



# Design and Layout Capabilities Exceed Customer Expectations

## Challenge

A customer specializing in design and fabrication of metal components for the North American construction industry wanted to remodel their facility to be more productive while keeping safety in mind. With everyone returning to the office following the COVID pandemic, they wanted a space that welcomed their customers and employees back. The original engineering design for the space was not what this customer envisioned, and Wesco was invited to provide a new layout. The open concept space was to be illuminated with architectural luminaires while the closed offices were to have standardized fixtures with controls throughout. The challenge was to adhere to budget constraints and tight deadlines.

## Solution

Wesco began with a site visit to assess the space and understand the customer's needs. Once we understood their requirements concerning the functionality of the space, we presented a Good-Better-Best (G-B-B) strategy for different product and service solutions. After a collaborative discussion process, a budget agreement was finalized. Understanding that time was critical, Wesco proposed luminaires that would fit within the budget and timeframe, saving the customer \$75,000 without compromising quality. Drawings and layouts were then reviewed and approved by the general contractor and end customer.

## Results

Through seamless coordination with the customer, contractors and suppliers, Wesco not only met but exceeded project requirements. The timely delivery and installation of luminaires aligned precisely with the proposed layout, showcasing the successful collaboration between the customer and Wesco. We achieved the customer's vision of a productive and customized workspace by leveraging our experience in lighting design and project execution.

## Summary

- Presented a Good-Better-Best (G-B-B) strategy for a variety of product and service solutions.
- Delivered the project on budget and on time.
- Implemented a solution that achieved an energy cost savings of 10%.



Start your projects with the most advanced range of lighting and energy-efficient solutions and services at [Wesco.com/lighting-canada](https://Wesco.com/lighting-canada).



**Ingenuity delivered.**

**Wesco.com**

240205S001 © 2024 Wesco International