

BUSINESS MODELS for Raters

Serving the Production Builder's Needs

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• Services •

• Reports •

• Process •

• Integration •



What is a Production Builder...

Cookie-Cutter Process

No Time

Constant Turnover

ABC's...



Services...?

Ratings

ENERGY STAR

Other Above Code

Consulting

Building Performance

Alternatives

Training

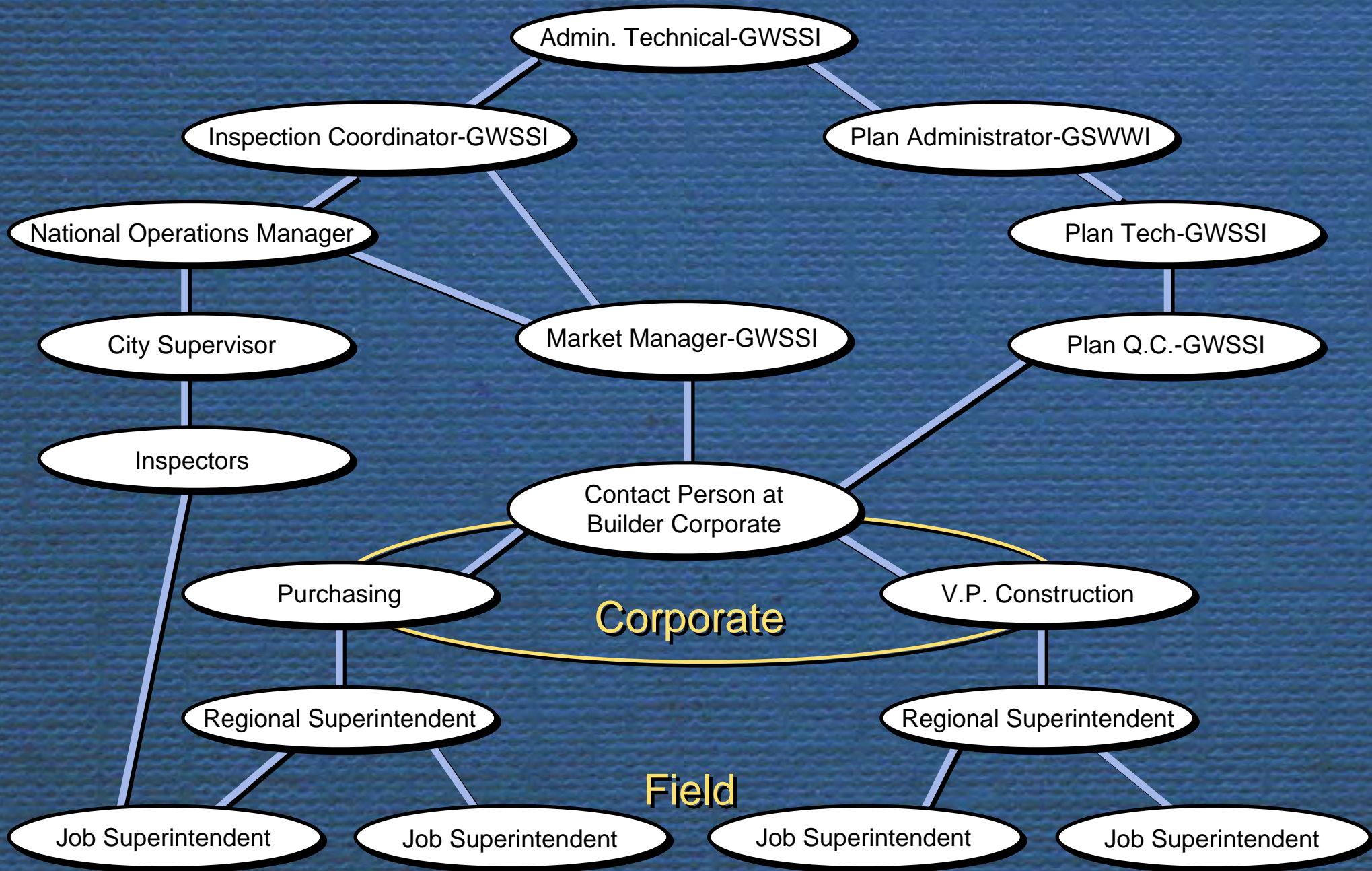
Sales

Contractor

Code



Business Model



Integrate...

