

# Get it Sold!

Make the Six Killer Commissioning Questions Work for You

Ron Wilkinson PE, LEED AP



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## About Ron Wilkinson

- BSME, PE, 35 Years
- Started Cx Program for MT A/E
- Wrote the LEED-NC Cx Training
- AIA, ASHRAE
- Dome-Tech Business Dev

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## About You!

- What do You Do?
- What do You Want?

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**Respect your Customer**

- Upper Management
- Facility Operators
- Facility Owners
- Construction Managers
- Designers

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**Positive Wins!**

- You Are Selling Change
- No Right or Wrong—Only Better
- Times Change, Methods Change
- Use Analogies
- No Arguments

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**Heartburn Uno**

I have a good design team and a good contractor, why do I need commissioning? Why do I need to pay another person?

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## Times Have Changed—For the Better

- Increased Demands on Buildings
- Energy Efficiency
- Indoor Environmental Quality
- Multiple Prime/Sub Contractors
- Cx Interdisciplinary Approach

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## Heartburn 2

We have a TAB contractor on this job. He will do Cx which is the same as TAB. Why do I need you?

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## Cx is a Total Quality Management Process

- Cx Process: Design-Occupancy
- Twenty Individual Milestones
- From Design Through the First Year of Occupancy
- Interdisciplinary—The Triad

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### Heartburn 3

Why do I have to hire the CxA during the design phase? If I hire later it costs less.

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### Build Quality In From the Beginning

- OPR = MEP Programming
- Cx Plan Teaches Cx Before the Storm
- ASHRAE/LEED—Design Review
- I Cannot Check My Own Work
- Decrease Cost and Increase Benefit

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### Heartburn 4

I have a great O&M staff, so I can turn the building over to them and they will make it work no matter what. Why do I need Cx?

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## Let Your O&M Staff be Excellent

- Quality Inspires Quality
- Benchmarks of Excellence
- Stay on Top
- Training and O&M Manuals
- Morale is Everything

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## Heartburn 5

I don't have the money to use Cx on this project. Cx costs me floor square footage.

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## 3-5 Year Payback on Energy Alone

- The Only "Green" Attribute with a Payback---Studies
- MEP Biggest Investment After GC
- Productivity is Number One
- Web Search—Evan Mills, NEEA and CCC

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## Heartburn 6

The CxA will be just another layer of bureaucracy and another person to argue with. More chance of conflict.

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## The CxA is a Team Builder

- OPR is MEP Programming
- Cx Defined as a Collaborative Process
- Cx Specs in the Job From the Beginning
- Let Contractors be Excellent
- No Guesswork, No Change Orders

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## Thanks for Attending

the

NE Chapter BCA 2006 Annual Meeting

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