

## **Roussey Companies Services Case Studies**

### **Introduction**

Roussey Companies provides design and project management services to the electric, gas, and telecommunication utility industries. For fifteen years Roussey Companies has provided an alternative to in house design work by offering the skills and professionalism of industry experienced personnel. Roussey Companies has proven itself as a cost effective, quality organization that can save utilities money and time throughout the design and construction process.

Many utility companies, regardless of which industry they specialize in, have experienced the need to do more with less. This pressure is the result of downsizing, retirements, competition, deregulation, and the need for increased profitability. Utility companies have found that by outsourcing design, project management, and job coordination services, savings can be realized without sacrificing quality. Many of the personnel providing design and project management services at Roussey Companies are the same people who gained experience in the utility industry but left as the result of downsizing, reorganization, buy-outs, and retirement. These people gained years of experience as utility employees, and can now apply their knowledge and expertise as a service to the industry.

Outsourced design and project management functions allow a utility to maintain ultimate control of a project without incurring the overhead associated with a skilled staff. As a result, a utility can experience the benefits of quality design and project management while maintaining a streamlined organization that can adjust readily to the peaks and valleys of a variable work load.

### **Metromedia Fiber Network Services (MFN) Case Study**

Roussey Companies has been providing design and construction services to Metromedia Fiber Network Services (MFN) for the past three years. Services provided by Roussey Companies have steadily expanded to meet the increasing needs of MFN's business model.

Roussey Companies began by performing feasibility studies for future fiber optic expansion for both network development and specific client inquiries. A need quickly developed to provide as-built documentation for previously constructed fiber optic networks. The CAD drawings required modification to document for MFN newly established as-built standards and the creation of database files to populate a fiber tracking system.

As the relationship between MFN and Roussey Companies grew, the level of responsibility expanded. Specific job tasks and functions provided include:

- Complete design and construction drawings for network expansion, central office co-location, and client building laterals and building entries for urban and suburban conditions.
- Designs that include all approved state, municipal, and environmental permits, lease applications for existing infrastructure, and splicing packages.
- Construction management that ensures construction is performed according to MFN design standards and the ultimate end user's requirements.
- Project management that includes complete project schedules, preparation and evaluation of construction bid proposals, budget preparation, equipment ordering, end user status meetings, and oversight of design and construction management.

During the second quarter of 2000, MFN was awarded a contract by an S&P 500 company to provide dark fiber to multiple sites within the Greater Philadelphia Area. The project plan contained an aggressive schedule that MFN accepted, and the project was presented as a test case to MFN. Based upon the outcome of the fiber optic deployment within the Greater Philadelphia Area, the client would decide whether to commit their information network of the northeastern portion of the United States to MFN.

MFN entrusted Roussey Companies to manage the entire project. Roussey Companies identified the critical path requirements and developed cost based strategies with contingency plans to ensure a successful outcome. The Roussey team performed the following:

- Projected the length of permit processing time to install new facilities within the various agencies' rights-of-way.
- Determined the probability and expected response timing of the various existing infrastructure options to route or swap fiber optic cable.
- Created contingency designs in preparation of construction depending upon the results of the various options.

- Contacted the various agencies to determine the likely outcome of the various options and negotiated response and approval dates to establish accountability with the agencies.
- Managed the construction schedule with the various vendors to ensure proper focus and commitment.
- Informed MFN and their client of the action items that they were responsible for and the necessary timing of these actions.

A number of the contingency plans were required during the course of the project. One contingency plan was to obtain underground conduit from a MFN competitor through a fiber swap. Roussey Companies was able to initiate the facility swap because of an existing Roussey Companies' relationship with the MFN competitor.

The project was completed on schedule and under budget with MFN being awarded the remainder of the client's sites within northeastern portion of the United States.

### **IXC, Inc. Case Study**

IXC, Inc. requested an underground route through a portion of Philadelphia where the existing infrastructure was old and congested. The client was most concerned with connecting an underground fiber optic cable between two locations and avoiding costly and time consuming new conduit construction.

Since the specific route was not their priority concern, the potential for underground options was an advantage. Numerous routes were explored through extensive record research effort as well as manhole inspections to verify the records until a continuous path was determined.

The construction phase of the project began to prove that significant portions of the proposed infrastructure route were impassable due to deteriorating conduits. Alternate routes around the impassable conduits were investigated through additional record research and manhole inspections.

Two of the alternate routes were proven to be impassable. Significant amounts of new conduit construction would impact the budget and schedule of the project.

Roussey Companies' solution was to assemble the surrounding conduit system records for the impassable areas and work in the field with the construction crews to explore alternate routes and assess the various options in a short timeframe.

Roussey Companies provided the client with an infrastructure route for fiber optic cable that contained less than 5% of new conduit construction, which enabled the client to meet their internal schedule while being 20% under budget.

## **Summary**

Outsourcing design services work has proven itself to be an excellent way for utilities to save money and still accomplish critical work. Outsourcing design and project management tasks to Roussey Companies ensures that quality is maintained while providing an economical means of achieving corporate goals. Roussey Companies has performed design and coordination work for several local utilities, and has received positive reviews and references. Roussey Companies' professionalism and experience are the result of employing personnel who have performed in the utility industries and are now available to assist companies that don't have the staff to handle a heavy workload. Roussey Companies is committed to providing quality services to the utility industry and contributing to the success of its clients.

For additional information and contacts, contact Bob Lyhus at Roussey Companies.