

ENERGY RATING FOR “HIGH-VOLUME” BUILDERS

RESNET 2017 CONFERENCE

SCOTTSDALE, AZ

SESSION 4 – TUESDAY FEBRUARY 28, 2017

8:30 – 10:00 A.M.



SESSION OUTLINE AND GOALS

- Opening
- Session One
 - Dave Bell
 - Vice President of Building Science
 - Top Build Home Services
- Session Two
 - Tommy Spain
 - QAD – Energy Inspection Services
 - SkyeTec
- Session Three
 - Matthew Cooper
 - Senior Vice President
 - PEG
- Session Four – Roundtable Discussion



SESSION ONE
DAVE BELL, VICE PRESIDENT OF BUILDING
SCIENCE
TOPBUILD HOME SERVICES

- How do you address the number of plans and options off of those plans?
- Dedicated plan review resources
- Start with initial data collection – base plan and all options

PLAN REVIEW INPUT FORM (I.E. PRIF)

SECTION #1 - GENERAL INFORMATION (COMPLETED EXAMPLE)

PRIF # 0000, NAME: N/A	DATE:
GENERAL	
SUBDIVISION NAME	SYCAMORE FALLS
PR REGION	BALTIMORE
PR COMMUNITY	DUAL FUEL
BUILDER NAME	ABC BUILDER
CONTACT	JOHN DOE
ADDRESS	1234 STREET NAME
CITY, ST ZIP	COLUMBIA, MD 12345
COUNTY	HIGHLANDS
PHONE	123-456-7890
E-MAIL ADDRESS	JOHN.DOE@BUILDER.COM
ADDITIONAL E-MAIL ADDRESS	N/A
IECC/CODE	2012 IECC
PROGRAM	ENVIRONMENTS FOR LIVING + ENERGY STAR V3.1
PROGRAM LEVEL	PLATINUM
ACTUAL CITY, ST, ZIP OF CONSTRUCTION	NEW HAVEN, MD 12345
CLIMATE ZONE	5A
ELECTRIC UTILITY COMPANY	ELECTRIC UTILITY / DATE
NATURAL GAS UTILITY COMPANY	NATURAL GAS UTILITY / DATE
PROPANE UTILITY COMPANY	N/A
UTILITY REBATES	N/A
HOUSE TYPE	SINGLE FAMILY
EFFECTIVE DATE FOR STARTS	12/01/2015

PLAN REVIEW INPUT FORM (I.E. PRIF)

SECTION #2 – THERMAL ENVELOPE (COMPLETED EXAMPLE)

THERMAL ENVELOPE	
BASEMENT WALLS	R-11 - 4' DRAPED
CRAWLSPACE WALLS	R-11 - 2' DRAPED
SLAB	UNINSULATED
FRAMED FLOORS - OVER CRAWL	UNINSULATED
FRAMED FLOORS - OVER AMBIENT/CANTILEVERS	R30
FRAMED FLOORS - OVER GARAGE	R30
RIM/BAND JOISTS	R15 2X4
EXTERIOR WALLS - 1ST FLOOR	R15 2X4
EXTERIOR WALLS - 2ND FLOOR	R15 2X4
EXTERIOR WALLS-CONTINUOUS SHEATHING	R-0.5 OSB 7/16"
GABLE WALLS	R15 2X4
GARAGE WALL	R15 2X4
ATTIC KNEEWALLS (HOTWALLS)	R15 2X4
COMMON WALLS	N/A
WALL FRAMING	2X4 16" OC STD
SH/DH/XO/FX WINDOW FRAME TYPE	VINYL
SH/DH/XO/FX WINDOW GLASS TYPE	DOUBLE, LOW E
SH/DH/XO/FX WINDOW U-FACTOR	0.3
SH/DH/XO/FX WINDOW SHGC	0.21
GLASS DOOR FRAME TYPE	VINYL
GLASS DOOR GLASS TYPE	DOUBLE, LOW E
GLASS DOOR U-FACTOR	0.3
GLASS DOOR SHGC	0.21
DOOR TYPE - FRONT, R-VALUE OF OPAQUE AREA	R4.4
DOOR TYPE - OTHER, R-VALUE OF OPAQUE AREA	N/A
DOOR TYPE - GARAGE, R-VALUE OF OPAQUE AREA	R4.4
DOOR TYPE - ATTIC, R-VALUE OF OPAQUE AREA	N/A
CEILING FLAT	R-40
CEILING VAULTED	R-38
SEALED ATTIC	NO
RADIANT BARRIER	NO

