



overview

Jinhui Hotel Renovation and Decoration Project

OWNER:

Dali Jinhui Development Ltd.

DESIGN:

Dali Yifeng Design Co,

GENERAL CONTRACTOR:

Dali Sanhuan Construction
Engineering Co.

TIMELINE: 2019-2021

SIZE: 23680.6 Sq.ft

COST: \$ 1 million

DALI, CHINA 2021

Owners often have difficulty deciding on a satisfactory design team and a reliable material supplier before going to the site. In my report, I will describe what information the owner created and obtained to make each of the two decisions.



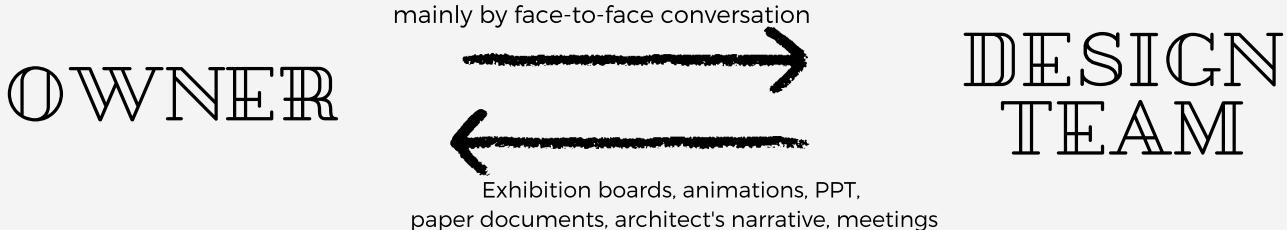
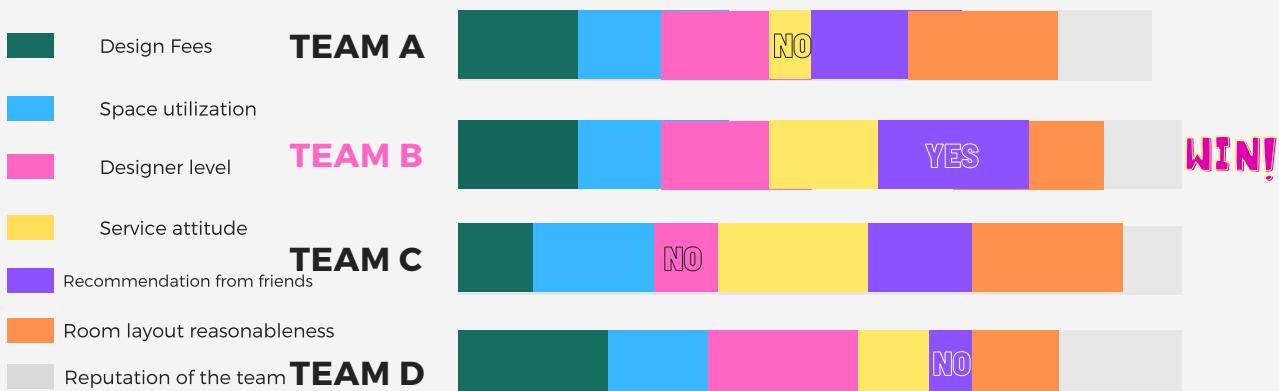
How does the owner choose a design team?

For Owners

The owner received proposals from four different design teams for this project. The owner provided the design team with the address, building area, surrounding environment, planned life span, approximate budget, investment plan, future use of the building, and previous drawings. Additionally, the design team was provided with information regarding the owner's personal preferences, avoidances, preferred styles, furniture storage requirements, and religious beliefs.

For Competitive Design Teams

After receiving the information from the owner, the design team will make their proposal based on that information. The proposal is divided into two parts, the first being the technical part and the second being the commercial part. The technical part consists of architectural, structural, and decoration designs. The commercial part consists of a company's qualification, its performance over the last three years, design fee, the company's financial flow, whether there are any employees with bad records, the company's business situation, and its previous portfolio.





How does the owner choose equipment suppliers ?

For Owners

Before purchasing, the owner will do some market research and speak to the same friend who owns the hotel. Solar water heater suppliers came to the construction site to collect the information they needed, including the floor and load of the building, as well as local regulations about building height.

The owner will generally need the following information to help make a decision about buying a solar water heater.

