



# Consulting Services

**VALUING THE DESIGN-BUILD CONTRACTOR** • Your design-build Contractor does for you what an independent consultant will not or can not. A design-build Contractor achieves superior results and lowers your long-term costs by 10% to 20%.

**FRAMING THE VALUE PROPOSITION** • Many organizations have a continuous flow of both strategic projects and routine daily requirements. They retain the staff needed to sustain the in-house organization and infrastructure. Engaging outside services is common prudent practice; contractors and consultants are common resources. Some organizations reason that mediating contractors through another consultant will yield objectivity, sharp scrutiny, and loyalty. The thought is often that contractors are a commodity, but a consultant is a reliable source of support.

True, many contractors are build only. They deal in material and labor as a commodity. They require persistent oversight and scrutiny. Alternatively, if an organization engages a design-build contractor, a higher expectation is set that removes the need for an independent consultant, lowers costs, and positions your planning for optimal results over the time horizon.

**DESIGN BUILD DOES NOT MEAN A MORE EXPENSIVE TOTAL COST OF OWNERSHIP** • It means a core competence with the entire project scale, complexity, and criticality. It means having a full-service partner that does not need to extract a premium for each and every single task. Design-build contractors are suited to the shape and flow of the requirements of organizations over time. A design-build contractor is your trusted technical advisor; your architect-designer and your honest broker when it comes to planning your solution set from all of the best manufacturers. Finally, we are your installer and certification tester.

**FULL-SERVICE CONSULTING FROM YOUR CONTRACTOR EQUALS TECHNICAL EXPERTISE** • Expertise stemming from years of experience with the whole array of materials and devices that no independent consultant has. It also means design fluency and project oversight. With the ability to fully understand your requirements, we are able to complete your design, compose your solution (and alternatives), and build it with certified results.

**INDEPENDENT CONSULTING** • For a variety of reasons an independent consultant may be desired; PCC offers all consulting expertise as stand-alone services: planning, budgeting, design/engineering, material/solution specifications, contractor qualification/selection, pricing negotiations, project management, and as-built documentation with certified cabling test results. We'll even include our hypothetical bid price for comparative purposes.

Each organization has internal strengths and outside business partners; working together to enable their achievements. PCC eagerly embraces any role: design-build, consultant, or contractor. We're committed to our customer's success - whatever it takes.



**PCC Network Solutions**  
Design. Build. Deliver.

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