Consistent, Knowledgeable Contacts



...MUST Be Marketing Minded!



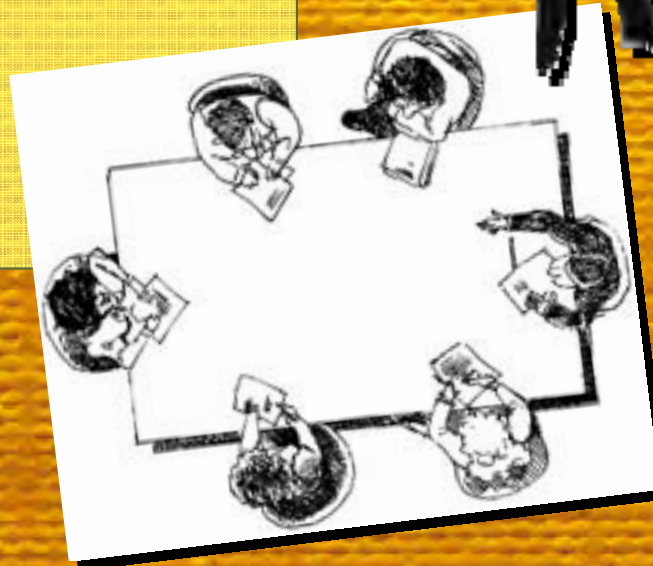
Integrate...

Consistent Message

Details

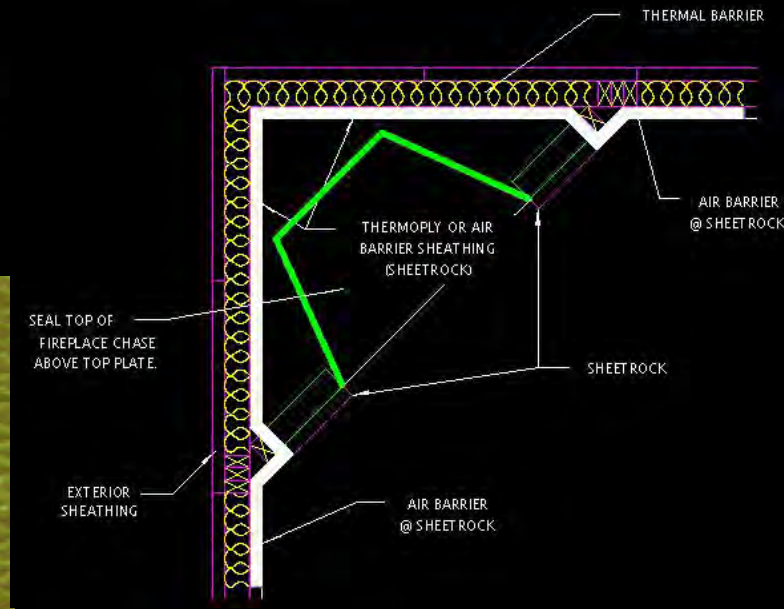
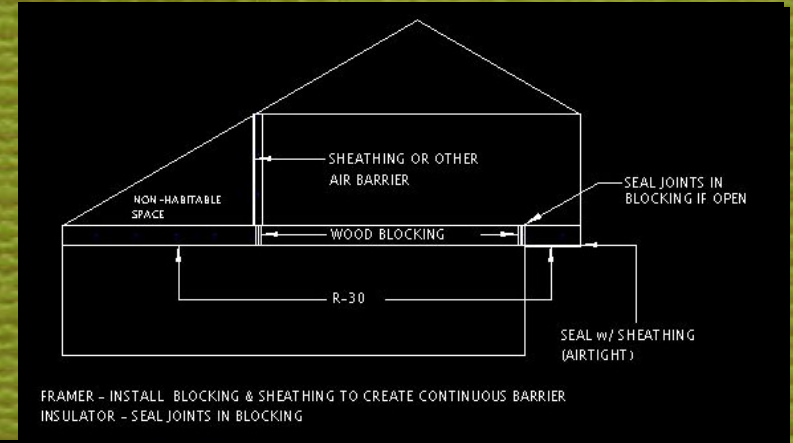
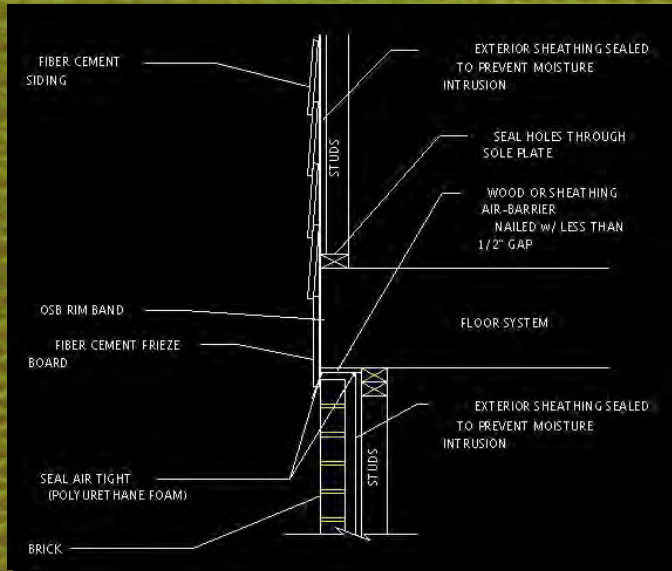
Products

