




RoofSMART™

Best Value Roof Procurement.

RoofSMART™ is a cooperative purchasing program for Roofing & Waterproofing projects. It is licensed through the ESCs of Indiana Inc., and offered to all school districts in Indiana.

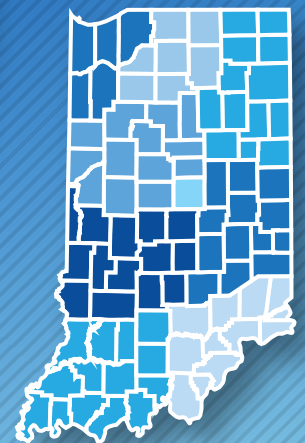
Report: Budget Forecast Summary

Number of Years: 5 Activity: [All]

Budget Forecast by Facility:

Facility Name	2013	2014	2015	2016	2017
Amy Deverland Elementary	0	4,187	0	0	16,000
Bolton MS	0	1,785	16,840	187,375	0
Brook Park Elementary	0	205,921	2,200	0	0
Creative Elementary	0	45,997	786,871	0	0
ELC at Amy Deverland	0	5,100	0	0	26,000
ELC at Brook Park	0	0	0	0	31,000
ELC at Mary Castle	0	3,600	550	0	31,000
ELC of Winding Ridge	0	5,600	3,400	0	31,000
Fall Creek Valley MS	0	21,000	8,300	844,825	0
Forest Glen Elementary	0	1,840	8,200	41,653	0
Harrison Hill Elementary	0	4,580	126,376	77,724	0
Indian Creek Elementary	0	5,200	42,888	0	0
Lawrence Central High School	0	1,204,924	28,660	142,120	0
Lawrence North High School	0	38,730	80,250	32,600	1,947,800
Lawrence Township Administr...	262,430	262,030	266,410	243,420	213,483
Mary Castle Elementary	220,000	0	0	0	0
McKenzie Elementary	0	0	36,500	0	0
Oaklandon Elementary	388,750	0	0	0	0
Sales Text Elementary	0	0	491,441	42,500	0
Sunnyside Elementary	0	12,900	21,300	0	0

ALL 9 INDIANA EDUCATIONAL SERVICE CENTERS REGIONS CAN PURCHASE OFF THIS CONTRACT.



FREQUENTLY ASKED QUESTIONS.

What if my school is not a member of an ESC? Can we still join the program?

Yes, you will have to sign an agreement with a participating Service Center but once that is complete you can receive all of the same benefits and features as schools that are members. Becoming a member does however have its advantage. It means that member prices can be applied to your inventory.

I am a private institution, can we still join?

Yes, RoofSMART™ allows all private companies and schools to join an inter-local agreement with a Indiana Educational Service Center

If I wanted to use my own Architect do I have the ability to do that?

You can certainly use your own Architect in the design phase of the project. The benefit to using the RoofSMART™ architect is that with the bulk purchasing you're A/E fees can be reduced.

How do I find out which roofs need to be replaced and which ones are okay?

The great thing about the RoofSMART™ program is that when you join the program, all of the sq. ft. that you want to include in the program will be surveyed and you will be given a detailed condition analysis and budget plan for your inventory. (Roof Condition Indexing)

How do I sign up?

There is a customer sign up form on both the ESC's website along with a form on Moisture Managements website that can be filled out and submitted right online. If you prefer a downloadable form one is also available for you there.

Do I have to do a roof project every year?

No, you are not required to complete a Capital Project on a yearly basis, only when you request one.

RoofSMART™ Procurement Program

Exploit Buying Power

- Consolidate square footage of projects
- Bid Bundling
- Redistribute volume among suppliers
- Centralized Buying Power
- Lowest price will also be Best Value
- Compare costs/ transparency
- Data sharing through online database
- Review contractor performance history
- See roof system performance history
- Leak Repair Services
- 24hr. Emergency Service Hotline
- Planned Preventive Maintenance Programs
- Fixed Cost roof repairs for budgeting

Create an Advantage

- Bid Package Preparation
- Daily Job-Site Inspection
- Roof Consultants & Design Specialist (Architects/ Engineers)
- Optimize life cycle costs
- Single Source Responsibility
- Certified Quality Contractors
- Forces Accountability
- Terms & conditions of the School Corp.'s not Mfg.'s terms & conditions
- 3,5,7 & 10 year Strategic Planning
- Roof prioritization (Worst to Best)
- Budgets & Financial Planning
- Roof & Building Envelope Inspections & Management



WHAT IS ROOF SMART?

