

## How to Combat an Alternate Lighting Package

Asking these questions puts you the **designer** in the driver's seat, to efficiently squash the alternate lighting package.

### Question #1

**Why am I not receiving submittals on what I specified?**

Contact your local agency salesperson(s) who assisted you on the project immediately.

What are the **reasons** you get for being presented with an alternate package?

Do not spend **time** reviewing anything, unless it is owner directed.

### Question #2

**What is the (unit) cost of the alternate fixtures?**

The moment a lighting manufacturer's representative sends a quote through channels, it is a **mystery** how the prices are being marked-up.

What if your carefully specified package is being **inflated** so that the alternate "Value Engineered" package looks more attractive?

### Question #3

**Is the alternate package from a single agency?**

If so, often the agent uses "Value Engineering" as an **excuse** to package products of a lesser quality, or without benefits you carefully vetted, at a price far above their worth. Single-agency packages are marketed to the owner, however the real **profit** is for the agent.

### Question #4

**What is the real cost of a "Value Engineered" process?**

- Who is going to review photometry on the alternate products?
- Do you plan to review samples of all the proposed alternates, like you have done on the specified material?
- Who is **ultimately** paying for this process? More times than not, "Value Engineering" is initiated by an agent, in conjunction with a contractor, marketed to the owner, but subsidized by the **designer**.