



Profile: Labour Union

Project Lead: Jeff Fairholm **A&D Firm:** Stephen R. Pile and Associates
Project Budget: \$1,200,000 **PM:** Rhodes Project Management
Client Contact: Toronto, ON.

Strategic Workplace Solutions (SWS) was awarded the mandate to act as Local 183's procurement specialist when they renovated their Toronto facility. SWS's non vendor affiliation allowed them to be objective while acting as a single point of contact during the procurement cycle, ensuring that they provided single accountability for quality controlled and risk mitigated delivery of proposed solutions.

APPROACH

- Evaluated sourcing options
- Applied leverage buying capabilities and purchasing expertise to create savings.
- Tracked and managed the entire project budget as well as the master project schedule while interfacing with the Architect, Designer, and Project Manager. Using our best practices documents we established a mandatory weekly site meeting.
- Project control through real-time schedule updates and document approval processes.
- Entered into contracts / purchase orders on behalf of the client for more than 15 vendors (including furniture, audio visual , floor covering and lighting) as part of the budget tracking process
- Applied best practices to affect cost savings and efficiencies to throughout the project duration.

RESULTS

- Synchronized the client's needs to the right procurement sourcing solution.
- Accurately identified key drivers that impacted the client's FFE solution
- Identified specific sourcing categories –
 - Systems Furniture – Allsteel
 - Casegoods Furniture – Gunlocke / Leda
 - Soft Seating – KRUG
 - Task Seating – Arconas / Allsteel / NOW
 - Audio Visual – Various
 - Bank Teller Furniture – Evans Consoles
 - Bank Furniture – Tayco
 - Monitor Arms – ISE
 - Storage – Allsteel
 - Movable Filing - Ronen
- Delivered a targeted sourcing solution that was aligned with the clients operating requirements
- Applied leverage buying capabilities and purchasing expertise to create savings.
- Project was delivered below budget and on schedule

