



Weatherproofing Technologies, Inc.'s (WTI) response to E&I's solicitation for "Roofing and Related Building Envelope Services" includes the flexibility of several compliant and nationally accepted "methods of delivery" to ensure best value regardless of project size, scope and location. The contract provides options for each member institution to execute their roofing, weatherproofing, maintenance, asset management, or related building envelope projects in a manner they choose under a competitively solicited contract. The method of delivery can change from project-to-project depending on the member institution's administration's best practices or procurement laws.

### HOW DO MEMBER INSTITUTIONS PROCURE ROOFING & BUILDING ENVELOPE SOLUTIONS?

The contract allows for 4 unique Methods of Delivery for the member institution to utilize to procure roofing and building envelope solutions.

1. **Materials Only** The member institution can procure Tremco materials and bid out the labor as a traditional bid. Under this method, the member issues a P.O. to WTI for the materials and a separate P.O. to their awarded contractor. *Tremco materials receive a 13.3% discount.*
2. **Construction Management Services (CMS)** CMS can be utilized with either *Material Only* purchases or as part of the *General Contracting* process. This allows member institutions the ability to add onto a material only order, in an ala carte manner, either just project management or varying levels of construction services such as specification development, safety plans, or management of various trades to complete a project.
3. **Turnkey/Full General Contracting (GC)** The member institution can procure material and labor (installation) solutions where WTI serves as the GC and is responsible for the entire project. WTI utilizes *best in class local subcontractors* from its network of qualified contractors that can include MBE, WBE, SDB, HUB, DBE, DVBE, SDV or BEP certified trades to meet customer requirements. The project is priced utilizing the contract's *line-item pricing* which includes labor and material based on a specific unit of measure. In addition, where necessary, GC projects can utilize *RS Means* which is a nationally accepted Construction Cost Estimating Data Price Book.
4. **JOC (Job-Order-Contracting) / IDIQ (Indefinite Delivery/Indefinite Quantity)** JOC/IDIQ is a legal, well-recognized procurement method used by governmental entities for decades. WTI utilizes *best in class local subcontractors* from its network of qualified contractors that can include MBE, WBE, SDB, HUB, DBE, DVBE, SDV or BEP certified trades to meet customer requirements. This method of delivery utilizes *RS Means* pricing.

## WHAT IS RS MEANS?

RS Means is a nationally accepted Construction Cost Estimating Data Price Book. It has been used by the construction industry for over 70 years as a basis for pricing projects considering every facet of a construction project, including materials, labor, transportation, storage, etc., and utilizes a coefficient based on regional costs.

## WHAT CAN BE PURCHASED THROUGH WTI'S E&I CONTRACT?

- Innovative and sustainable roofing and facility restoration products for maximum long-term performance with minimum environmental impact, ease of application and lower labor costs
- Turnkey services that extend roof life via advanced diagnostics, early intervention, timely maintenance and repair
- Turnkey roofing solutions including restoration and full replacement
- High performance building solutions to make your facilities comfortable, safe, healthy and efficient
- Diagnostic and weatherization services to eliminate gaps, cracks and holes in the building envelope to protect buildings and occupants and manage energy consumption
- Asset management programs to meet your buildings' performance and financial goals
- Construction project management from the bid process through completion, including daily on-site supervision
- Rooftop safety evaluations and solutions to meet safety goals and requirements

## HOW CAN WTI HELP MEMBER INSTITUTIONS ACHIEVE THEIR DIVERSITY GOALS?

Tremco/WTI Diversity Program, [\*S.M.A.R.T.\*](#) (Special Market Access with Roofing Technologies) is focused on developing contractor relationships through fulfillment of economic inclusion mandates with highly skilled certified contractors.

S.M.A.R.T. initiatives have multiple levels of capabilities enhancements and project inclusions for diverse contractors (MBE, WBE, SDB, HUB, DBE, DVBE, SDV or BEP certified trades) to meet customer requirements. These potential collaborations vary according to the scope of work. However, both Tier 1 and Tier 2 participation as well as increased internal minority labor can be achieved.

Some examples of how we can help include:

- Tier 1: Direct deliverable by certified self-performing WTI Small Business contractors—installation, restoration, coatings, removal and disposals, safety installation, IEQ air barrier evaluations and more
- Tier 2: Supervised cleaning, material purchase and delivery [in some states], dumpster acquisition and maintenance, man power support and supervised deliverables

## HOW IS TRECMO/WTI INVESTING IN THE FUTURE OF THE CONSTRUCTION INDUSTRY WORKFORCE?

Tremco in collaboration with the University of Akron created the [\*RISE\*](#) (Roofing Individuals Succeed through Education) program for those interested in pursuing an associate or bachelor's degree in construction management. This unique online program was developed specifically for WTI and WTI pays 100 percent of the tuition while the individual works full or part time for WTI. There is no obligation to pay back any costs of education. We are committed to growing local labor professionals.

## THE POWER COUPLE: TREMCO ROOFING AND WTI

As an industry leader since 1928, Tremco Roofing and Building Maintenance offers a breadth and depth of roofing systems for every environment and the technical know-how to solve our customers' biggest problems. And because our affiliated construction services company **WTI\*** offers turnkey maintenance, repair, roof management and general contracting services for the entire building envelope, we have the unique ability to provide a total solution to maximize building performance and our customers' return on investment.

*\*WTI (Weatherproofing Technologies, Inc.)* is a wholly owned subsidiary of Tremco Incorporated. Tremco manufactures roofing, waterproofing, and building envelope products and can deliver these products in conjunction with WTI who provides diagnostic, maintenance, asset management, restoration, project management, full roof replacement, restoration, and other technical services and solutions.



To learn more about how this excellent roofing and facilities program can further benefit your institution, contact **David Ott**,  
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