

# Medical Experience Counts

As the people who perform at the highest levels of professionalism, physicians and healthcare administrators recognize the specialized knowledge, experience and adherence to principles that separates them from others. This is reason alone for healthcare professionals to expect and receive the same high commitment from a builder of their medical facilities.

Construction decisions influence the financial health of any medical organization—not only from the standpoint of immediate construction costs, but also as the completed construction affects ongoing efficiency and daily operating costs.

This fact underscores why any contractor for medical/healthcare facilities - whether new building, expansion or remodeling - should augment its construction skills with the same high principles of the medical and healthcare delivery professions it serves.

Medical facilities constructed by Schmeling can be seen throughout the Rock River Valley. In the process of building these facilities, Schmeling's people have proven that the following list of assets are critical to realize the most building for your money.



## Trust

The most valued asset in a relationship is trust. In all cases, trust is earned by *actions*, not words.

Just like physicians earn the trust of their patients and administrators earn the trust of their staff, Schmeling's have earned the trust of their clients.

One measure of how actively Schmeling Construction earns trust is that more than two thirds of our total business comes from clients we have served previously.

## Insights

Schmelings' insights to healthcare construction are based on the understanding that building a medical facility involves more than bricks and mortar. It also includes discerning how to construct an environment which will *literally* facilitate the practice of medicine and healthcare most comfortably for patients and staff, as well as most efficiently and cost-effectively for our client.

## Flexibility

Our people know how to work with changing conditions smoothly and harmoniously. This includes recognizing when medical and healthcare ongoing operations cannot be interrupted by construction.

## Objectivity

We look at any potential project from the client's point of view, simultaneously remaining mindful of possible other choices the medical provider should at least consider as a "better way" to achieve their same goal.

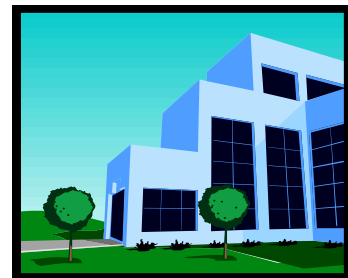
## Time Management

The entire Schmeling organization is very time-conscious. The tools we employ to help manage our time include the latest construction data control systems. They also include hands-on management. Visits by our project managers to every work site virtually every day enable time-saving decisions to be made on-the-spot.



## Continuing Care

Just because a construction task is finished doesn't mean Schmeling client service is. We keep working to provide whatever services you may need, just as physicians provide continued care for their patients.



When you begin thinking about healthcare construction, call us first.

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