



Quality Project Management, LLC  
YOUR PROJECT • OUR PASSION

## PROJECT SUMMARY

# *PROGRESSIVE*<sup>®</sup>

### Office Site Selection – Progressive Insurance Company

#### The Project

QPM served as an extension of Progressive’s corporate real estate group in their search for a site for their new call center. QPM was engaged throughout the due diligence and site selection process – evaluating multiple sites, preparing cost estimates, design and build schedules and finalizing scope. QPM also managed the architect, who was contracted direction with the client. Ultimately, QPM managed the bid process and contract award and our team acted as the field construction manager throughout the construction and closeout.

#### The QPM Solution

In order to position Progressive for an advantage in negotiations with developers, QPM utilized their local knowledge of the unique building codes of the three original cities considered. One of the short list sites was also a retrofit, which allowed QPM to assess the building for potential concerns such as asbestos or code issues. The findings from this assessment influenced Progressive to select an alternate site, and the developer’s awareness that QPM was assisting Progressive in evaluating multiple locations positioned Progressive at a strategic advantage in negotiations.

#### Results

Progressive successfully negotiated with the potential developer armed with a clearly defined scope, budget and project schedule based on local considerations.

#### More Information

For many more examples of QPM’s experience with projects like yours, visit [www.qpmlc.com](http://www.qpmlc.com) and click on “Projects”.