

Case Study

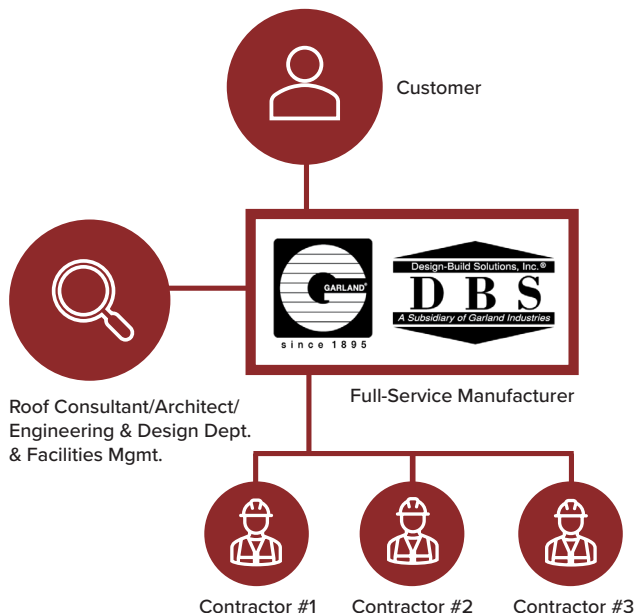
Garland/DBS, Inc. recently completed a project with a manufacturing plant in Alabama wherein they saved the member **37%** on the cost of roofing through OMNIA Partners. Garland increased competition for labor and improved costs through a lower bid and bundling the work by type to provide additional savings. Read the full story below.

The Project

Originally, the member developed specifications with the help of a consultant and bid the project to two contractors. Garland eliminated the need for the consultant by using their in-house engineering team and increased competition, resulting in a smoother project and lower cost.

In addition to providing savings on this set of projects, Garland inspected over 100 roof sections and built an online facilities database that will help the plant plan and manage projects over the next 5-10 years.

GARLAND/DBS, INC. FULL SERVICE MODEL



GARLAND/DBS, INC. STRENGTHS



The Garland Difference

- **Eliminated** consulting fees
- **Drove down** cost and increased square footage addressed by right sizing specifications
- **Delivered** savings of \$4-5M cost compared to old approach
- **Addressed** additional 87,264 ft²
- **Simplified** projects for the on-site facilities managers
 - True Asset TCO Database – instant POV on roof assets
 - True project and construction management
- **Reduced risk** and provided long term liability
 - One place for help if leak arises
- **Set up Long Term Planning** for future years to provide more consistent spending levels from year to year

RESULTS

Previous Approach:

6 ROOF SECTIONS FOR
\$8MM

Garland's Approach:

9 ROOF SECTIONS FOR
\$4.4MM

STAGE	PLANNED ROOF SECTIONS	SQUARE FEET ADDRESSED	ESTIMATED EXPENDITURE IN 2021	SOFT COSTS (Includes Warranty Fees, Roof Surveys and Design Fees)	ESTIMATED TOTAL EXPENDITURE IN 2021	COST PER SQUARE FOOT
INITIAL PLAN FOR 2021	6	233,843	\$7,913,386	\$583,642	\$8,497,028	\$36.34
GARLAND PLAN FOR 2021	9	321,107	\$4,384,555	\$0	\$4,384,555	\$13.65

Based on Garland recommendation cost was further reduced by bundling work by type; BAFO requested
Cost was reduced to \$3.23M, an additional savings of 3%

Garland Value-Added Benefits

- Inspections & Assessment
- Design Assistance
- Asset Planning/Budgeting
- Assist in Project Management
- Preventive Maintenance

The Partnership

OMNIA Partners is a proud partner of Garland. OMNIA Partners can help you bring unparalleled value to your agency and provide competitive pricing on roofing and waterproofing solutions through Garland.



OMNIA Partners is the largest and most experienced group purchasing organization. We bring together industry-leading buying power and world-class vendors to offer an extensive portfolio of sourcing solutions and partnerships. Our members and suppliers execute more contracts, in more verticals, with transparent, value-driven pricing.

We are dedicated to helping our members and suppliers soar past every growth goal and marker of success. Together we are going well beyond what procurement previously knew to be possible.