectations of project stakeholders.

Benefits of the CM Neutral Approach

CM Neutralsm creates an environment that delivers fair market value and transparency. CM/GCs are not distracted from what they do best – constructing the project. The owner gains control over the entire process – budgeting, scheduling, estimating, procurement, quality and change-order management. The focus of *CM Neutralsm* is to:

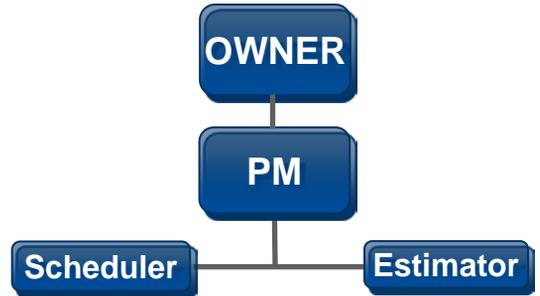
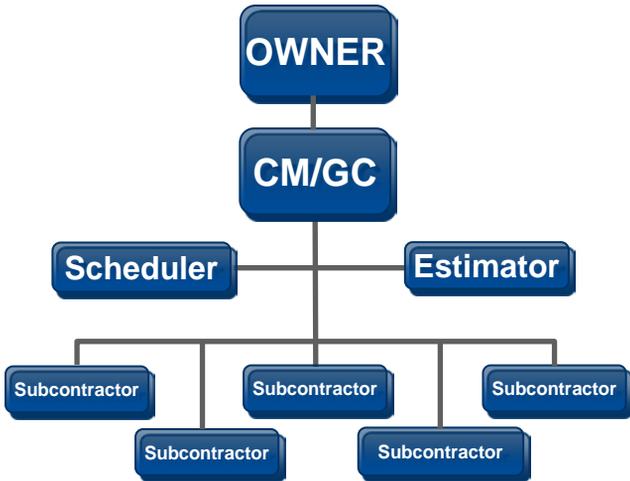
- Recognize and anticipate compromised situations.
- Manage relationships by:
 - ✓ Identifying positive and negative components.
 - ✓ Neutralizing conflicts.
 - ✓ Creating a healthy and positive project atmosphere.
- Assuring the best results by:
 - ✓ Mitigating existing conflicts.
 - ✓ Providing innovative contracting services.
 - ✓ Seeking best value while considering the interest of all involved.

On the back of this page is an organizational illustration of how the reporting relationships are changed from those in the current construction environment. The support teams for key services, such as scheduling and estimating, no longer works or reports directly to the CM/GC. They report and are paid by the owner and support the entire project.

Highlights/Benefits:

- **Owner Pays Only to Produce Information, Not Review it. Support Staff Costs are Cut in Half.**
- **Clearly Defined Change-Order Process**
- **Realistic Project Schedule at the Start of Construction.**
- **Transparency and Integrity Throughout.**
- **Prompt Payments for CO Work.**

Before



After CM Neutralsm