What does it do?

- Provides better roof analysis
- Provides best matched solutions to your problems
- Provides detailed budgeting & prioritization of your needs
- Provides for better roof design
- Provides for system evaluations
- Provides for better evaluations
- Provides for better contractor evaluation
- Provides better Project Management & Quality Assurance services
- Provides a more comprehensive warranty program

How does it work?

- It utilizes independent, unbiased 3rd party professionals to perform the analysis, design, bid packages, Project Management & QA to assure clients the best performance available.
- Exploits collective BUYING POWER for Indiana School Districts by centralizing annual Capital Projects in the bidding phase.
- Removes a great deal of the owner’s obligation to perform these services.
- Puts the right “hat” on the right expert (consultant, design, contractors & manufacturers) to assure they properly accomplish the task at hand.

What are the benefits to me?

- Provides best pricing possible for your roofing project.
- Provides best value (for the lowest price)
- Transfers liability back to the designer, contractor & manufacturer all under one warranty.



1. CONTRACTOR EVALUATION PROGRAM

2. MFG. EVALUATION PROGRAM

3. PROJECT IMPROVEMENT PROGRAM

4. ROOFSMART LEGAL SERVICES

5. VENDOR REVIEW COMMITTEE

6. PROFESSIONAL SERVICES SUPPORT

7. ROOFING UNIVERSITY



RoofSMART™ Procurement Program:

A collective agreement to implement a strategic way to procure Roofing & Waterproofing solutions. Includes the following options of warranty protection:

RoofSMART™ Warranty Compliance Program –

A program designed for new or existing roof systems that are currently under warranty or will be under warranty by a specific manufacturer or contractor.

RoofSMART™ Quality Assurance Warranty –

A trademarked and copyrighted warranty provided to the client for a fee, that forces the Manufacturer to provide warranty protection under the terms & conditions of the customer in lieu of the manufacturer's terms and conditions. This warranty includes yearly inspection & reporting services for the term of the warranty.

RoofSMART™ Moisture Guard Warranty -

A trademarked and copyrighted warranty provided to the client for a fee, that forces the Manufacturer to provide warranty protection under the terms & conditions of the customer in lieu of the manufacturer's terms and conditions. This warranty includes yearly inspection & reporting services, yearly preventive maintenance, & yearly house-keeping visitations for the term of the warranty.

RoofSMART™ PRC Program:

A Peer Review & Commissioning (PRC) program used for new or existing construction markets and transfers the liability away from the Professional Services firms & General Contracting firms and onto Moisture Management. Gives GC's & Professional Services firms the ability to out-source;• Job Site Inspections and oversight (QA-QC)• Evaluation, Commissioning & Reporting services• Trouble-shooting / Investigations• Moisture detection services• Value-Engineering services• Due Diligence gathering for Design• Detail drawing peer review• Roof Plan peer review• Specification peer review• Pre-Final & Final inspections

RoofSMART™ Performance Warranty Agreement & Warranty (PLUS) Agreement:

A professional liability out-sourcing program designed specifically for the Manufacturer and Warrantor of roofing systems and products. This product is specifically designed to provide a more economical alternative for the manufacturer to provide a warranty OF THEIR OWN, or,

our RoofSMART Warranty while at the same time transferring the liability of performance of their roof system off of them and onto MM. This product is designed to increase the quality of installation & performance while reducing warranty claims and the number of defects/leak incidents for the manufacturer.

RoofSMART™ Roofing Intelligence Appraisal™:

This program enables a potential client to purchase only the strategic plan portion of the RoofSMART Procurement Program. This program can be sold independently and allows the client to complete the "roof condition indexing/audit" of their inventory.

This program then offers our client a 3, 5, 7 or 10 year strategic plan as a way to gain control of their deteriorating assets. This provides in-depth roof analysis of their current roof asset inventory, then categorizes their inventory from the worst roof – to the best roof in the inventory and provides a budgeting program along with a strategic plan.



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