Process



Builder Specific Details

Signed Details

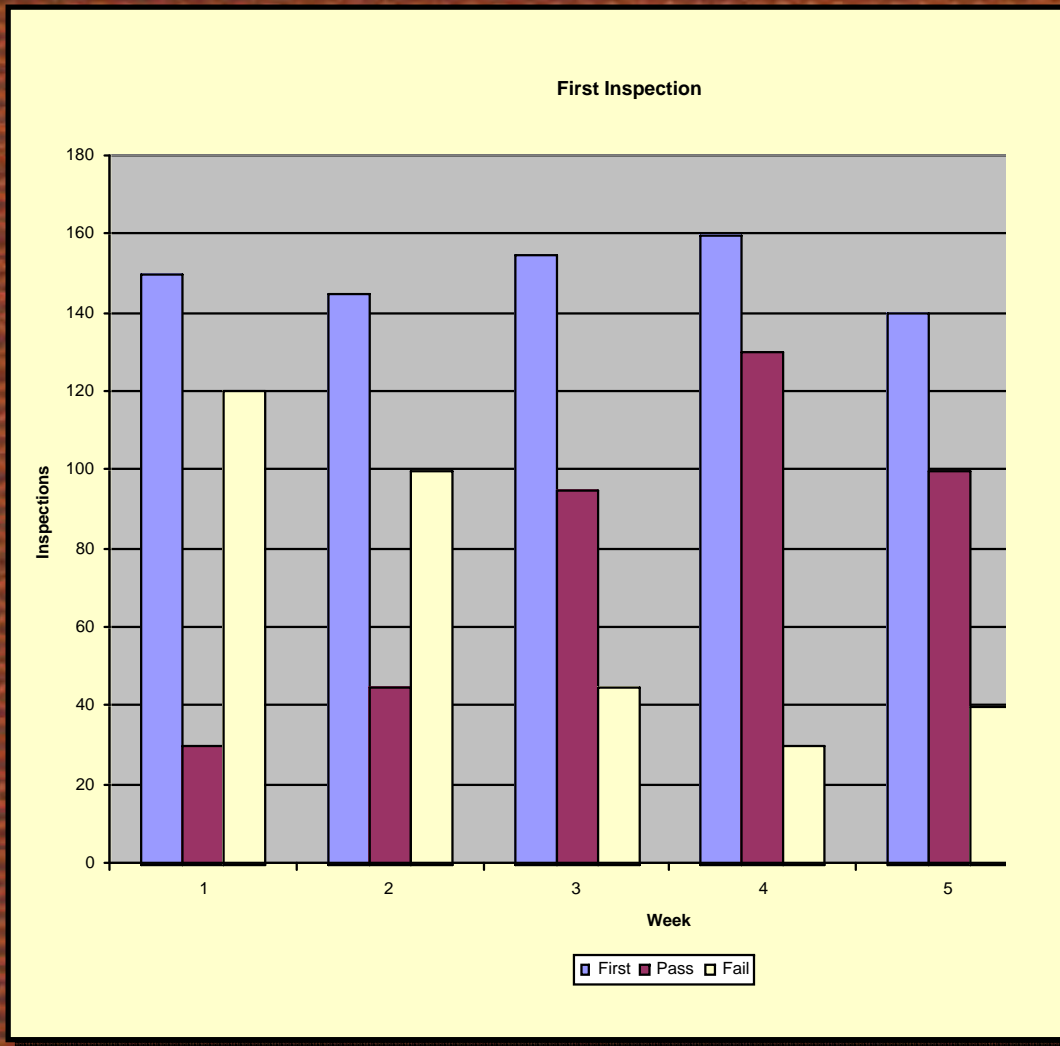


Everyone



www.energystarhomesamerica.com

Inspection Process...



Increase
Passing Rates

Reduce
Cost of
Inspection

Bring Everyone up to the Same Level.
Describe the Process.



Integrate...

Simplify Process

Examples:

Plans/Reports

Online
No Paper



Online Reports

Builder Reports & Profiles - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Print View Source

Address <http://www.gwssi.com/builders/login.asp> Go Links »

Builder Reports & Profiles

Login ID:

Password:

