

## Procurement Strategy - Delivering Value in a Shifting Market

VIVA Railings is the industry's leading turnkey provider of architectural railing and metal panel systems. With expertise in design, engineering, manufacturing, and installation—and sourcing capabilities both in the U.S. and abroad—we're uniquely positioned to deliver value in any market condition.

Considering recent tariff changes and global volatility, our procurement process is designed for flexibility. Each project is evaluated independently to determine the most cost-effective and efficient strategy without compromising quality, compliance, or schedule.

### Our Procurement Models

Each project is assessed to determine the optimal sourcing path:

MODEL	Domestic / Domestic	International / U.S. Fabricated	International / International
<b>Sourcing</b>	U.S. materials + fabrication	Intl. materials + U.S. fabrication	Intl. materials + fabrication
<b>Use Case</b>	Best for Buy America(n) compliance	Balanced value, U.S. labor	Cost-sensitive, value-engineered projects
<b>Key Challenge</b>	High labor cost, longer lead times	Tariffs reduce savings	Tariff exposure, freight complexity

**How We Decide** - Every project is unique. VIVA evaluates multiple variables before selecting the ideal procurement approach:

- Tariff impact & supply chain
- Project lead time & schedule
- Budget & design intent
- Labor cost & availability
- Compliance (e.g., Buy America)

**Result:** A custom strategy that protects your project.

### Tariff Summary (2018–2025)

- Jul 2018: 25% tariff on \$34B of goods
- Feb 2020: Reduced to 7.5%
- Feb–Apr 2025: Raised to cumulative 104%

**Despite this, we've kept pricing impact minimal through:**

- Strategic global sourcing
- Domestic options when needed
- Early engagement and planning

**Why It's Complex - Pricing is affected by:**

- Tariff shifts & trade policy
- Freight delays & port congestion
- Currency fluctuations
- Material & labor market dynamics

We rely on trusted global partnerships and bundled procurement—so detailed line-item backup is often not available.

**Bottom Line** - Tariffs are real—but they don't have to disrupt your project. VIVA brings flexible strategies, smart sourcing, and proactive communication to protect your budget and schedule.

**Let's build with certainty—even in uncertain times.**



vivarailings.com



151 W. Vista Ridge Mall Dr. Lewisville, TX 75067



info@vivarailings.com



972.353.8482