

# GETTING IT RIGHT

WITH

## STANDARD COMMUNICATIONS, INC.

### BACKGROUND:

#### VALIDATING VA IGCE FOR NURSE CALL PROJECTS

##### 100% of the IGCEs for Nurse Call are underestimated by 3-4x

- Two current Nurse Call IGCEs were underestimated by 3.789x and 4.49x.
- The original IGCE for one AE project was \$1M and the final bid came in at \$3.798M
- The original IGCE for the other AE project was \$700K and the final bid came in at \$3.1M

### SOLUTION:

#### CHANGE ORDERS TO MAKE UP THE DIFFERENCE

AE firms are now partnering with the leading VA nurse call VetBiz Verified contractor, Standard Communications, Inc. (SCI)

- Leverage Standard Communications, Inc.'s engineering teams native knowledge about each facility to build a business case that yields positive outcomes without jeopardizing the AE contract.
- SCI has completed more nurse call projects in the VA than any other nurse call

### OUTCOME:

#### COMPLETE ESTIMATES = INCREASED PROFITABILITY

Standard Communications, Inc. has helped A&E firms increase projects by 4-5x the original profits on recent nurse call projects.

- Our teams have a vast knowledge of the VA, nurse call system designs, requirements, integrations, and installations.
- Let us help you increase the profitability of your next nurse call project.

### NEXT STEPS:

#### SETUP A MEETING WITH A SCI NURSE CALL ADVISOR TODAY

Give us a call today at 1-718-302-9399

or e-mail

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