



# Managed Installation Services

# Ducting Installation without the Headaches

## More Than Just Labour. Complete Installation Delivery.

Most labour-hire companies provide a worker with tools.  
ARLO provides a complete installation solution.

From duct supply and logistics through to installation, QA, HSE and project coordination, our experienced installation team helps mechanical contractors reduce risk, reduce management overhead and keep projects moving.



NZICC - Auckland - Supply & Install

## Why Contractors Choose ARLO Installation

- Supply + Installation + Logistics
- Flexible Resources
- QA & HSE Management
- Factory-to-Site Coordination
- Reduced Rework
- Managed Consumables & Equipment
- Faster Problem Resolution
- Experienced HVAC Installation Teams
- Reduced Contractor Management Burden

## Labour Hire vs ARLO Managed Installation

| Using Hired Labour                     | ARLO Managed Installation               |
|----------------------------------------|-----------------------------------------|
| Labour only                            | Complete managed installation           |
| Requires contractor supervision        | Dedicated installation coordination     |
| Productivity risk sits with contractor | Integrated fabrication and installation |
| Attendance issues impact programme     | Flexible labour resources               |
| Contractor manages logistics           | Faster response to site changes         |
| Contractor manages QA                  | QA processes managed                    |
| Contractor manages HSE                 | HSE processes managed                   |
| Contractor carries rework risk         | Greater accountability for outcomes     |
| Disjointed supply chain                | We own and control the supply chain     |

## The Hidden Costs of Labour-Only Installation

Workplace experts will tell you about the ‘soft’ costs that will add between **30% and 60%** to a base labour rate, depending on whether the work environment is low risk or high risk — where comprehensive on-site HSE is required.

And these additional costs are over and above the statutory ‘on-costs’ such as holiday and sick pay etc, which themselves add around **20%** to an hourly rate.

**Therefore, the true hourly cost on a \$35 hourly pay rate could be closer to \$70 in total.**

| Item               |             | % Rate | Additional Cost | Actual Cost Per Hour |
|--------------------|-------------|--------|-----------------|----------------------|
| Base Cost per hour | <b>\$35</b> |        |                 |                      |
| Statutory on-costs |             | 20%    | \$7.00          | \$42                 |
| Soft Costs @ 30%   |             | 30%    | \$12.60         | \$54.60              |
| Soft Costs @ 60%   |             | 60%    | \$25.20         | <b>\$67.20</b>       |

Try our [FREE online calculator](#) to measure the real costs of duct installation





## ARLO Express Managed Installation Projects Include:

NZ International Conference Centre  
Te Kaha / One NZ Stadium  
Site 6 - Wynyard Quarter Innovation Precinct  
Fisher and Paykel Global HQ  
AUT Te Āhuru Recreation Centre  
Hotel Indigo Auckland by IHG  
Lorne Street - Student Accommodation



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Read our blog article on [Managed Installation](#) and  
try our [FREE calculator](#) to measure the real costs of duct installation