PLAN REVIEW INPUT FORM (I.E. PRIF)

SECTION #3 – MECHANICAL SYSTEMS (COMPLETED EXAMPLE)

MECHANICAL SYSTEMS	
1ST HEATING SYSTEM	93% AFUE
2ND HEATING SYSTEM	93% AFUE
3RD HEATING SYSTEM	N/A
4TH HEATING SYSTEM	N/A
1ST COOLING SYSTEM	13 SEER
2ND COOLING SYSTEM	13 SEER
3RD COOLING SYSTEM	N/A
4TH COOLING SYSTEM	N/A
PROGRAMMABLE THERMOSTATS	YES
WATER HEATER TYPE	CONVENTIONAL
WATER HEATER FUEL TYPE	GAS
WATER HEATER SIZE, EFFICIENCY & LOCATION	50 GAL 0.65 EF - COND BASEMENT
WATER HEATER MODEL NAME / NUMBER	AO SMITH GPTV-50
TANKLESS WATER HEATER	NO
TANKLESS WATER HEATER EFFICIENCY & LOCATION	N/A
TANKLESS WATER HEATER MODEL NAME / NUMBER	N/A
SOLAR WATER HEATING	NO
DUCTS SUPPLY	R-6
DUCTS RETURN	R-6
DUCT LOCATION	100% CONDITIONED AREA (FLOOR SYSTEM)
DUCT LKG TO OUT %	0.03%
DUCT LKG TOTAL %	0.04%
INFILTRATION (HOUSE LKG) ACH	3.00 ACH50
INFILTRATION (HOUSE LKG) % OF SHELL	25% OE 1.37 ELA/100
FRESH AIR VENTILATION TYPE	EXHAUST
VENTILATION FLOW	N/A
FRESH AIR VENTILATION FAN WATTS	23.3

PLAN REVIEW INPUT FORM (I.E. PRIF)

SECTION #4 – LIGHTING, APPLIANCES & WATER FIXTURES

SECTION #5 – RENEWABLES

(COMPLETED EXAMPLE)

LIGHTING, APPLIANCES & WATER FIXTURES	
INTERIOR % OF CFL'S	100
INTERIOR % OF PIN-BASED	0
EXTERIOR FIXTURES (%)	0
GARAGE FIXTURES (%)	0
DISHWASHER	0.82 EF , WDF520PADM
REFRIGERATOR	691 KWH/YR (DEFAULT)
OVEN/RANGE	ELECTRIC
CLOTHES DRYER	ELECTRIC
CLOTHES WASHER	N/A
LOW-FLOW SHOWER HEADS	N/A
LOW-FLOW FAUCETS	N/A
HIGH PERFORMANCE TOILETS	N/A
RENEWABLE ENERGY	
PHOTOVOLTAICS	NO
PHOTOVOLTAICS SIZE(S)	N/A
PHOTOVOLTAICS PANEL	N/A
PHOTOVOLTAICS INVERTER	N/A
PHOTOVOLTAICS AZIMUTH ROTATION	N/A
PHOTOVOLTAICS TILT DEGREES	N/A

OPTIONS

- Collect all options data upfront
- Create either a Master Plan or build as needed
- Capture all options
- If possible have builder list options on P.O.

DATABASE

- Create database that is accessible by field (raters)
- Upload software files to be site specific
- Field personnel has access to plan and can now compare to field and make corrections if needed or contact office

PLAN LOG

EFL - Plan Log - Google Chrome
 Secure https://www.eflprojectmanager.com/EFLProjectManager/PlanLogLU.do?method=goBack

ENVIRONMENTS FOR *Living* Project Manager
 Company: ENVIRONMENTS FOR LIVING PROGRAM LICENSEE: TEST - SUBCONTRACTOR, PLAN CENTER
 Current User: cindy.revelle ACCOUNTING MANAGER Log Out

Plan Review | Projects | Invoice | Scheduler | Entry of Test Results | Tester Payments | Site Analysis | Builder Site Maintenance | AR | Administration | Public Site | Sales

HOME Plan Log Ver: 3.08.49

Count: 435 ACCOUNT# SWNP-CHS Show Archived Show All Show Optional Show Projected Show Note Edit Grid Row Add Builder Add Subdivision Add Plans Select All Create Invoice

