



*"..While there were many aspects of what you did to add value, However, I think there were three main areas where you really shined.*

*Schedule – I remember when we interviewed you, you came prepared with a project schedule as part of the discussion. At the end of the day after all of the work we went through, we moved in 11 calendar days before you had initially indicated at the interview! It is clear that you have a tremendous knowledge and understanding of how these projects go together and what it takes to get them completed.*

*Vendor Engagement – We had no idea who the “players” were in the marketplace nor did I understand how many vendors we would ultimately need to get the project complete. You successfully bid out all of the vendors such that we received the best market rates and held them accountable for schedule and their specific scope.*

*Accounting – With your accounting system, we always knew exactly where we stood on budget and contingency usage...”*

**Dave Arnold**  
**VP Finance & Operations – Udemy, Inc**

### PROJECT INFORMATION

**Architect:** RMW

**Contractor:** Novo Construction

**Size:** 40,000 s.f.

**Project Costs:** \$7,000,000

### UDEMY, SAN FRANCISCO, CA

The Udemy Project consisted of complete demo and remodel of two floors, which would serve as their new Corporate Headquarters. While budget served as a big driver, achieving the correct look and feel of this start ups first “Big Boy” space truly was what drove the project. After budgeting all of Udemy’s “wants”, the project went into VE Mode – a mode not unfamiliar for Skyline. Skyline netted \$230,000 savings from the VE Exercise to stay within the required budget..

The Skyline Partners team of Keith DeBrine and was completely responsible for all management aspects of this project. The specific areas and vendors they managed included: project budget, schedule, user expectations, move management , space planning / allocation, architect / design, building permits, general contractor, audio visual, furniture, data cabling, white noise system, telephones and equipment, and movers.

Skyline delivered the project 11 days ahead of the schedule they provide when Udemy first interviewed them.

