

Case Study — Technology Consulting Delivers "Right Fit" Technology and Significantly Reduces Budget



INTRODUCTION

What's the most typical objection to hiring PAS?

OWNER: *I can get cheaper or even free design services from the tech design/build sub, why would I pay so much for a consultant?*

PAS: *The consulting-only model and design/build model are not the same. The consulting model has a higher upfront cost, but has a lower overall cost and is more likely to deliver the "right fit" tech experience for owners.*

Owners should engage an agnostic, design-only consultant if they value the following:

- Product-agnostic and budget-agnostic advice regarding best-fit tech products
- Protection from being sold overly complex systems and high-cost/high-margin products
- Maximum simplicity and reliability at a minimal budget
- Having an agnostic tech advocate before, during, and after construction

What is the proof we can provide better fit technology at a lower overall cost? Please consider the recent case study, which illustrates the differences between the two models.

PARTNERS AND SENSE

PARTNERSANDSENSE.COM
T: 415.286.5216

EXECUTIVE SUMMARY

How Independent Technology Consulting Delivered a Simpler, Better-Fit Technology Solution & Saved an Owner Over \$200K

When a Beverly Hills homeowner faced a complex, costly, and poorly tailored technology proposal from a design/build subcontractor, they turned to **Partners and Sense (PAS)** for independent technology consulting. **PAS** listened to the owner's needs, redefined the scope to better align the technology with the owner's lifestyle preferences, and delivered a simplified, high-performance solution—while saving **over \$200,000**.

PROJECT BACKGROUND

Project Type: Luxury Single-Family Residence

Construction Phase: MEP Rough-in

Project Size: 6,500 sqft

Location: Beverly Hills, CA

The owner received a bundled technology package (Network, AV, Security, Shades, Controls) from a design/build subcontractor. The quote:

- Totaled \$635,000
- Consisted of basic BOMs (Bill of Materials) without narratives or descriptions
- Provided no clarity on user experience or system functionality

The owner hesitated to sign off. The technology felt mismatched to their needs, overly complex, and overpriced.

WHY PAS WAS ENGAGED

The architect and owner engaged **PAS** to:

- Provide an objective assessment of the technology proposal
- Align technology scope with the owner's preferences
- Avoid being sold complex and/or high-margin tech
- Create a scope document for competitive bidding that reflects the owner's true needs

PAS APPROACH

1 Client Discovery

- **PAS** interviewed the homeowner to define functional needs, tech priorities and preferences

2 Scope Audit

- Found **misalignment** between proposed systems and owner requirements and expectations
- Identified **overly complex AV, Security and Control systems**
- Detected a **weak, consumer-grade network design**, unsuitable for a luxury home

3 Scope Redesign & Reconciliation

- Simplified AV, Security and Control systems
- Upgraded network to **enterprise-grade performance**
- Removed numerous redundant components and failure points

4 Competitive Bidding

- Created detailed scope documents
- Assisted the builder in sourcing **competitive bids** from multiple qualified vendors
- Analyzed, corrected and “level set” all bids to confirm they met owner’s expectations

RESULTS

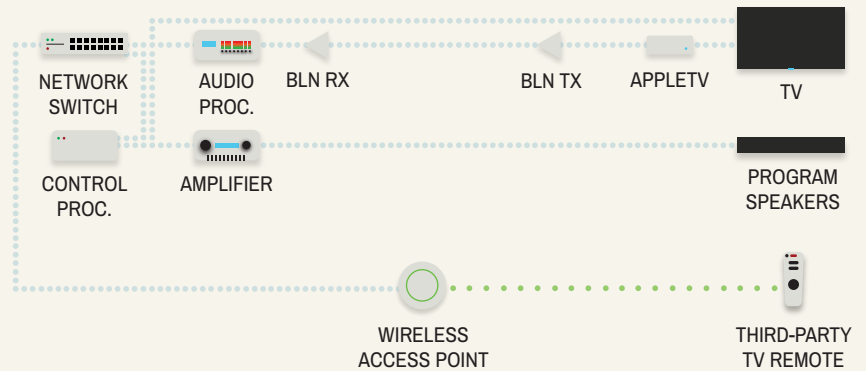
The project team’s engagement of **PAS** resulted in the following:

- User Experience **Aligned** with owner’s Technology Goals
- Simplified System Architecture for **improved reliability**
- Network Upgraded to **Enterprise-Grade**
- Total Budget Reduced by **\$205,000** (32%)

EXAMPLE OF SYSTEM SIMPLIFICATION

X Design/Build Solution

The proposed approach for TV control and audio was highly complex, including 10+ devices and hundreds of feet of network and speaker cabling. This approach had many potential points of failure, and was also a significant driver of the AV budget.



✓ PAS Solution

PAS simplified TV control and audio, removing all devices except the TV and the TV remote.

This provided the functionality the client wanted, **increased the reliability** of the system, and **greatly reduced the AV budget**.



BUDGET BREAKDOWN

Category	Original Cost	Final Cost	Change	% Change
Network	\$ 20,000	\$ 63,000	+ \$ 43,000	+215%
Audio/Video	\$ 374,000	\$ 230,000	- \$ 144,000	-39%
Controls	\$ 28,000	\$ 0	- \$ 28,000	-100%
Security	\$ 90,000	\$ 20,000	- \$ 70,000	-78%
Shades	\$ 123,000	\$ 117,000	- \$ 6,000	-5%
Total(s)	\$ 635,000	\$ 430,000	- \$ 205,000	-32%

CONSULTING VS. DESIGN/BUILD: KEY DIFFERENCES

	PAS Consulting Model	Design/Build Model
Product Neutrality	● Yes	● No
Technology Advocacy	● For Owner	● For Vendor
Scope Alignment	● With Owner Intent	● With Vendor Profit/Margin
System Complexity	Low (Fewer Components)	High (More Components)
System Reliability	High (Fewer Components)	Low (More Components)
Upfront Cost	Higher (Design Fee)	Lower (Free Design)
Overall Cost	Lower (Decreased Product Cost)	Higher (Increased Product Cost)

CONCLUSION

Engaging **PAS** as an independent consultant allowed the owner to:

- Get the **right technology fit**
- Significantly **reduce project technology budget**
- Achieve **greater reliability** and **future-proofing**

Design/build may seem cheaper upfront, but it often costs more and delivers less. **PAS** technology designs are driven by owner requirements, not by product margin.

ABOUT PAS

Partners and Sense — designs technology systems for luxury estates, boutique hotels, private museums, clubs, and other exclusive facilities.

WHERE WE WORK

PAS primarily works on the West Coast, Hawaii, Mountain West, Texas and the East Coast, as well as in the Middle East.

PROJECT EXPERIENCE

- **Over 250 Private Residences**
California (Primarily Bay Area, Los Angeles, Palm Springs), Hawaii, Colorado, Montana, Florida
- **Private Museums** Napa & Los Angeles
- **Private Resort** Palm Springs
- **Wineries** Healdsburg & Napa
- **Boutique Hotel** Palo Alto
- **Commercial Office** Honolulu
- **Commercial Office** Jordan (International)



GET IN TOUCH

PARTNERS AND SENSE

E: info@partnersandsense.com
T: 415.286.65216
W: partnersandsense.com

Learn more and confirm the tech requirements for your project—please click here to check out our **2025 Technology Guide for Homes and Estates**

