

High Quality / Low Cost Business Model

DMI Entegral Solutions Group – Company Profile



“The catalyst for high quality and low cost is trust, and DMI Entegral has built a business on earning and demonstrating that one variable.”

Entegral’s High Quality, Low Cost Philosophy

When faced with a choice among quality, speed, and cost, typically you can have two. If you want something low cost and fast, it is most often going to be low quality. If you want high quality and fast, it will usually cost you more. However, there is another variable that, when introduced into the equation, can allow you to have all three. The catalyst for high quality and low cost is *trust*, and DMI Entegral has built a business on earning and demonstrating that one variable. To do that, it requires a high level of talent, an intense commitment to results, and transparency that only comes from a lean business model.

Experienced

Quality, Speed

Though there is an enormous pool of talent in the Energy Efficient Design and Construction industry that has developed over the past 15-20 years, it has remained dispersed and diluted among the big companies. That is why DMI Entegral set out to capture and concentrate the best talent in order to provide superior project design, construction, and performance management with greater first time quality and speed.

Effective

Quality, Cost

Traditional design and construction delivery has a natural focus on defining “effective” as being on time and within budget. While those are obvious criteria that must be measured and managed, it stops short of the true effectiveness of a project – that is, why it was done in the first place. At DMI Entegral, we take a results mindset into everything that we do, and we ask the question, “What do you want the results to be 2, 5, and 10 years after construction?” That intense focus on results creates true project quality based on relevant benchmarks, it eliminates steps that don’t impact the results and creates enormous efficiency.

Efficient

Speed, Cost

With a superior talent level and a sharp focus on client-defined benchmarks, we are able to cut tremendous waste out of a historically fat business. With a thin top line and industry low markups, we are willing and able to be transparent with our clients in all aspects of a projects’ cost and savings. It is this transparency, which is a product of our experience, our effectiveness, and our efficiency, that builds trust with our clients and allows us to deliver the highest quality projects at the lowest cost in the industry.