

## Proper Information Empowers Realty Group to Save \$793,000



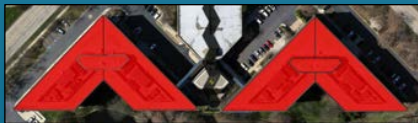
2 Roofs in Need of Replacement?

### Takeaways

- **Information is Power!**
- **RAM's Assessment provided accurate information to plan the best course of action**
- **Utilizing less than 1% of the proposed cost of \$1.4 million, the expenditure could be reduced by 57%**

### Facility Background

- Midwest Realty Group
- 2 Buildings with 20+ year old roofs (roughly 49,000 sf.)
- Asphalt Built-Up Roofs



**RAM Determined All 6 of the Buildings' Sections could be Saved & Restored!**

### Challenge

A Midwest Realty Group was preparing two of their buildings for future sale. Their due diligence included ensuring that the buildings' roofs were in good shape and water tight. They went so far as to commission an infrared survey, but it was performed by a tech who lacked roofing experience. The results led to a contractor stating that both roofs needed to be replaced, at a cost of \$1,400,000. The Realty Group wanted to be sure this was really the case, before making such a capital expenditure, and called upon **RAM USA**.

### Solution

**RAM USA** performed a Diagnostic Aerial Infrared Scan to pinpoint anomalous conditions and hidden moisture in the roofs. Next, they executed Visual Roof Surveys, in which **RAM's** Registered Roof Consultants (RRCs) did a complete physical assessment. This included systematically verifying the findings of the Aerial Infrared Scan. Analysis of the findings allowed **RAM** to deliver an independent, objective, and comprehensive roof condition baseline assessment. This report provided objective options, recommendations, and budgets, empowering the Realty Group to make fiscally responsible decisions.

### Results

**RAM's** Assessment revealed that both roofs did not need to be replaced. Actually, none of the buildings' 6 roof sections had reached the end of their useful service life. **RAM** recommended Roof Restoration for all 6 sections, at a much lower cost. **RAM** developed a "5-Year Financial Summary" outlining a complete Roof Asset Management Program. **RAM USA** submitted a Proposal for \$600,000, to bring the roofs back to a water tight condition. Including \$7,000 (the Assessment cost), the Realty Group would experience a savings of \$793,000. Basically, utilizing less than 1% of the original proposed replacement cost of \$1,400,000, their total expenditure could be reduced by 57%.



## Aerial Infrared Process Images



**Visual Image** – High resolution base photo to view the roofs' current condition



**Infrared Image** – Accurately detects minute temperature changes in the roof



**Blended Image** – Pinpoints thermal anomalies in need of further investigation

### PROJECT FINANCIAL SUMMARY

#### Contractor

Replacement  
Proposal  
= \$ 1,400,000

#### RAM USA

RAM Assessment = \$ 7,000  
RAM Proposal = \$ 600,000  
RAM Total = \$ 607,000  
**RAM Savings = \$ 793,000**

**.5% of the proposed budget reduced expenditure by 57%**

### OUR METHODOLOGY = YOUR SUCCESS

RAM USA is a national roof and building envelope consulting and engineering services firm focused on **cost effective asset life extension solutions**. Our goal is to help **preserve and protect your portfolio of buildings** – Whether you have 1 or 100+ sites.

Our unique, **Condition-based Approach** is built upon **Information, Implementation and Continuation (IIC)**, which empowers you to **proactively** deploy systematic solutions to **reduce capital, O&M, and energy expenditures, while extending the life of your assets**.

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