

Top Ten Ways Horst Creates Successful Partnerships with Architects and Engineers

- 1. Mutual Trust.** Horst works hard to develop mutual trust in the relationships we have with Architects and Engineers. We are transparent and open, and continually working to earn the trust of our partners.
- 2. Quality Solutions.** Horst understands that value engineering should not always mean “deleting”; it often means exploring other quality and creative solutions. We bring a vast array of experience to every project and explore different materials, construction methods, and systems with open minds to create the best project possible.
- 3. Budgets.** We have a staff of experienced estimators and the latest technology for estimating. This greatly helps ensure the holistic, as well as the itemized, budget is accurate from the initial budget through preconstruction.
- 4. Partnership.** Horst approaches projects from a truly partner-based mindset. When we begin a design-build project, we spend time carefully evaluating options and make our choice based on the most qualified and fitting firm for the project—not just based on pricing.
- 5. Scheduling.** Horst helps alleviate some of the pressure of scheduling and project pacing. The design-build model allows our partners to focus on what they do best, while keeping the design on pace with the project schedule.
- 6. Encouragement.** Horst provides counseling with budgetary requirements while encouraging and appreciating the creativity our partners provide. We acknowledge the fact that our partners can passionately and creatively design in the midst of a budget conscious process—just because we are watching the value does not mean we expect our partners to design something basic or boring.
- 7. Project Team History.** We assign a dedicated Project Estimator and Project Manager for each project—from preconstruction through the completion of construction. There is no “handing off” of projects and responsibilities. The same person that learned about the owner’s vision is present for the entire journey, helping ensure that the ultimate goals are accomplished and not lost in the shuffle.
- 8. Proactive Mindset.** We understand that hitting all of the milestones and deadlines for preconstruction is incredibly important to meeting the Owner’s expectations. We are proactive and work to keep surprises to a minimum for the entire team.
- 9. Team approach.** Horst has a unified team approach to all projects. We understand that we are all working toward a common goal as valuable members of the same team. This collaborative approach eliminates the all-too-common feeling of “us vs.them.”
- 10. Communication.** We maintain open communication with our design-build partners throughout the process of design, ensuring that what the team is producing is aligned with the client’s vision. When issues arise, we work to address them privately with our partners—not in a finger-pointing session, and never in front of the client.