



UAC Roundtable - February 28, 2012

The 3 legged stool of sourcing material for your projects QUALITY, SERVICE, PRICING. Which is more important to your success?

Sourcing:

- How do you source Materials for your projects?
- What are the steps?

Quality:

- Who decides what the quality will be?
- Ex: owner, landscape architect, purchaser, project mgr, crew leader, etc.
- How do you determine the quality for your projects?
- How does quality reduce warranty/replacements?

Service:

- How does service affect your bottom line?
- Why is service important?
- What makes great service?
- Can service reduce labor cost?

Price:

- What determines the best price (value)?
- Does price come before quality or service?
- Is it possible for quality and service to save dollars?

Bottom Line:

- How do these things create profit for your company and value for your clients?