



CASE STUDY: HERMAN/STEWART

HERMAN/STEWART ACHIEVES MEANINGFUL COST-AVOIDANCE WITH GREENWIZARD'S WORKFLOW PRO SOLUTION

A National-Scale Contractor Finds It Can Save up to \$5,000 Per LEED Project By Using GreenWizard Instead of a Consulting LEED AP

Herman/Stewart is a Maryland-based general contractor and developer with a truly national reach. It has ongoing projects in multiple states and carries 75 employees to manage the work. The Company focuses on commercial construction that can include banks, retail, restaurant, and hotels. However, since so much contemporary commercial construction is LEED focused, Herman/Stewart offers a LEED construction management specialty. With a trained in-house staff, and through the use of an outsourcer network of LEED APs, Herman/Stewart is proud of its ability to help clients navigate through the often-complicated LEED regulations for materials, practices, and performance.

Angela Parker, the LEED point person at Herman/Stewart, oversees a portion of the Company's LEED practice, and at substantial cost, she typically employs a designated LEED AP to help navigate through the documentation and LEED Submittal processes.

"I work very closely on LEED projects, and when you engage the process on a daily basis, as I do, you realize that a software solution could make the entire process more manageable, especially with document collection and LEED credit tallies. So, a while ago, I started Googling in search of a better approach than the manual record-keeping system we were using. I came upon GreenWizard; it was by far the lowest-cost alternative LEED project-management solution, and we recently gave GreenWizard a 'test drive.' The results were remarkable in terms of my productivity and the service GreenWizard offers to our LEED-focused clients."

Angela Parker's use of GreenWizard was a little atypical. When she was running GreenWizard through its paces, she actually had a LEED AP on the same project already. So, Parker ran GreenWizard's WORKflow Pro solution in tandem with the LEED AP to compare the results. By using WORKflow Pro, Parker was accessing the world's only end-to-end workflow solution for green building materials and LEED projects. Any user of GreenWizard's WORKflow Pro solution can access an online tool to search for, specify, and even purchase green products. However, GreenWizard is much more than a product search engine, because it is designed for workflow management.



ABOUT HERMAN/STEWART CONSTRUCTION

Herman/Stewart general contractors specialize in commercial construction services, including retail, restaurant, specialty, hotel and senior living/residential construction. Before beginning their commercial construction or renovation project, many clients have spoken with Herman/Stewart to learn more about how they can benefit from Herman/Stewart's personal approach and professional expertise. Herman/Stewart builds lasting relationships with their clients by earning trust and building projects for the long run.

At Herman/Stewart, delivering construction projects on time, within budget, and of superior quality is not just a goal—it's a way of life. Since 1990, Herman/Stewart has built an exemplary reputation as a construction company that brings considerably more value to the table, based on commitment to understanding and exceeding clients' requirements for performance, workmanship, and value. Licensed throughout the United States, Herman/Stewart has access to an extended network of subcontractors and suppliers enabling them to be very competitive in price.

More info: www.Herman-Stewart.com

Project-specific records are automatically maintained for LEED certification, and LEED credits are dynamically calculated for the product specifier as they spec out a project.

The results of Parker's test drive? Remarkable.

"By implementing GreenWizard, we would see a cost avoidance of around, conservatively, \$5,000 in LEED AP consultation fees per project," Parker said. "Plus, I have found that the practical results of using GreenWizard may be better than having a LEED AP consultant on our jobs."

"In terms of performance, we put GreenWizard WORKflow Pro to the test on recycled content, and I stacked it up against our LEED AP. The LEED AP came up with a 25.29% recycled content figure for the project we were working on, and GreenWizard came up with a 25.02%. So, you can see the results are comparable, yet GreenWizard doesn't cost anywhere near the LEED AP's fees to arrive at that figure or engage in the overall LEED job workflow."

"Second, I really came to depend on GreenWizard's dynamic LEED credit calculator. It gave me a running snapshot of where I stood in optimizing my LEED credits by category," said Parker.

Moreover, in terms of other overall cost-avoidance, and specifically labor-cost-avoidance, Parker was able to use GreenWizard as a central repository for all the LEED documentation.

"Anyone working on a LEED project has to submit a set of documents with the application, and with GreenWizard, I had a highly organized, central repository for those documents. Before I used GreenWizard, I was emailing PDFs back and forth between the LEED AP, the manufacturers, and myself, which just wasn't an efficient way to manage information."

"Another positive feature I found with GreenWizard is that it introduced me to new products when I searched by category for LEED-compliant products. The products are presented in a format where I could easily contact the manufacturer for more information," Parker added.

"That too saves quite a bit of time, because the information is centralized and uniformly formatted. All in all, I see GreenWizard as a core component of our LEED project management moving forward, and the fact that I will be able to use it for future LEED online submittal makes it only more valuable to us."



About GreenWizard

GreenWizard, Inc. is a technology company that has created a SaaS solution to help the design build community simplify the process of green product selection and management. Architects, project owners, consultants, contractors, and others use GreenWizard's WORKflow platform to compare and evaluate products from a centralized search engine and directly communicate with manufacturers. For those seeking LEED certification, it also offers an end-to-end solution by utilizing its proprietary credit assessment tools as a factor in the product selection process to optimize credits, manage product-related documentation, and ultimately automate the online submission component to LEED Online. Manufacturers and suppliers provide product data and documents through GreenWizard's MARKET Pro platform, which populate its search engine. GreenWizard also has a LEED AP Consulting Division that assists WORKflow Enterprise project teams in finding, specifying, and buying products on an as-requested basis. The Charleston, SC-based company was founded in 2008. More info: www.greenwizard.com.