ACCOUNT#	SUBDIVISION	ELEVATION	CONFIRMED HERS SUBDIVISION	STREET ADDRESS	LOT #	PROGRAM	F (P/F/S/HNR)	I (P/F/S/HNR)	DB (P/F/S/HNR)	BD (P/F/S/HNR)	QA ANALYST	QA COMPLETED FISCAL	PLAN ANALYST	SALES MANAGER	BILL G TYF
PERTX												All			All
909PERTX	CROSS CREEK RANCH		YES	28106 CASTLE PARK LN	538279-016	HERS INDEX	P(02/02/17)	P(02/06/17)	N/S	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	2949W-51-R	YES	28107 CASTLE PARK LN	538280-017	HERS INDEX	N/S	N/S	N/S	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	3481W-101-R	YES	3915 DESERT SPRINGS LN	551143-017	HERS INDEX	P(10/17/16)	P(11/17/16)	P(12/15/16) P(10/17/16)	P(12/15/16)	JENNIFER THOMA	09/30/2016	ELIZAVET TALAVE	MARK CURRY [00839]	N/A
909PERTX	CROSS CREEK RANCH	3381W-51-R	YES	28206 SANDY MEADOW CT	551145-018	HERS INDEX	P(12/29/16)	P(01/03/17)	P(12/29/16)	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	3546W-70-R	YES	28207 SANDY MEADOW CT	551147-018	HERS INDEX	P(12/15/16)	P(12/19/16)	NP(12/15/16)	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	3546W-2-L	YES	28202 HIDDEN BROOK LN	551150-017	HERS INDEX	P(12/27/16)	P(12/30/16)	P(02/09/17) P(12/30/16) HNR	P(02/09/17)	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	3789W-70-R	YES	28303 HIDDEN BROOK LN	551152-017	HERS INDEX	P(12/01/16)	P(12/05/16)	P(12/01/16)	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	3397W-30-L	YES	3806 DESERT SPRINGS LN	551163-016	HERS INDEX	P(11/14/16)	P(11/16/16)	P(01/25/17)	P(01/25/17)	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	3593W-31-L	YES	3814 DESERT SPRINGS LN	551165-016	HERS INDEX	N/S	N/S	N/S	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	2473W-52-L	YES	29119 MARINA POINT LN	620008-016	HERS INDEX	P(01/30/17)	P(02/02/17)	N/S	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	2499W-51-L	YES	29151 MARINA POINT LN	620012-017	HERS INDEX	P(01/06/17)	P(01/13/17)	N/S	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	1950W-33-L	YES	29155 MARINA POINT LN	620013-017	HERS INDEX	P(12/16/16)	P(12/21/16)	P(02/03/17) NP(12/16/16)	P(02/03/17)	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	1950W-31-L	YES	29143 CRYSTAL ROSE LN	620024-018	HERS INDEX	P(10/13/16)	P(11/17/16)	P(11/29/16)	P(11/29/16)	JENNIFER THOMA	10/31/2016	ELIZAVET TALAVE	MARK CURRY [00839]	N/A
909PERTX	CROSS CREEK RANCH	2442W-33-R	YES	29019 CRYSTAL ROSE LN	620031-016	HERS INDEX	P(10/10/16)	P(11/10/16)	P(11/21/16) P(10/10/16)	P(11/21/16)	JENNIFER THOMA	09/30/2016	ELIZAVET TALAVE	MARK CURRY [00839]	N/A
909PERTX	CROSS CREEK RANCH	3438W-1-R	YES	29150 MARINA POINT LN	620035-015	HERS INDEX	P(01/16/17)	P(01/19/17)	NP(01/16/17)	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	2445W-1-R	YES	29158 MARINA POINT LN	620037-016	HERS INDEX	P(12/28/16)	P(12/28/16)	P(12/28/16)	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	CROSS CREEK RANCH	2251W-30-L	YES	29135 GARDEN RIVER CT	620039-017	HERS INDEX	P(10/10/16)	P(11/10/16)	P(11/21/16) P(10/10/16)	P(11/21/16)	JENNIFER THOMA	10/31/2016	ELIZAVET TALAVE	MARK CURRY [00839]	N/A
909PERTX	CROSS CREEK RANCH	3593W-70-L	YES	3830 DESERT SPRINGS LN	551168-018	HERS INDEX	SD(02/16/17)	SD(02/20/17)	N/S	N/S	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	
909PERTX	FIRETHORNE	3546W-70-L	YES	29210 DALEA CT	535246-017	HERS INDEX	P(10/07/16)	P(10/07/16)	P(11/21/16) P(10/07/16)	P(11/21/16)	JENNIFER THOMA	10/31/2016	ELIZAVET TALAVE	MARK CURRY [00839]	N/A
909PERTX	GRAND CENTRAL PARK	2529W-30-R	YES	108 CATESBY CT	621021-020	HERS INDEX	P(11/10/16) F(11/08/16)	P(11/10/16) F(11/08/16)	P(01/04/17) P(11/08/16) HNR	P(01/04/17)	JENNIFER THOMA	09/30/2016	ELIZAVET TALAVE	MARK CURRY [00839]	
909PERTX	GRAND CENTRAL PARK	2990W-30-R	YES	306 TRILLIUM PARK LOOP	621042-020	HERS INDEX	P(11/29/16)	P(12/09/16) F(12/06/16)	WP(02/09/17) WP(11/29/16)	WP(02/09/17)	JENNIFER THOMA		ELIZAVET TALAVE	MARK CURRY [00839]	
909PERTX	GRAND CENTRAL PARK	2714W-50-L	YES	307 TRILLIUM PARK LOOP	621003-020	HERS INDEX	P(11/28/16) F(11/18/16)	F(12/01/16) P(12/01/16)	P(01/17/17) NP(12/01/16) NP	P(01/17/17)	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	N/A
909PERTX	GRAND CENTRAL PARK	2714W-31-R	YES	115 HILLOCK CT	621030-018	HERS INDEX	P(12/16/16) F(12/09/16)	P(12/16/16)	WP(02/08/17) WP(12/09/16)	P(02/08/17)	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	N/A
909PERTX	GRAND CENTRAL PARK	2714W-31-R	YES	273 TRILLIUM PARK LOOP	621028-019	HERS INDEX	P(12/09/16) F(12/07/16)	P(12/09/16)	WP(02/09/17) WP(12/07/16)	WP(02/09/17)	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	N/A
909PERTX	GRAND CENTRAL PARK	2728W-30-L	YES	289 TRILLIUM PARK LOOP	621002-021	HERS INDEX	P(12/02/16) HNR(11/22)	P(12/02/16) HNR(11/22)	P(01/24/17) HNR(01/17/17) NP	P(01/24/17) F(01/24/17)	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	N/A
909PERTX	GRAND CENTRAL PARK	2950W-51-R	YES	107 WILD GARDEN CT	621008-018	HERS INDEX	P(11/18/16) F(11/11/16)	P(11/18/16) F(11/11/16)	WP(01/04/17) WP(11/18/16)	WP(01/04/17)	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	N/A
909PERTX	GRAND CENTRAL PARK	3257-51-L	YES	119 HILLOCK CT	621031-019	HERS INDEX	P(12/21/16) F(12/16/16)	P(12/21/16) F(12/16/16)	WP(02/13/17) WP(12/09/16)	WP(02/13/17)	JENNIFER THOMA		AALIYAH BRENT	MARK CURRY [00839]	