Log In Reset

**Guaranteed
Watt Saver**
Engineers Consultants Inspectors

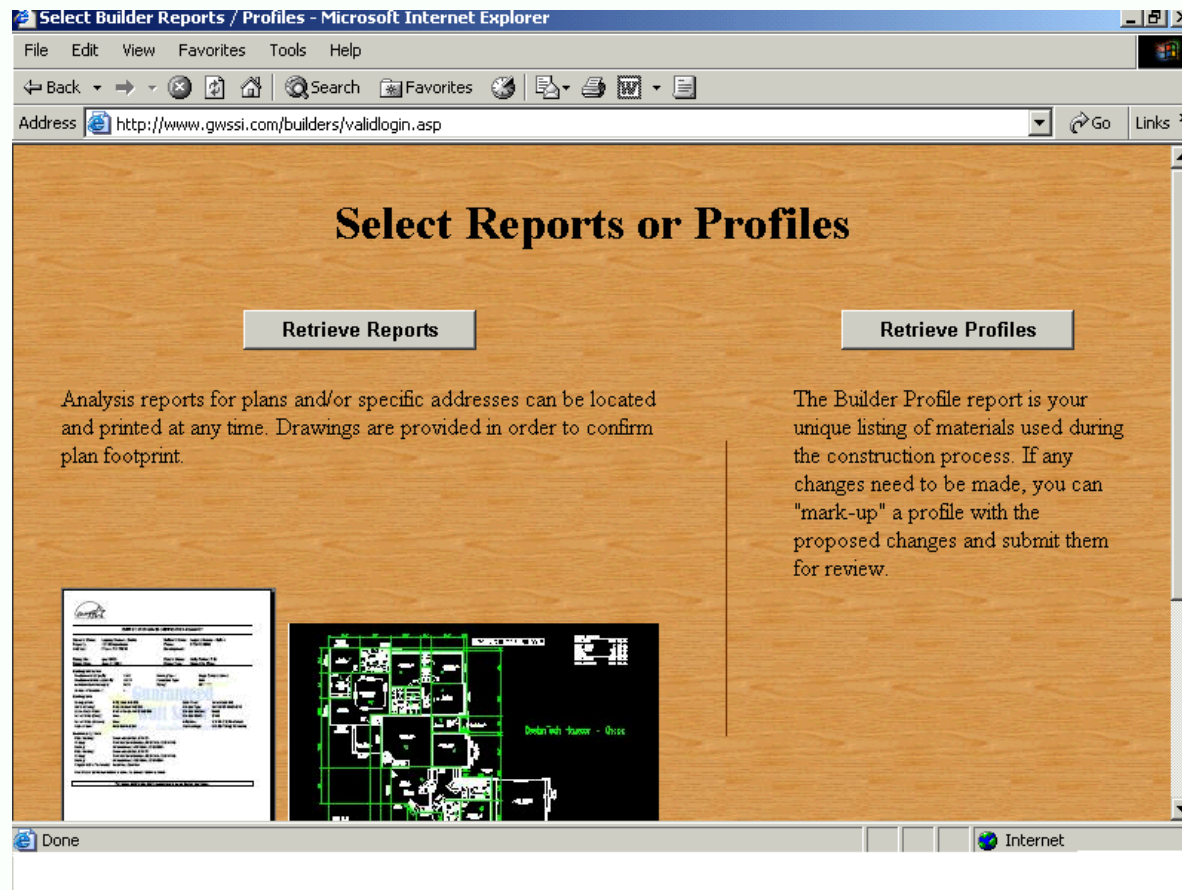
Confidential plan analysis reports and builder profiles are to be used specifically by the builder or their representative for documentation of the energy components of a particular home.

The data contained within is the property of Guaranteed Watt Saver Systems Inc. - West.

Email comments or questions to [Wes Peters](#) (GWSSI-IT)

