

Partnering

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Everyone talks about it. What does it really mean?

One of our esteemed consultants showed up for a meeting recently after a coordination with one of our competitors. He was shaking his head.

We asked what was wrong. "Well, they are nice people and all, but they just stumble through their projects," he replied. "They never lead a client through a logical sequence of information and decisions like you do. They are never really a partner in the project. They never have the client's back - or ours."

One of our esteemed clients, the SVP of the world's leading insurance broker and risk advisor whose father was a prominent Detroit architect told us at the conclusion of our first project together, "You folks are a business-based design firm. You are led by design professionals so you understand *your* role in my business, and your key people have a terrific business sensibility. You really perform as a value-adding partner."

KeyBank sought to renovate its signature headquarters with minimal disruption to operations. The 635,000 sf, 27-story project was fast-tracked to achieve the bank's schedule objectives. New finishes reduced fabric-covered panels in high traffic areas to reduce maintenance obligations.

100% recycled solution-dyed continuous filament nylon broadrooms were employed, certified by USGBC LEED Green Building Rating System, with 40%+ recycled material content. Water-based adhesives that meet LEED Green Building Rating System were utilized. Fabrics are made from environmentally sound, natural materials. Dyestuffs have been certified by EPEA to have no negative environmental impact. The manufacturing process has been redesigned and creates no pollutants. Waste scrap is recycled and is completely biodegradable. The fabrics specified utilize a patented process that transports moisture away from the sitter, adding to user comfort.

"Our design team members were committed partners throughout the remodel of our corporate headquarters in Cleveland Ohio. They consistently found creative solutions for our design needs while offering several options to work within our budget constraints. The team was highly responsive, and provided support throughout the construction process."

Jennifer L. Schmittgen, VP, Corporate Real Estate
KeyBank

"Every organization is made up of people, procedures, equipment, and values. Value-added performance requires leadership and focus. Bill Eberhard and his firm have helped us immeasurably with macro and micro strategic issues at the highest professional level. They are responsive always, and are a delight to work with because of how they develop and focus their people, from top to bottom."

Barry Goldberg, Director of Special Projects
Covia Partnership/ Apollo Travel Services

