

its your choice..



The Concept to Completion method

- **We partner** with you **whilst still being responsible for all the duties of a normal builder.**
- You get a system **that complies** with all relevant BSA legislation.
- You enjoy **the same warranty** and insurance protection as standard contracts.
- You get a contract with **all costs transparent** – including what you pay the builder.
- You have **freedom to shop** the marketplace for the best prices and choice of finishes.
- **Prices are locked** into individual trade contracts/quotes.
- You pay trade rates **without variation loadings – ever.**
- You have a builder that acts as your manager **to protect your interests.**
- You enjoy **consistent communication** on job progress particularly with costs.
- You **benefit from formal Concept to Completion cloud based program** management procedures designed to reduce the likelihood of issues arising.
- **Your money works to maximum advantage** because sub-contractors and suppliers price themselves extra competitively to get your work as you pay them direct – which means better cash flow for them.
- Your **builder doesn't profit** by asking a sub-contractor to take shortcuts – in fact, as the builder has nothing to gain by compromising the standard of works, he is tougher on those standards.
- You see every supplier/contractor cost directly, with no margin/loading **so you know you're getting maximum value every time.**
- **We become your partner** in delivering the project, not two conflicting parties trying to extract the most out of each other.
- **We will guarantee our price**, protecting your investment.
- As you see all payments to suppliers and trades being made to them and not the builder there is **lower risk of a builder becoming insolvent**, risking the whole project.

OR

Using Traditional contracting methods

- The builder carries greater overheads under a standard contract – **which you pay for.**
- **You won't see the real costs**, the builder hides these behind his "Quote"
- Builders obtain the best prices from their suppliers **and load a margin** on these items that they on-charge to the client.
- **Variations are seen as "easy money"** by builders in standard building contracts.
- Variations are extremely common in the new home and renovation markets **and you cannot shop these variations around to ensure a fair price.** These are usually 20% of actual works amount plus admin fees and the **builder can exaggerate the actual cost** of the works without you knowing.
- **The owner is at the mercy of the builder** once the contract is signed.
- **There is a risk that the builder may discount the contract to win the job**, and deliberately make up the difference with variation loadings and surcharges **that you have little control over.**
- As the builder directly controls and pays sub-contractors there is the possibility that standards of **finish may be compromised to save the builder money.**
- There are **many instances of builders becoming insolvent**, risking your investment. as you don't see if the builder has actually paid all trades and **suppliers there are additional risks to the completion of the Project** under the provisions of the QBCC Home Warranty Protection Insurance should these trades and suppliers not get paid.