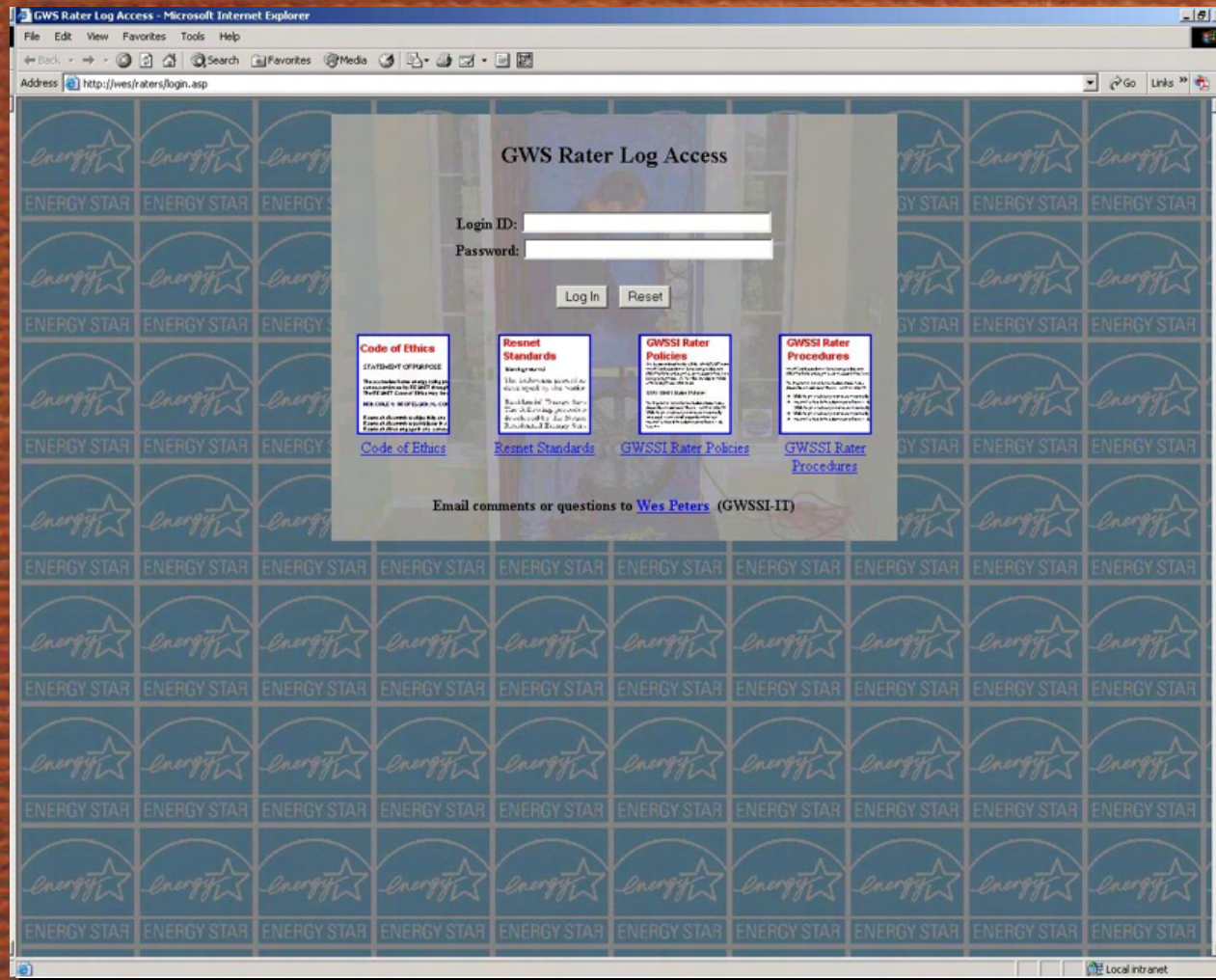
www.gwssi.com

Online Reports



www.gwssi.com

Online Reports



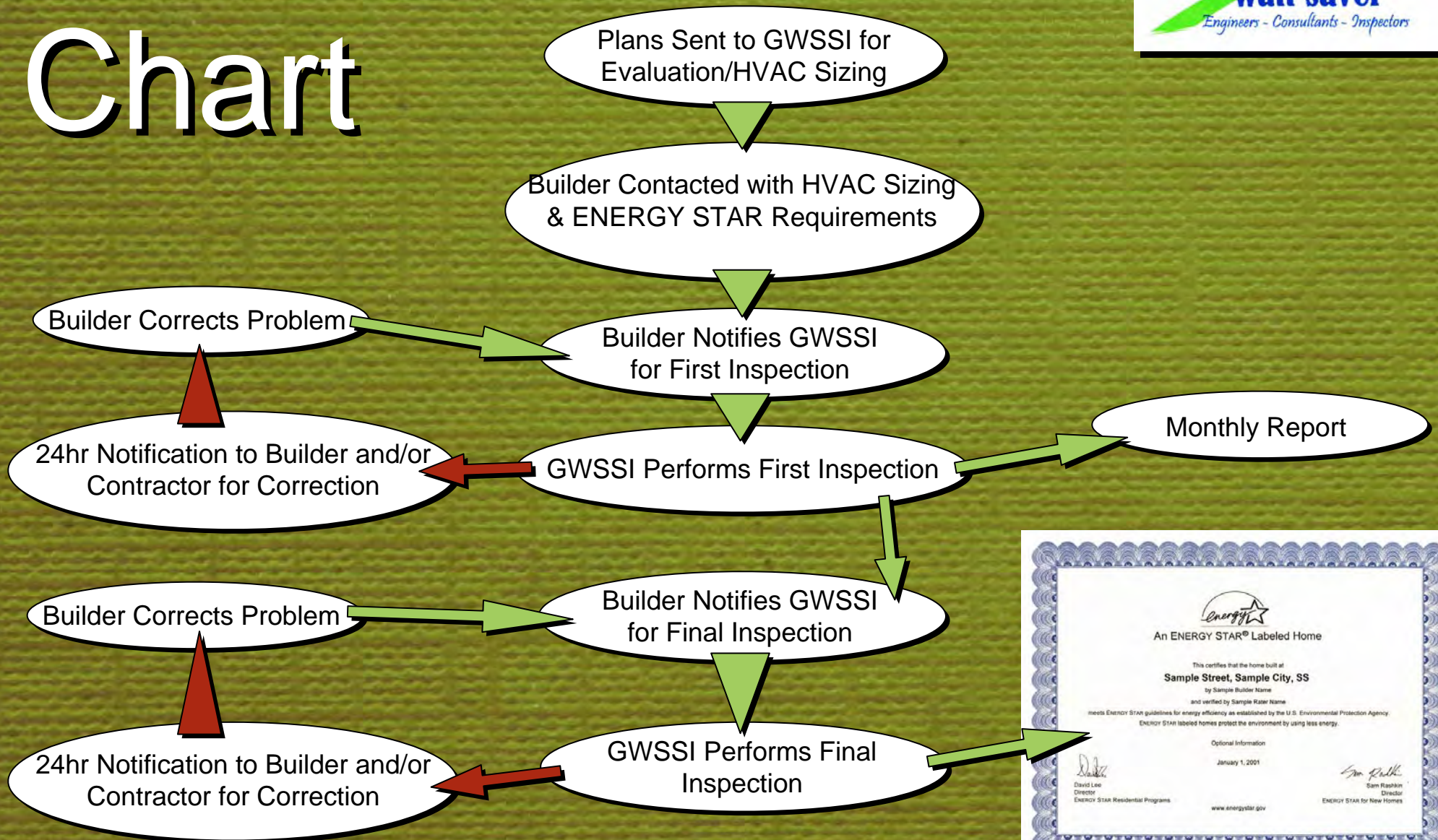
www.gwssi.com

Production Builders Have Employee Turnover



