



MECHANICAL & ELECTRICAL SERVICES

Mechanical & Electrical designs and contracts are areas fraught with a lack of oversight and therefore present potential risks for any project. Altus has the necessary expertise to help manage these risks from project conception through to the pre-bid stage.



FOCUS ON

Mechanical & Electrical Services

Most owners, developers, architects and general contractors recognize the importance of mechanical and electrical components but their knowledge of M&E systems and their cost impact is often limited by the lack of detailed information available.

Our dedicated mechanical and electrical department of professional quantity surveyors, several of whom are LEED accredited and possess contracting experience, consistently help our clients overcome these challenges.

Altus has the necessary expertise to prepare estimates from project conception through to the pre-bid stage. This allows owners to see where they are committing capital and enables them to make decisions based on their needs, budget and priorities.

Projects can be benchmarked against similar facilities and owners are provided with the information necessary to determine if the design and costs meet or exceed their requirements. Our experience providing M&E services spans all building sectors including commercial, residential, industrial and institutional. Our team consists of numerous professionals offering up-front consulting solutions in a variety of areas including:

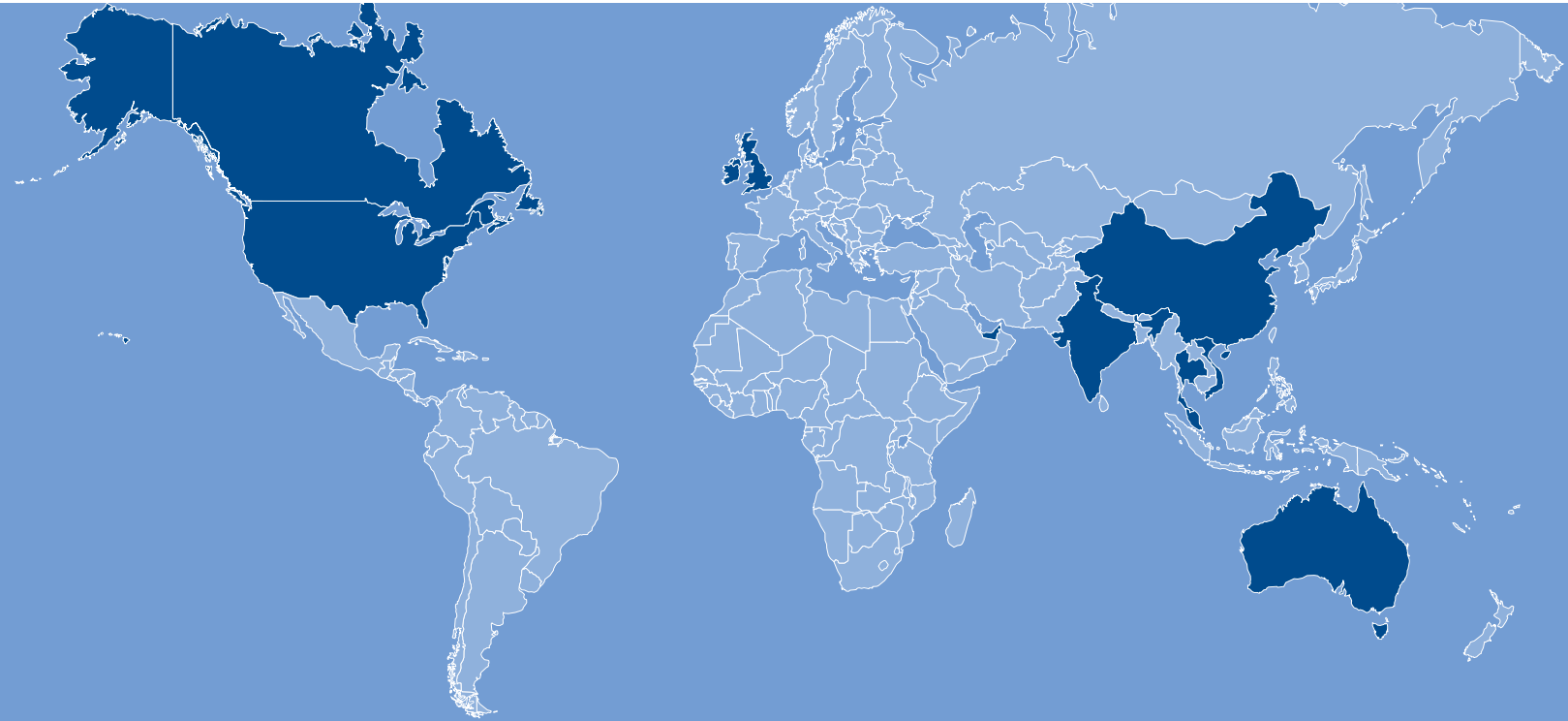
- **Value Management:** Our Value Management services are an exceptionally effective technique to establish the best functional balance between the cost, reliability and performance of the construction elements. The result is the identification of any unnecessary cost while maintaining the design's intent and the owner and user group requirements.
- **Tender/Bid Analysis:** Trade contracts are a critical part of any project and the team of professionals at Altus can help you decipher what your needs are and what contractual agreement is best suited to meet them. Our services include contract advisory, clarifying scope definitions and any exclusions, negotiating labour rates and labour productivity rates as well as material discounts on change orders.
- **Tender/Bid Negotiation:** Altus' experience working with contractors enables us to negotiate and review tender bids and advise the owner on problem areas that have future cost implications. When the terms are not what you are looking for we can negotiate on your behalf, offering strategic, impartial advice. A general rule of thumb is that work costing \$1 before the contract is signed may cost upwards of \$4-5 afterward as a change notice, so negotiating the contract is a crucial stage in the project. Our professionals can also provide contract advisory, dispute avoidance and resolution, claim preparation and defense, expert witness testimony and other services.
- **Change Order Review:** With cost data compiled from countless projects annually, Altus has actual cost data that is unequalled in the construction industry. When this is combined with our in-house estimating staff and experienced management team, several of whom have managed large construction companies, Altus is exceptionally qualified to review change orders, provide recommendations and conduct negotiations on behalf of building owners.
- **Mediation:** Disputes between parties are virtually inherent in any construction project. The Altus team has the expertise necessary to resolve such disputes through mediation and avoid lengthy and costly court appearances. If a dispute has already gone to mediation Altus Group can provide experienced, knowledgeable staff to advise an owner or represent them during the process.

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Our Network



Altus offers diversified services and unparalleled expertise to a broad range of clients, in various industries across Canada and internationally.

About Altus Group

Altus Group is the leading multidisciplinary provider of independent real estate consulting and professional advisory services worldwide. With a staff of over 1,500, Altus Group has a network of over 50 offices in 11 countries worldwide, including Canada, UK, Australia, Asia, USA and the Middle East. We operate four interrelated Business Units, bringing years of expertise together into one comprehensive platform: Research, Valuation and Advisory; Cost Consulting and Project Management; Realty Tax Consulting and Geomatics services. Our business units work independently or in cooperation to provide clients with the benefit of combined expertise. Our distinctive approach allows for decisions based on independent, carefully reviewed conclusions.

Altus Group provides services to some of the most prominent businesses, including banking institutions, pension funds, insurance companies, accounting firms, law firms, public real estate organizations (including REITs), industrial companies, private investors, asset and fund managers, real estate developers, governmental institutions, and oil and gas companies.



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