

# Independent Spec Writers vs. Factory Direct Services

## Who Independents are:

Independent specification groups focus on maximizing developer ROI in CSI divisions 8, 10, 26, and 28. Unlike global conglomerates, Independent Spec Writers are not tied to proprietary products — their allegiance is to project success, not product sales.

## Side-by-Side Comparison

Factor	Independents	ASSA ABLOY, Allegion & Dorma-Kaba
Specification Approach	Independent, product-agnostic	Manufacturer-driven, favoring their own brands over project specific needs
Cost Impact	Specs designed to drive competitive bidding and lower total project cost	Specs often limit competition, higher cost risk
Agility & Responsiveness	Lean, fast turnaround, tailored deliverables	Slower, corporate processes
Focus	ROI-driven projects, locally based, requiring high quality products in 1-to-1 open bid environment	Global, broad portfolio, less project-specific
Client Benefit	Maximized choice, transparency, open market competition	Locked into proprietary systems, limited flexibility

## Why Developers Choose Independent Spec Writers

- **ROI First:** Specs save money through competitive bidding, not funneling into a proprietary package.
  - **Speed & Flexibility:** Fast turnaround, responsive to project needs. Follow through from start to finish (DD thru Punch lists), regardless of what products are ultimately used.
  - **Unbiased Expertise:** Specs meet performance and budget goals — not sales quotas.
  - **Proven Results:** Case studies show Independent specs cut hardware costs by 15–30% while maintaining quality and compliance.
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## Positioning Statement

**ASSA ABLOY, Allegion & Dorma-Kaba sell their products.**

**Independent Spec Writers sell INDEPENDENT services tailored to your needs, helping with ROI, and ultimately, peace of mind.**

With Independents, Owners, Architects & Developers know their specifications are written in their best interest — ensuring open competition, lower costs, and successful projects delivered on time and on budget.

If you would like more information on who the independent spec writers are in your area, or would like help in locating some, please feel free to contact us at 781-344-8411.