



## The Challenge:

Huntleigh McGehee is an independent insurance brokerage firm in St. Louis. Last year, new owners who wanted to create a fresh, new look and upgrade their physical real estate within a reasonable budget, acquired the company. Due to their lack of experience in this area, the people at Huntleigh McGehee were not interested in working with multiple companies. They wanted a relationship with an integrator that would not let them make a mistake, guide them through the process, and coordinate the entire job from start-to-finish. Essentially, Huntleigh McGehee wanted a turnkey solution.

## The Solution:

Color Art Integrated Interiors (Color Art) created a design-build partnership with Huntleigh McGehee right from the start. Explains Jeff Bauer, Account Executive, Color Art, "We helped them look at the market, look at real estate, figure out what the costs were, find appropriate buildings, and scout various locations. We were their consultants and their design-build partners. It was a very trusting relationship." Color Art was also involved in the selection of the architect. Holleran Duitsman Architects (HDA) was the right fit in completing the project, but what was unique about this partnership was that HDA actually worked for Color Art and not the General Contractor. This was effective because it streamlined all coordination from one focal point - Color Art Integrated Interiors. Says Dennis Cassani, Director, Holleran Duitsman Architects, "You could see the synergy among team members. They've been there, done it before - just like a short stop and a second baseman. If you don't have people that work well together, you do not have an effective team. This team was all first class. When you can look people in the eye and say, yes, I would recommend you call them right now - you know that you've had a good experience."

Color Art also worked on the construction budget and value-engineered it to meet Huntleigh McGehee's construction needs. This meant that they developed and presented a negotiated cost-plus model for how they would work with Huntleigh McGehee and Crest Management (the building owner). It was a true business partnership that served all involved, and allowed Color Art to come in under budget and on schedule. According to Loren Wims, Vice President of Operations, Huntleigh McGehee, "After researching other service providers, we knew that Color Art offered very competitive pricing. Along with the fact that they were the sole integrator on this project, Color Art always looked out for our best interests throughout this entire process. They would not let us make any mistakes."

Once the initial groundwork was finalized, all of the Color Art Integrated Interiors companies were brought in to facilitate the specialized services needed to complete construction. The companies included: Commercial Installation & Construction (CIC), Color Art Interiors, Innovative Technology Group (ITG), and Facility Management Services Group (FMSG). Their areas of expertise were construction, design, furniture layout, evaluation of electrical and data needs, installation, technology integration, and project management. CIC worked with General Contractors to build-out the facilities and create a boardroom, conference room, lobby, reception area, multiple private offices, and cubicle space. They also installed hard wood floors, carpeting and tile throughout the facility. The Color Art Office Interiors group worked closely with the architect to design and procure furniture and flooring options. Innovative Technology Group brought in the technology for an interactive training room complete with a plasma screen and SMART overlay, as well as distributed satellite in every office and reception area. Finally, FMSG handled the project management role, ensuring that all facets of the project were run through one main contact right through to completion.



*A Color Art Integrated Interiors Company*

*Because what's inside counts.*

## The Result:

According to Loren Wims, Color Art's management of the process allowed him to spend one day a week on this project rather than what could have certainly been four days (or more). "Across the entire process, we were able to save approximately \$65,000 based on the fact I had the free time to dedicate to other issues facing the company and we did not have to hire anyone else to manage the project," explains Mr. Wims.

The actual, physical job took about six months. The employees of Huntleigh McGehee moved in on time and on budget. Having the integrator involved in all facets of this project definitely made Color Art more efficient and allowed them to deliver a better product. Further explains Mr. Wims, "They (Color Art staff) were all great to work with, they brought a lot to the table, and it was nice to have people with experience assisting on different aspects of the project. If Dan (the project integrator) didn't have the answer to a question, he knew he could turn to somebody within the organization and find that answer in a timely fashion. Overall, having that primary direction from Color Art was so much easier and cost-effective for us. They did a great job in delivering a quality service and product."



### Loren Wims:

*Vice President Operations, Huntleigh McGehee*

"Nobody here (at Huntleigh McGehee) has ever had any experience in putting together an office move like this. With that in mind, it was greatly beneficial to work with Color Art's fully integrated approach: one primary contact to handle architectural and space planning issues, construction, furniture purchases, and technology services"



### Dennis Cassani:

*Director, Holleran Duitsman Architects*

"There's a cliché that everyone says about being on time and on budget, this definitely holds true for the people at Color Art. They covered all of their bases every day. We hope that we can continue to work on more projects with Color Art Integrated Interiors. It was a great experience all around."



### Dan McGrath:

*Project Integrator, Color Art Integrated Interiors*

"By attending all of the construction and furniture meetings, any questions that the owners had would come directly to me. This really helped to simplify communication between Huntleigh McGehee and Color Art, making the coordination of this job that much more effective and efficient for all parties involved."

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