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PLAN DATA FEEDS TO RATER TEST FORM

EFL - Test Details - Google Chrome
 https://www.eflprojectmanager.com/EFLProjectManager/TestResultsAction.do?method=loadTests&siteId=314774&projectTestID=709402&testId=12

ENVIRONMENTS FOR *Living* Project Manager
 Company: ENVIRONMENTS FOR LIVING PROGRAM LICENSEE TEST SUBCONTRACTOR, PLAN CENTER
 Current User: cindy.revelle ACCOUNTING MANAGER Log Out

Plan Review | Projects | Invoice | Scheduler | Entry of Test Results | Tester Payments | Site Analysis | Builder Site Maintenance | AR | Administration | Public Site | Sales

HOME > Site Analysis > Test Details Ver: 3.08.49

SITE: 314774 SUBDIVISION: REDBIRD LOT: 0 ADDRESS: 15134 FIELD SPARROW, SAN ANTONIO, TX 78253 PLAN: PLAN # 1703-B-R-SLB-CHS 02/06/2017 START: 10/14/2016
 ACCOUNT #: 000DRHTX BUILDER: D R HORTON COMMUNITY: ES-SAN ANTONIO PROGRAM: HERS TESTER: ENVIRONMENTS FOR LIVING PROGRAM SITE CONFIRMED STATUS: OPT - YES
[RESNET QA](#) [IECC 2012](#)

