

Redefining Transparency in Lighting Specification

The Challenge: Lighting Package Complexities

Ron Sutliff, a seasoned Construction Manager at Cushman and Wakefield with two decades of experience, often faced significant challenges with lighting in renovation and new construction projects. For the past decade, lighting had become a major pain point, leading to delays and increased costs. In the world of construction, time is the most expensive component, and delays in lighting installations were causing major setbacks.

The Traditional Approach: A Recipe for Delays

In Ron's experience, the traditional approach to lighting was fraught with inefficiencies. Lighting bids often exceeded budgets, and the process relied heavily on electricians to value engineer the lighting package to win bids. This practice created a non-competitive environment among lighting manufacturers, driving up costs. Electricians typically worked with their preferred lighting agencies, which limited the ability to source components across different manufacturers, resulting in an opaque and costly process.

Clients, like Ron, were left asking, "What cost savings do you have?" They often faced:

- Revised lighting packages with lower-cost alternatives that didn't meet the architects' design goals.
- Delays of two to three weeks as contractors and architects tried to reach agreements.
- Further delays waiting for the necessary lighting fixtures, impacting other areas of the project such as drywall installation.

These issues compounded, causing significant project delays and increased costs.

The Monterey Solution: Streamlining from the Start

Integrating Monterey Lighting at the beginning of the project transformed the process for Ron and his team. Monterey worked collaboratively with architects and designers from the outset, ensuring that the lighting elements were cost-effective and met aesthetic goals right from the start. This proactive approach eliminated the need for electricians to value engineer packages midway through the project, significantly reducing delays.

Monterey's involvement brought several key benefits:

- **Cost Transparency:** Architects and designers had visibility into the pricing of individual fixtures from the beginning, allowing for informed decision-making that aligned with the project's budget and design goals.
- **Streamlined Ordering:** Lighting fixtures were ordered on time and within budget, avoiding the typical delays caused by waiting for approvals.

- **Installation Efficiency:** Monterey helped expedite the installation process by addressing specialty orders and providing temporary solutions, ensuring that other aspects of the project, like drywall, proceeded without delay.

Impact: Wins for Every Stakeholder

Monterey's approach didn't just benefit Ron; it streamlined the entire supply chain:

- **Architects:** Less time spent on research and fewer changes to original plans.
- **Clients:** Better value for the aesthetic and functional needs of the project.
- **General Contractors:** No need for value engineering or chasing down orders.
- **Electrical Contractors:** Reduced need for submittal packages and follow-ups.

Ron found that while adopting Monterey's solution felt unconventional at first, it ultimately brought significant savings and efficiency. "We're bringing an expert in. It's all savings to the client," he noted, highlighting the transformative impact of Monterey Lighting on his projects.



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