

Finding a Trusted Project Partner

A Guide to Help You Navigate to a Success Project Outcome

Choosing the right partner is critical to the success of your project. With more than seven decades behind us, we've identified a handful of specific attributes that clients should seek and expect from their project partner to optimize performance and results. Simplify your partner selection process and decision making with the following key considerations and proven practices to drive project success.

- ☐ **GUARANTY:** What processes are in place to ensure your vision is executed as you expect? Does the company stand behind their work long term? What's their track record for quality?
- ☐ **RISK:** How is risk managed? Does the company offer a single point of accountability for your project?
- ☐ **SAVINGS:** What case studies and/or project examples can they provide to demonstrate how their project delivery and design expertise delivered meaningful client savings?
- ☐ **SPEED:** What is the company's track record for on-time delivery? What case studies and/or project examples can the company share to show how their expertise improved a project timeline?
- ☐ **VALUE:** How does the company define value? Is it based on your vision and needs or theirs?
- ☐ **EXPERTISE:** How experienced is the team you'll be working with, relative to your type of project?
- ☐ **INNOVATION:** How has the company demonstrated industry leadership? How does their process deliver optimized solutions and/or value engineered alternatives?
- ☐ **ONE-STOP SHOP:** Is the partner capable of managing everything you might need on your project, including entitlements, permits, environmental review, design, engineering, architecture and construction? Is their end-to-end approach as comprehensive as your requirements? Are their team members integrated and fully aligned to your goals versus their individual interests?
- ☐ **TRUST:** What do references say? How do past clients rate their experience with the company? Do they have many repeat clients?

We'd love the opportunity to learn about your organization's goals, share more about what we do and how we do it and discuss how we can maximize value for you. Whether you've got a pressing need or you're just starting to ideate, we can help. See our team and learn more about Opus Client Direct Services on our website. Let's connect!