Test Ver: 2.0
 Energy Star V3/3.1 Attachment HVAC Plan Design Report HVAC Water Mgmt MISC Attachment

SITE FORMS

Climate Zone: 2A IECC: 2012 PROPERTY OWNER: PROPERTY ADDRESS: 15134 FIELD SPARROW, SAN ANTONIO, TX 78253 PERMIT NO: CITY REG #:
 Use Digital Certificate

PLAN REVIEW REM

CONFIRMED HERS SUBDIVISION: OPTIONAL [RESNET Home Energy Rating Standard Disclosure Form](#)
 SITE CONFIRMED STATUS: OPT - YES
 PLAN REVIEW REM FILE: 02/06/2017 jennifer.thomas DRHSA-1703-B-R-SLB-CHS-HERS-Gas.blg 14.6.4 SITE PLAN UPDATED: 02/06/2017
 PLAN REVIEW HERS INDEX: 69

Documents

IECC 2006 PASS IECC 2009 PASS IECC 2012 PASS IECC 2015 PASS
 IECC 2009 IECC 2012 IECC 2015 FECC (FL) FORM R405 PRIF IECC Label HERS Label IECC Certificate

* The As Built values will be shown on the IECC documents.

VARIANCE DETECTED	BUILDING CHARACTERISTICS	AS DESIGN - VALUES	AS BUILT - VALUES
<input type="checkbox"/>	# OF BEDROOMS (REM-CHS)	4	4
<input type="checkbox"/>	CEILING FLAT (REM-CHS)	R-30.0 w / RB	R-30.0 w / RB
<input type="checkbox"/>	SEALED ATTIC (REM-CHS)	NA	NA
<input type="checkbox"/>	VAULTED CEILING (REM-CHS)	R-19.0w/RB	R-19.0w/RB
<input type="checkbox"/>	FOUNDATION WALLS (REM-CHS)	NA	NA
<input type="checkbox"/>	EXPOSED FLOOR (REM-CHS)	NA	NA
<input type="checkbox"/>	ABOVE GRADE WALLS (REM-CHS)	R-13.0	R-13.0
<input type="checkbox"/>	DUCT SUPPLY R-VALUE (REM-CHS)	R-6.0	R-6.0
<input type="checkbox"/>	DUCT RETURN R-VALUE (REM-CHS)	R-6.0	R-6.0
<input type="checkbox"/>	PROGRAMMABLE THERMOSTATS (REM-CHS)	<input checked="" type="radio"/> YES <input type="radio"/> NO	<input checked="" type="radio"/> YES <input type="radio"/> NO
<input type="checkbox"/>	WATER HEATER TYPE (REM-CHS)	CONVENTIONAL	CONVENTIONAL
<input type="checkbox"/>	WATER HEATER FUEL TYPE (REM-CHS)	GAS	GAS
<input checked="" type="checkbox"/>	WATER HEATER SIZE, EFFICIENCY & LOCATION (REM-CHS)	50.0 GAL / 0.62 EF / GARAGE OR OPEN CRAWL SPACE	59 OR .62 EF (DUAL FUEL) / .91 EF (ALL ELECTRIC), GARAG
<input type="checkbox"/>	INFILTRATION (HOUSE LKG) ACH (REM-CHS)	Htg: 5.00 Clg: 5.00 ACH @ 50 Pascals	Htg: 5 Clg: 5 ACH @ 50 Pascals
<input type="checkbox"/>	FRESH AIR VENTILATION TYPE (REM-CHS)	SUPPLY ONLY	SUPPLY

Change Plan

Plan

PLAN NAME	REVISION	PLAN TYPE	PROGRAM	REM	STATUS
4151 GAS	03/15/2016	PROJECTED	HERS	14.6.1	Active
4204 ELECTRIC	03/15/2016	PROJECTED	HERS	14.6.1	Active
4204 ELECTRIC	07/24/2015	PROJECTED	HERS	14.6.1	Active
4204 GAS	03/15/2016	PROJECTED	HERS	14.6.1	Active
4204 GAS	07/24/2015	PROJECTED	HERS	14.6.1	Active
4309 ELECT	09/23/2016	PROJECTED	HERS	14.6.1	Active
4309 GAS	09/23/2016	PROJECTED	HERS	14.6.1	Active
PLAN # 1703-B-R-SLB-CHS	02/06/2017	CONFIRMED	HERS	14.6.4	Active

Reason

Change Cancel

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SESSION TWO
RATER SCHEDULING 101: PRODUCTION BUILDERS
TOMMY SPAIN
RESNET QAD – ENERGY INSPECTION SERVICES
SKYETEC



When Buildings Talk, We Listen.