1. the unit price of the hotel-specific solar water heater.
 2. the ratio of hotel rooms to the number of solar hot water pipes.
 3. the ratio of the number of hot/cold water buckets and solar hot water pipes.
 4. whether an air-water heater, a booster pump, return water circulation pump is needed
 5. Is the bracket of the solar water heater welded with angle steel?
Angle welding is more durable.
 6. Does the air-water heater have the function of low temperature defrost?
 7. Solar water heater water pipe adapter is 304 stainless steel?
- All of these questions are information that the solar water heater supplier should provide to the owner. Only after answering these questions can the owner make a preliminary decision.**

For Equipment Suppliers Purchase Solar Water Heater

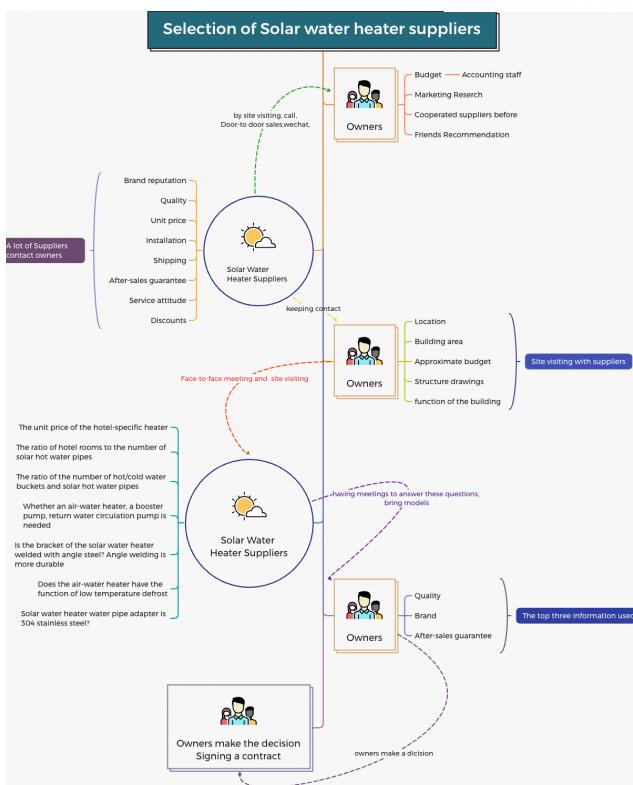
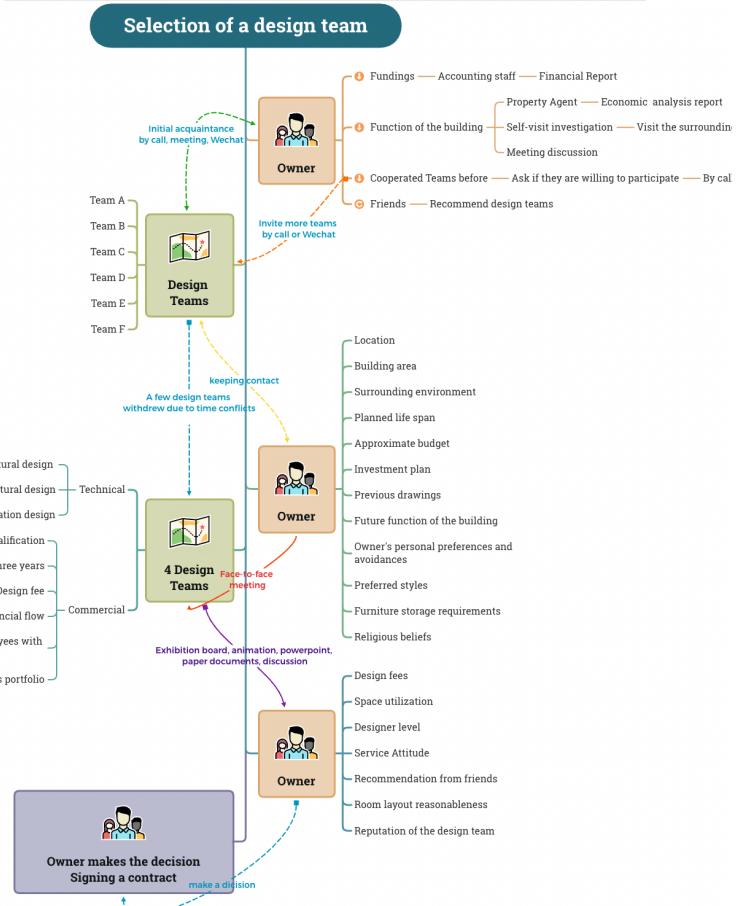
For a supplier, earning the owner's trust is essential to a successful pitch. Throughout this project, an example is provided by the purchase of a solar water heater. A solar water heater supplier needs to inform the owner about their brand, quality, price, installation, shipping, after-sales guarantee, service attitude, and discounts in order for the owner to focus more on them.



"we are more inclined to choose the brand, the big brand in the quality and after-sales service is the most reliable, followed by the possibility of considering friends who have used recommended to me suppliers."

SUMMARY

By comparing these two flowcharts, we can see that the owner in this project used some similar information and the same access to information when making these two different decisions.



“RECOMMENDATION FROM FRIENDS”

The owner of this small project prefers to hire the designer recommended by friends, and this proportion accounts for about 40% of his or her decision.

“BRAND”

This small project favors well-known brands of solar water heaters because big brands are more reliable in terms of quality and after-sales service.