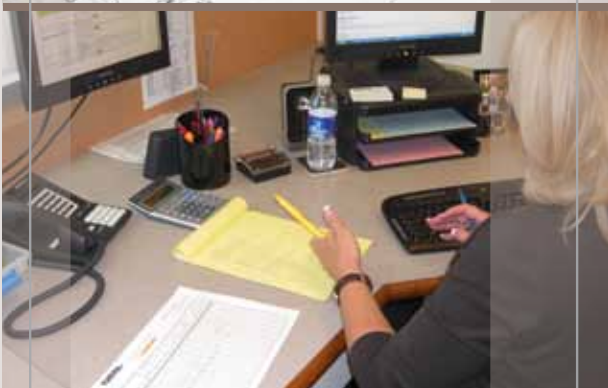


# ESTIMATING



*A team of dedicated and highly trained professionals make up the core of our Estimating Department. With their combined expertise and knowledge of the electrical industry, they have helped create and shape the overall success of Neal Electric. Our team specializes in a range of markets, including biopharmaceutical, commercial, education, gaming and hospitality, water and wastewater, medical, military, and photovoltaic.*

*At Neal Electric, we encourage our estimators to build strong, lasting relationships with our clients so that we can collaborate and produce estimates and budgets that are both timely and accurate.*

## CORE CAPABILITIES

**Estimate experience** – We are proficient estimators for design-build, design-assist, plan and spec, retrofit, and tenant improvements.

**Value engineering** – Clients rely upon us to identify potential design inefficiencies in their projects and to offer solutions that eliminate material and labor waste. This results in significant cost savings for our customers.

**Budgeting expertise** – As needed, clients can be supplied with periodic budgeting throughout the different stages of concept and preconstruction.

**Technology integration** – Our team works with real-time pricing databases and cutting-edge estimating programs. This allows them to provide the most up-to-date prices for our clients.

**Strong vendor relations** – We work diligently to build and maintain solid relationships with our subcontractors and suppliers. In turn, we are provided with competitive quotes, which enable us to pass along the savings to our customers.



**SBE experience** – We work hard to promote successful growth and development of small and disadvantaged business enterprises. To this end, we regularly participate in SBE fairs and outreach programs, with the intent of developing new business partnerships. These partnerships are further supported by the inclusion of Small Business Entity pricing during the bidding process.



**Professional affiliations** – Our estimators are active members of ASPE, IBEW, NECA, and AGC and stay informed on the latest estimating and construction techniques to help cut costs and time throughout the construction phase.

## STAFF



With more than 180 years of combined experience, our highly knowledgeable and personable estimators possess a broad set of technical and non-technical skills. Our experience in diverse and specific areas ensures that the proposal you receive from Neal Electric will be competitive and accurate.

