

Sub-to-GC Pitch Deck & VE Pricing Model

Division 21 Value Engineering Proposal

**Upgrading to 100% Clean-Interior Bare-Metal Pipe
at Zero-Premium Total Installed Cost**

FASTER
INSTALL

ZERO
FLUSHING

15-YEAR
WARRANTY

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1. Executive Summary: The Specification Upgrade

For this mission-critical facility, our team proposes an upgrade from traditional black steel to a 100% clean-interior, bare-metal piping system. While standard black pipe may carry residual cutting fluids, debris, and mill scale that can support Microbiologically Influenced Corrosion (MIC), this clean-interior system physically reduces those risks from the start. Most importantly, through strategic Value Engineering, we can deliver this premium upgrade at a completely neutral Total Installed Cost (T.I.C.).

Proposal at a Glance

Upgrade	100% clean-interior, bare-metal fire sprinkler pipe
Budget Impact	Zero premium to Total Installed Cost (T.I.C.)
Value Engineering Logic	Reduce field labor, eliminate flushing/wastewater, and reallocate savings into premium pipe and higher-value hardware
GC Benefit	Faster execution, cleaner handover, and stronger MIC protection

2. "Show Me the Math": The Zero-Premium T.I.C. Model

As your Fire Protection Subcontractor, we are not asking the project to pay more for premium pipe. Instead, we are transferring cost from low-value field activities into higher-value permanent system components.

Cost Allocation	Traditional Black Pipe	JOSH Clean-Interior System
Installation labor	50%	35%
Flushing / wastewater	5%	0%
Equipment & fittings	35%	40%
Pipe material	10% black pipe material	25% premium JOSH pipe
Total Project Cost	100%	100%

Traditional Black Pipe:

50% installation labor + 5% flushing/wastewater + 35% equipment & fittings + 10% pipe material = 100%

JOSH Clean-Interior System:

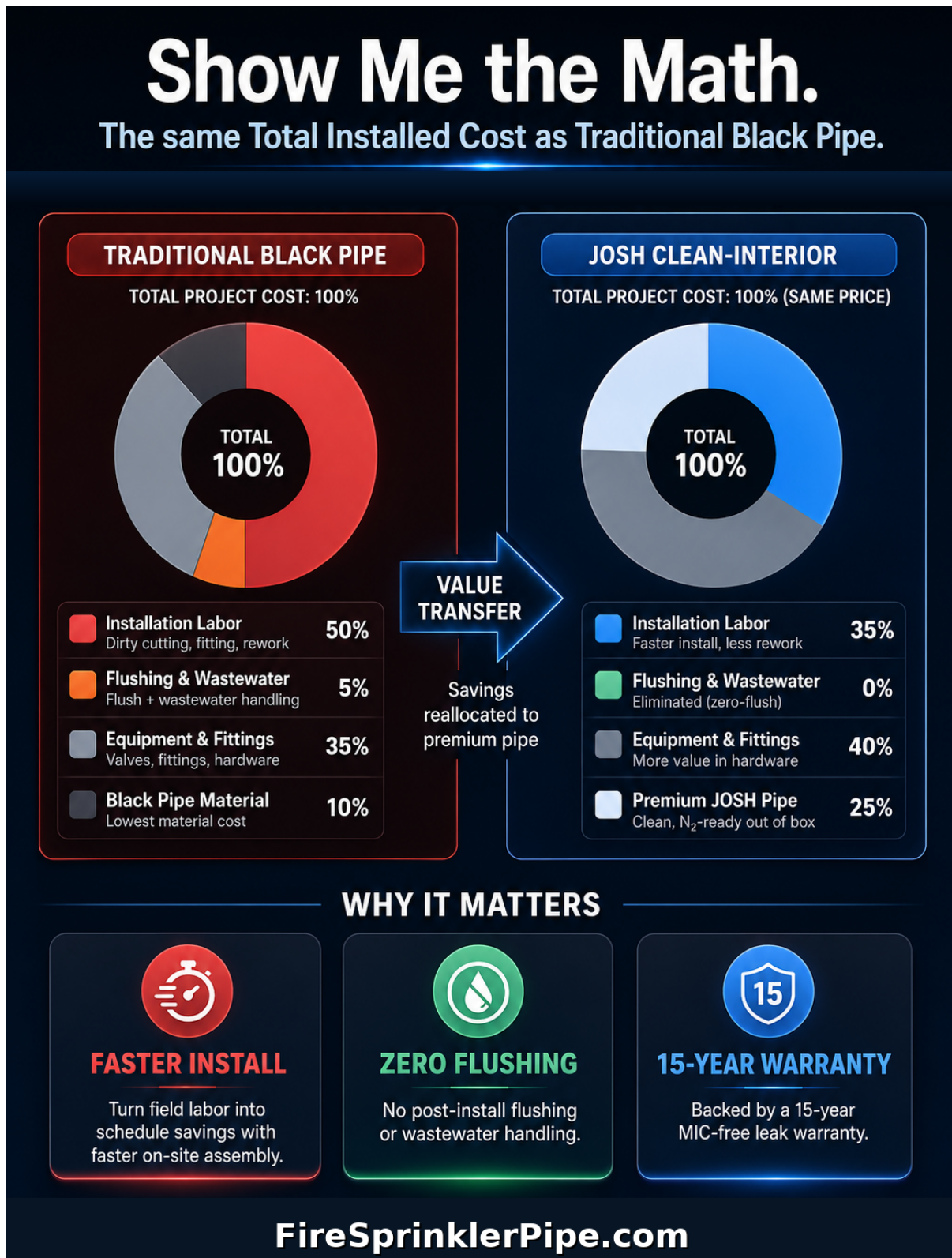
35% installation labor + 0% flushing/wastewater + 40% equipment & fittings + 25% premium pipe = 100%

The reason this works is simple. The 11-foot factory pre-grooved pipe reduces field cutting, fitting, handling, and rework, lowering installation labor from 50% to 35%. At the same time, the clean-interior pipe arrives ready to install, eliminating the 5% cost normally associated with post-install flushing and wastewater handling.

That combined 20% savings is reallocated into the premium clean-interior pipe and higher-value hardware. The result is a faster, cleaner, nitrogen-ready system at the same Total Installed Cost as traditional black pipe - zero premium to the Division 21 budget.

Show Me the Math

The same Total Installed Cost as traditional black pipe - with value transferred from low-value field activities into higher-value permanent system components.



3. Direct Advantages for the General Contractor

By approving this Value Engineering proposal, the General Contractor secures three immediate project advantages:

15-Year Commercial Warranty	Accelerated Site Mobility	ESG Compliance
This bare-metal pipe is strictly complementary to the top-tier nitrogen generators, such as Potter or ECS, we are installing. This system synergy qualifies the project for an industry-rare 15-Year Commercial Leak-Free Warranty, helping remove MIC leak-liability exposure from the GC's balance sheet.	The 11-foot modular dimension fits standard construction hoists and navigates tight server aisles efficiently, allowing our crews to install faster while minimizing interference with other trades.	Delivering a zero-flush, debris-free system means no hazardous chemical discharge or wastewater handling on your site, supporting the environmental standards required by today's hyperscale data center owners.

The Bottom Line

We are delivering faster execution, a 15-year liability shield, and stronger MIC protection - all without increasing your Division 21 budget.

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