

ASPE TechSymposium2021



**Edwin Gonzalez, CPD,
ASSE/IAPMO/ANSI 12080 Certified**

Edwin Gonzalez is a Piping Systems Specialist at GF Piping Systems. He has been in the plumbing design industry for more than 30 years, starting as a drafter for an engineering firm in Wethersfield, Connecticut, and quickly learning plumbing design. His experience includes plumbing systems design for major commercial work, multifamily, hospitality, healthcare, and institutional facilities. He also has 15 years of experience working for a mechanical contractor in Central Florida. He is experienced in CAD and REVIT. Edwin has done presentations on water automation at many ASPE Chapters, was a panelist at the Emerging Water Technology Symposium, and also wrote an article on the need for plumbing systems to be more dynamic and resilient to deal with today's challenges. His certifications include ASPE's CPD and ASSE/IAPMO/ANSI 12080 Certified Legionella Water Safety and Management Specialist. Edwin has been involved with the Central Florida ASPE Chapter for many years, where he has served as a former Chapter President and is still involved as a board member for the Central Florida Chapter.

Becoming a Solution Provider

This session will describe the strategy of a business model extension by engineering firms and manufacturers, adding offerings of first services, product performance, and potential solutions for the client. It will discuss the potential benefits and challenges of applying a solution provider business model. Benefits include creating stable revenue, higher margins, and closer relationships with clients. Challenges include changing the value proposition to service and solutions, changes in organizational culture, team goals, competence, technology, and objectives.