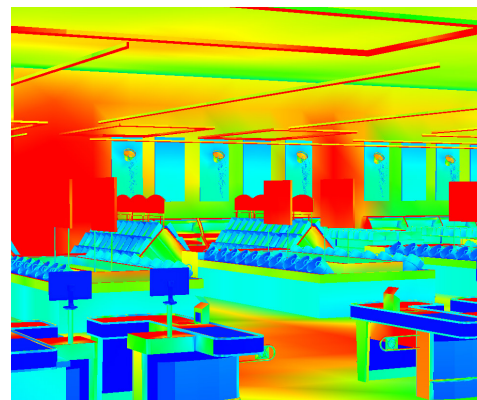


## CASE STUDY // Supermarket



# Value engineering re-engineered for greater savings and performance

*Design consultation with national supermarket chain brings big-time savings and performance*

## The challenge

Value engineering a lighting package can cause significant delays and down-the-road challenges for a project. Generally, the VE process is centered on cutting costs without respect for quality or performance.

At the same time, initial specifications from an architect can often miss on budget and timeline when it comes to final project bids.

A national supermarket chain we worked with was facing an over-specified lighting package with initial bids that were far too high.

## The solution

Regency's lighting design team engaged in the project to offer a fresh perspective by proposing thoroughly-evaluated equal alternate products. Rather than sourcing the least expensive substitutes, the designer used visual rendering software and solid manufacturer relationships to ensure that a set of proposed alternates met or exceeded the performance of an existing spec while targeting lower price points.

The resulting specification boosted the supermarket's light levels by 13.9 percent across key areas and **saved over 25 percent** in up-front materials costs.

### OBJECTIVES:

- Save on upfront material cost
- Boost light levels in key areas of store prototype
- Eliminate value-engineering delays
- Improve transparency by introducing line-item pricing, moving away from lot-priced quote
- Ensure that lead times are kept in check through proactive specification and sourcing

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## A better process

Value engineering is a given on many construction projects. The challenge comes from limited manufacturer access with architects or rep agencies and multiple layers of mark-ups on lot-priced lighting bids from general contractors.

When our customer saw how strategic lighting design, direct manufacturer relationships, and a manufacturer-agnostic approach could save 25 percent on upfront material costs and eliminate the delays typically associated with value engineering, they looked to eliminate the VE process altogether in future projects.

By using photometric calculations and renderings, Regency's lighting design team ensures that a project is not over-specified, that lead-times meet project goals, and that the overall lighting package stays on-budget and on-brand from schematic design to installation and commissioning. Ultimately, this process enables the customer to develop and scale retrofit plans and new prototypes with a new level of confidence and speed — maintaining a fresh brand and staying ahead of the competition.

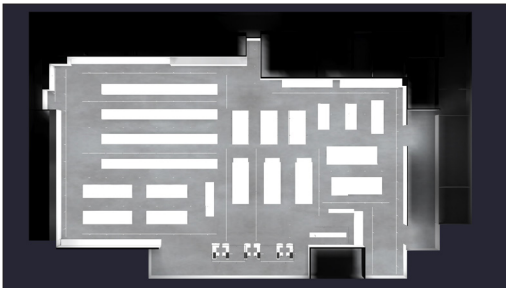
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***“Value engineering is a common practice in construction and remodel projects, but as our clients experience the benefits of our sophisticated tools and manufacturer-agnostic approach, it only makes sense to save even more time and money by involving our team earlier in the architectural design process. The return on investment is nearly immediate”***

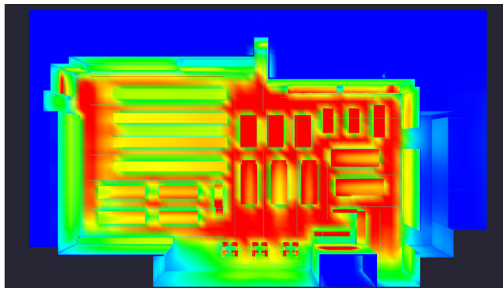
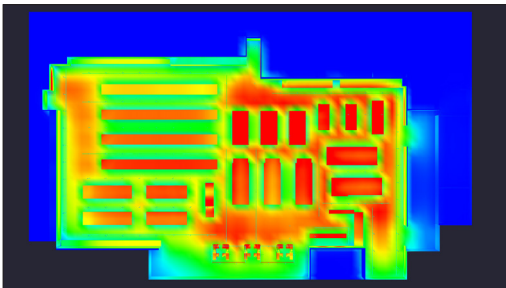
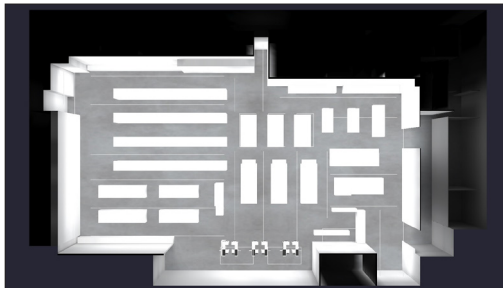
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**Jeremy Ames**  
Director of Design,  
Regency Supply

/ Existing /



/ Proposed /



Visual renderings used to help clients make data-driven, unbiased decisions on specifications.

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