INTERNAL STRUCTURING

- Define team member roles (in-office and in-field)
- Create internal scheduling procedures
- Centralize scheduling & customer records
 - Record house history
 - Share information across teams

CUSTOMER & TRADE EDUCATION

- Educate your customer on program guidelines & requirements
- Review Rater process flow with the builder
- Obtain buy-in from management
- Organize in-person meeting with all pertinent trades
- Establish communication standard and future meetings to review house performance patterns



When Buildings Talk, We Listen.

KNOWING YOUR CUSTOMER

- Understand builder footprint and align resources accordingly
- Learn builder scheduling and communication method(s)
- Know the Build Time (anticipating final inspection)
 - Communicating with customer to ensure house testing completion
- Plan considering Builder Fiscal Year
 - End of Year phenomenon
- Track builder volume distribution and utilize to forecast inspections
- Agree upon schedule notification time; cut off time
- Collect builder contact information and community assignment(s)



When Buildings Talk, We Listen.

SCHEDULE NOTIFICATIONS

**Promptly
handle
schedule
notifications**

**Communicate
receipt of
schedule
notifications**

**Confirm House
Readiness Criteria
is met**

**Ensure all
required house
documentation is
obtained prior to
scheduling**

**Assign inspection
to qualified rater
and communicate
any special
builder requests**

**Document and
communicate
passing results,
dry run &
inspection failure
information (when
applicable)**



When Buildings Talk, We Listen.

SESSION THREE
MATTHEW COOPER
SENIOR VICE PRESIDENT
PEG

Successful Coordination between Raters and other High-Volume Builders'
Design Partners, Suppliers and Trades



WHO ARE KEY TEAM MEMBERS YOU MUST WORK WITH?

- Builders Design Team
- Builders Purchasing Team
- Architect
- Engineers
- Equipment Manufacturers
- Vendors / Trades
- Builders Construction Team
- Builders Sales team
- Code Officials

