

# DIRTT HELPS GCs BUILD BUSINESS

Forget movable. Forget demountable. Think prefab. Think Lean Construction. DIRTT offers interior build-outs with the same speed and certainty as exterior prefabricated construction. With interior prefab the key isn't just a faster schedule with material assurance. The interior is where the client has the most interaction with the building. DIRTT brings the customization of performance, dimensions and aesthetics along with speed and certainty. Future flexibility is just a bonus.

DIRTT Walls, Power, Networks and Millwork may never need to be reconfigured. Yet they provide significant value with a building method that goes a long way to assist in Lean Construction. DIRTT is not part of the Furniture, Fixtures & Equipment (FF&E) budget. The DIRTT Distribution Partner team is a local subcontractor to the General Contractor, and it's the savvy General Contractor that harnesses the many benefits of DIRTT for the client and the GC's own bottom- and top-line.

## FASTER

- The construction schedule is compressed. Factory assembly runs simultaneously without relying on several trades finishing before work can begin
- DIRTT may represent up to 9 CSI divisions (up to 12 for healthcare projects)
- Save general condition cost through speed of schedule. E.g. Time lost waiting for drywall mud to dry, get sanded and finally painted can delay a 30,000 sf. project by 5 days per 5,000 sf. (depending on local atmospheric conditions)
- DIRTT installs an average of 1 linear foot per man-hour – complete with finishes and integrated power/data/technology
- Punch List is completed faster. Instead of gathering several trades to come back and fix deficiencies, just one needs to return
- Walls are installed without tiles (skins) for easy access by inspectors and electrical trades
- Fewer skilled workers need to be found and scheduled

## INTEGRATED

- DIRTT is designed, built and installed to fit the building precisely. It is not tall furniture that comes in standard heights and widths
- The DIRTT team considers their scope within the bigger project. E.g. Team works with floor contractors to ensure floor transitions occur in the right area
- Project Manager anticipates items requiring clarification. Decisions are made before materials are purchased
- ICEvision® provides an interactive, accurate 3D flythrough of space for all stakeholders to see and understand entire build-out. No software necessary, just an internet connection



- All DIRTT factories are open to touring at any time so a GC can confirm quality, speed and delivery abilities
- Local Distribution Partner is on the ground able to answer questions, find solutions and interact with GC team whenever necessary
- The entire DIRTT team, including Product Development, is available to come up with unique solutions to challenges before, during and after the project is complete

### CERTAINTY

- Superior fit and finish from a proven, reliable sub-trade
- System is frame and tile. Tiles install at the end of the project to protect finishes
- Budget and schedule risk is mitigated
- Cost is comparable to conventional construction
- 3D software called ICE<sup>®</sup> accurately accounts for every square inch of material coming to site
- DIRTT holds to the price quote
- If something goes wrong one trade can take care of all layers
- DIRTT provides a ten-year warranty
- The local DIRTT Distribution Partner team is continually available to the GC even after the project is finished

### SUSTAINABILITY

- Everything is pre-cut to fit space – fewer cut-offs and bins, a cleaner job site with less waste and associated fees
- No need to decommission spaces, clean drywall on-site and in egress conditions or elevators
- Shorter schedule and fewer trades on-site means less transportation pollution and energy use
- Lower energy use due to fewer power tools, heaters, fans, etc.
- Packaging is minimal and open to reuse or recycling
- Less policing of recycling bins



## OPPORTUNITY

- DIRTT is a material and sub-trade coming to site. The General Contractor project management fees still apply
- Early finish without incurring overtime
  - Potential bonuses
  - GCs using DIRTT can aggressively go after fast-turnaround projects without worrying about quality loss or overtime
  - On typical projects you can differentiate your bid with a more aggressive schedule without lowering price or quality, while providing better operational costs to the client
- Add more to the GC scope through DIRTT's modular data, audio/visual and security component capabilities in the walls
- GCs with their own drywall crews can get teams trained and certified as DIRTT installers
- By starting with the idea of using DIRTT, the GC can see better gross profit when the project is properly scoped out
- Respond to client needs more easily and cost effectively – 5 weeks before shipping, design changes are easily incorporated without delays
- GCs in the design/build industry can use ICE software to market buildings to tenants
- Government projects have been won by GCs using DIRTT as their differentiator, even on jobs not initially calling out modular construction

In conclusion, DIRTT's solutions are here to help, not to take away business. General Contractors will find this is another way to win business and differentiate themselves from the competition. To learn more about working with DIRTT, please contact your local DIRTT Distribution Partner. If you are not acquainted, you can contact them through [www.dirtt.net](http://www.dirtt.net) and click on the Contact button.

