



# Obstacle: Projects Take Too Long

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AEG 4 20 2023



# Introduction

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- ❑ Critical Obstacle: Projects take too long
- ❑ Speed from Project Inception to Completion can define project success:
  - ❑ Inaccurate installation costs for new technologies delay projects.
  - ❑ Lack of understanding of cost implications when modifying existing systems to accommodate new technologies delays projects.
  - ❑ Inaccurate cost estimates and integration plans result in:
    - ❑ Defective ROI calculations
      - ❑ Implications on financing and project viability when the true costs and schedule become known
      - ❑ Implementation delays to redesign and “value” engineer



# What is the general, root problem ?

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The root problem is that most large projects follow a process that is very heavy on energy analysis and technology provider bravado rather than installation practicality and cost. Project teams generally do not include installation expertise during the feasibility stage.



# What is the key obstacle? What role would we play in collaboration with others to overcome this obstacle?

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- Lack of trust between the project owner / developer, the analysis and design team, and the installation team creates unnecessary project delays resulting from unrealistic costs and expectations.
- Installation professionals working with design professionals in a collaborative manner at the onset of any project would allow installation feasibility, impact of equipment selection and project costs to be continuously updated throughout the project development and feasibility process. Project timelines would be decreased and project decarbonization value will be realized sooner.



# What are the benefits / consequences of addressing or not addressing this obstacle?

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## Benefits:

- ❑ Lower overall costs.
- ❑ Emissions reductions achieved now. Reductions are cumulative so everyday counts.

## Consequences:

- ❑ Projects get cancelled due to lack of cost and schedule clarity.
- ❑ Projects get delayed reducing cumulative emissions and cost savings.
- ❑ Scaling of new technology implementation is impeded.



*"Regarding building decarbonization and electrification, to achieve New York's Climate, Health and Equity goals, a critical obstacle to collectively overcome in 12 months is \_\_\_\_\_."*

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- Projects take too long from inception to completion
  - Implementation timelines must be reduced for decarbonization projects involving deep retrofits and the implementation of new technologies. Project timelines should be weeks to months NOT months to years.
  - The current prevalent process will delay the achievement of societal goals by years if not decades.