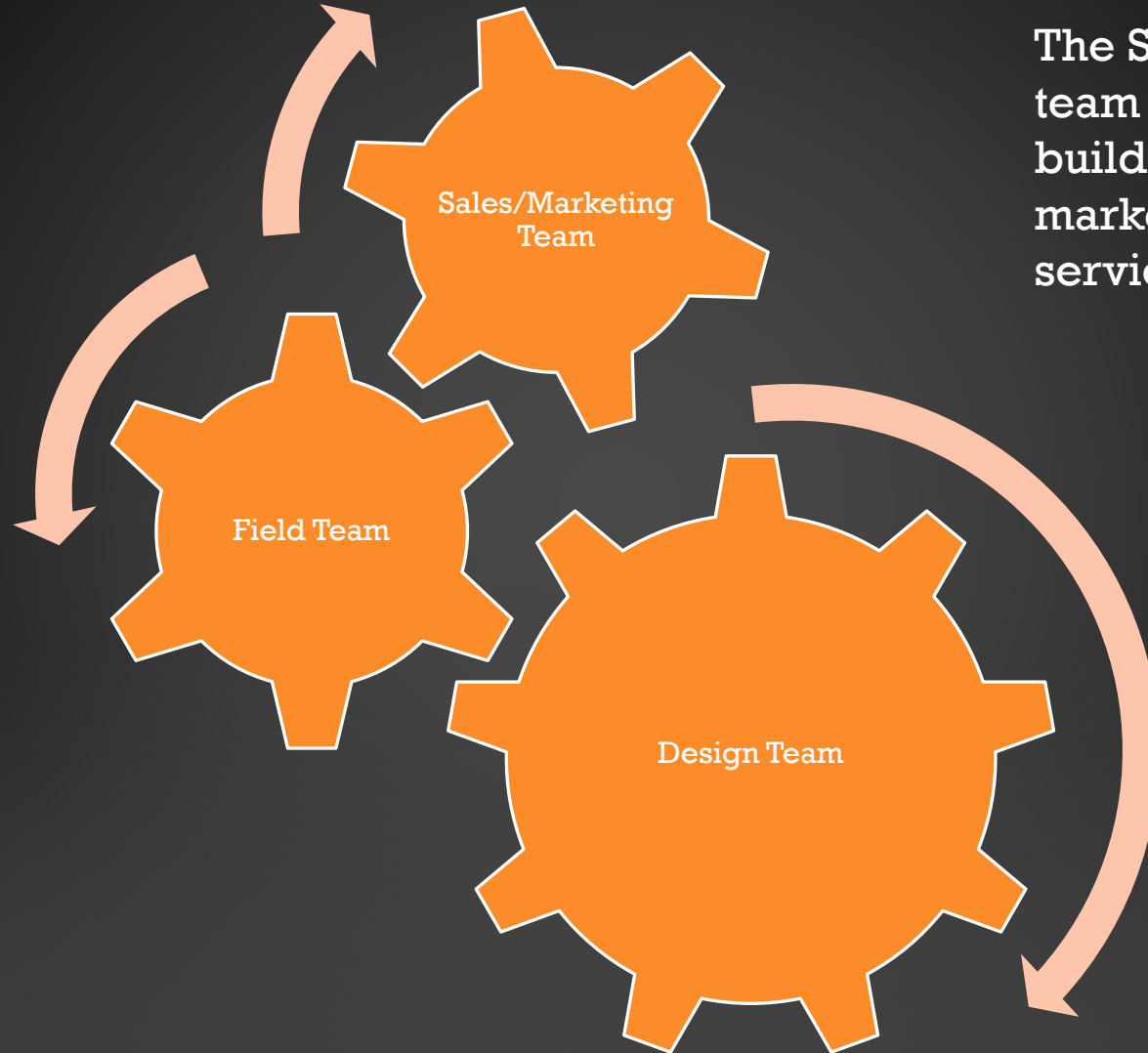


WHAT ARE THE KEYS TO WORKING WITH HIGH VOLUME BUILDERS?

- **Time**
 - Production builders depend on evenflow, designs that work and predictable outcomes.
- **Cost**
 - Raters can model cost effectiveness of the impact for so many variables in a house that other experts only look at in a vacuum.
- **Consistency**
 - Nothing frustrates production builders as quickly as failing guidance and re-inspections.
- **Confidence**
 - Production builders operate like a fine watch. If they can learn to count on you to be who pulls the whole team together, you can count on their loyalty. (Decoupling becomes necessary)



DE-COUPPLING



The Field team works with Equipment Manufacturers, Vendors / Trades, Builders Construction Team, Builders Sales team, Builder Service & Warranty team and Code Officials

The Sales/Marketing team works with the builders sales & marketing team, service & warranty

The Design team works with Architects, Engineers, Builders Design and Procurement teams as well as Equipment Manufacturers and some Vendors / Trades

There is constant Team overlap and collaboration but each Team must have its own primary function.

WHAT ARE THE BENEFITS?



- Driving the relationship from the Design & Procurement position allows for top-down support and sets the stage for Time and Cost maximized benefit.
- Involving design professionals, trades/vendors and the builder field staff ensures Consistency and Confidence which feeds back to Design and Procurement that things are going as expected and costs are predictable.
- Involving the front-end and back-end customer contacts of Sales and Service assures the builder of being able to quantify the results of the Raters guidance in sales and increased customer satisfaction.

WHAT ARE THE HAZARDS?

- Some Common Challenges that can impact working with high volume builders and with managing a de-coupled approach.
 - Disconnect between the Rater's Design and Field teams. If what you tell the client is going to be done in the field isn't being done in the field, you will fail.
 - Disconnect between the Builder's Design & Procurement and Field teams. If you and the Builder's Team decisions don't get conveyed to their Field staff, they will fail which means you will fail.
 - If in the overall process you or your staff get hung up on ideas the builder doesn't endorse or reject without merit ideas the Builder or their partners bring to the table; you will fail.



High volume building means fast paced decisions, successes and failures. Be prepared.

SESSION FOUR

Roundtable Discussion



END OF SESSION

On behalf of PEG, TopBuild and SkyeTec

We Thank You!