



# THE BUSINESS CASE FOR DELIVERING BUILDING PERFORMANCE

Building performance is a key driver of business success. It is the foundation upon which a company's reputation, productivity, and profitability are built. Investing in high-quality building performance is not just a cost; it's a strategic investment that yields long-term benefits.

High-performance buildings offer numerous advantages, including reduced energy consumption, improved indoor air quality, and enhanced occupant health and productivity. These benefits translate into lower operational costs and higher revenue, making them a compelling business case for any organization.

## REDUCED COSTS

Investing in high-quality building performance can significantly reduce operational costs. Energy-efficient buildings consume less electricity and gas, leading to lower utility bills. Additionally, high-quality construction materials and methods can reduce maintenance and repair costs over the building's lifespan.

## MEETING MARKET DEMAND

As the market for high-quality buildings grows, organizations that invest in building performance are better positioned to meet market demand. High-quality buildings attract tenants and customers who value a healthy and productive work environment, leading to higher occupancy rates and increased revenue.

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# KEY RECOMMENDATIONS BY SECTOR

## INVESTORS AND DEVELOPERS

Investors and developers should consider the following key recommendations:

- 1. Conduct thorough market research and feasibility studies before investing in a new project.
- 2. Engage with local stakeholders and community groups to understand their needs and concerns.
- 3. Prioritize sustainable and resilient building practices to reduce environmental impact and ensure long-term viability.
- 4. Explore innovative financing models and partnerships to attract investment and share risks.
- 5. Implement robust risk management strategies to identify and mitigate potential challenges.
- 6. Focus on high-quality design and construction to enhance the value and appeal of the project.
- 7. Consider the long-term operational and maintenance costs of the project.
- 8. Stay up-to-date on regulatory changes and industry trends to adapt strategies accordingly.
- 9. Foster a culture of transparency and accountability throughout the project lifecycle.
- 10. Leverage technology and data to optimize project performance and decision-making.

## DESIGNERS

Designers should consider the following key recommendations:

- 1. Collaborate closely with clients and other stakeholders to define project goals and requirements.
- 2. Adopt a holistic design approach that considers the entire project lifecycle, from conception to operation.
- 3. Prioritize sustainability and resilience in design decisions to reduce environmental impact and ensure long-term viability.
- 4. Engage with local stakeholders and community groups to understand their needs and concerns.
- 5. Explore innovative design solutions and materials to enhance the value and appeal of the project.
- 6. Implement robust quality control measures to ensure high standards of design and construction.
- 7. Consider the long-term operational and maintenance costs of the project.
- 8. Stay up-to-date on regulatory changes and industry trends to adapt designs accordingly.
- 9. Foster a culture of transparency and accountability throughout the project lifecycle.
- 10. Leverage technology and data to optimize design performance and decision-making.

## CONTRACTORS

Contractors should consider the following key recommendations:

- 1. Conduct thorough site assessments and risk evaluations before starting construction.
- 2. Engage with local stakeholders and community groups to understand their needs and concerns.
- 3. Prioritize safety and health protocols to ensure the well-being of all workers on-site.
- 4. Implement robust quality control measures to ensure high standards of construction.
- 5. Explore innovative construction methods and materials to enhance efficiency and reduce environmental impact.
- 6. Consider the long-term operational and maintenance costs of the project.
- 7. Stay up-to-date on regulatory changes and industry trends to adapt construction practices accordingly.
- 8. Foster a culture of transparency and accountability throughout the project lifecycle.
- 9. Leverage technology and data to optimize construction performance and decision-making.
- 10. Collaborate closely with other project stakeholders to ensure seamless integration and delivery.

## OCCUPIERS

Occupiers should consider the following key recommendations:

- 1. Conduct thorough site assessments and risk evaluations before starting occupancy.
- 2. Engage with local stakeholders and community groups to understand their needs and concerns.
- 3. Prioritize safety and health protocols to ensure the well-being of all occupants.
- 4. Implement robust quality control measures to ensure high standards of occupancy.
- 5. Explore innovative occupancy models and materials to enhance efficiency and reduce environmental impact.
- 6. Consider the long-term operational and maintenance costs of the project.
- 7. Stay up-to-date on regulatory changes and industry trends to adapt occupancy practices accordingly.
- 8. Foster a culture of transparency and accountability throughout the project lifecycle.
- 9. Leverage technology and data to optimize occupancy performance and decision-making.
- 10. Collaborate closely with other project stakeholders to ensure seamless integration and delivery.