**YOUR PROCESS
MUST LIVE ON!**

Process Chart



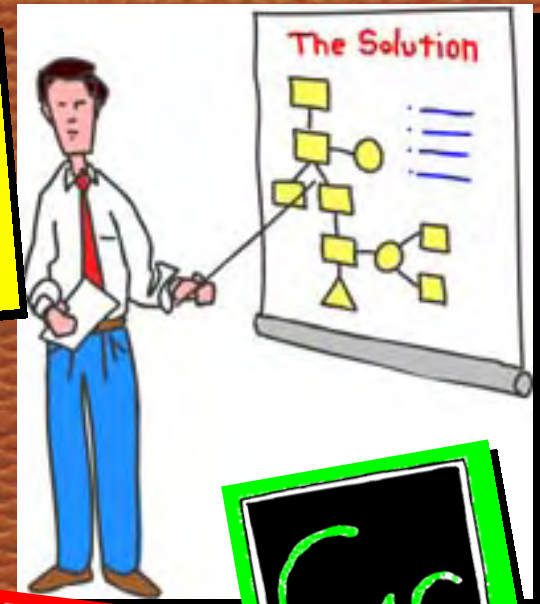
Process

- Train - Retrain
- Builders
 - Superintendents
 - Sales Force
 - Trade Contractors
- Realtor
- Trade Contractors
- Associates
 - Product Reps - Dow, Tyvek
- Code Officials



Solution

- Process is Simple
- Easy to Communicate (visual)
- Easy to Understand Benefits
- Be Solution-Oriented



Production Builders Need Special Care...

DEVELOP RELATIONSHIPS