



The Survival Guide for General Contractors

Mike Wood | April 20, 2016

Strategies for general contractors of every size. Do you have what it takes to survive?

PROCORE

Presenter



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Agenda

1. Taking Quality & Safety to the Next Level
2. Investing in Technology
3. Creating Collaborative Environments
4. Creating Standard Processes
5. Efficiency = Saved Time = Money Saved
6. Seamlessly Linking the Field & Office
7. Providing Real-Time Financial Data



Quality & Safety

- + Billions spent in rework each year
- + Make quality and safety real-time processes
- + Increase accountability and visibility
- + Make reporting a priority and standard process
- + Set clear expectation for quality and safety management



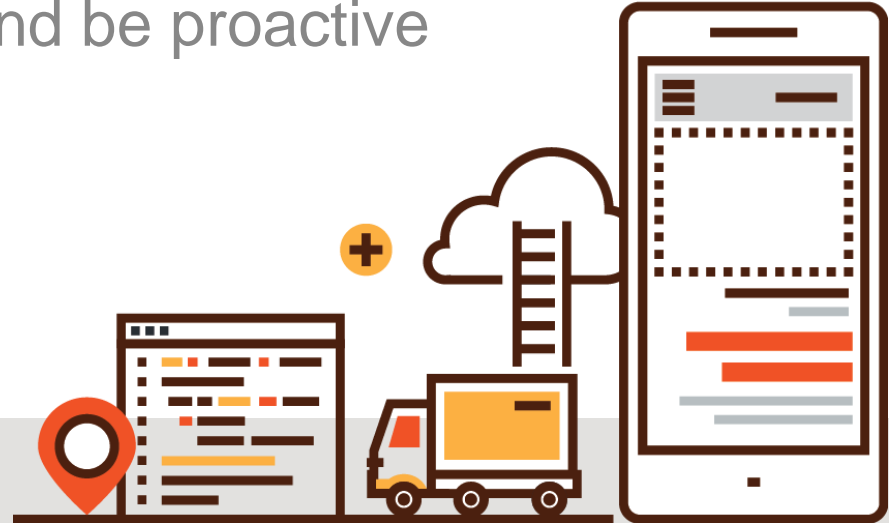
Technology



- + Make the commitment and investment
- + Understand the power as well as the limitations
- + Provide proper training and expectations
- + Clearly understand and define the role of technology in your business
- + Provide the best possible environment

Collaborative Environments

- + Project schedules and complexities require collaboration
- + Close the communication gap
- + Stay ahead of the curve and be proactive



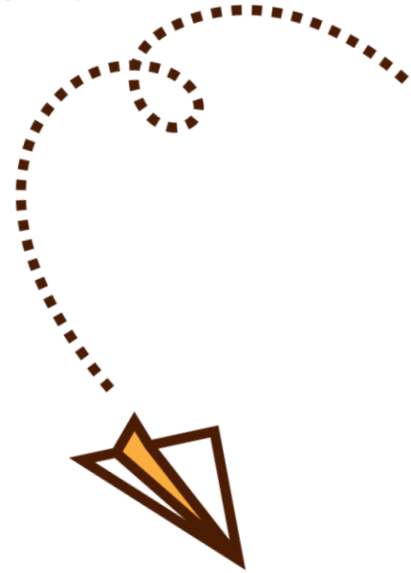
Standard Processes

- + Technology can be a process accelerator
- + Successful projects are only as good as their processes
- + Create a culture of discipline and standards
- + Provide the resources for employees to succeed



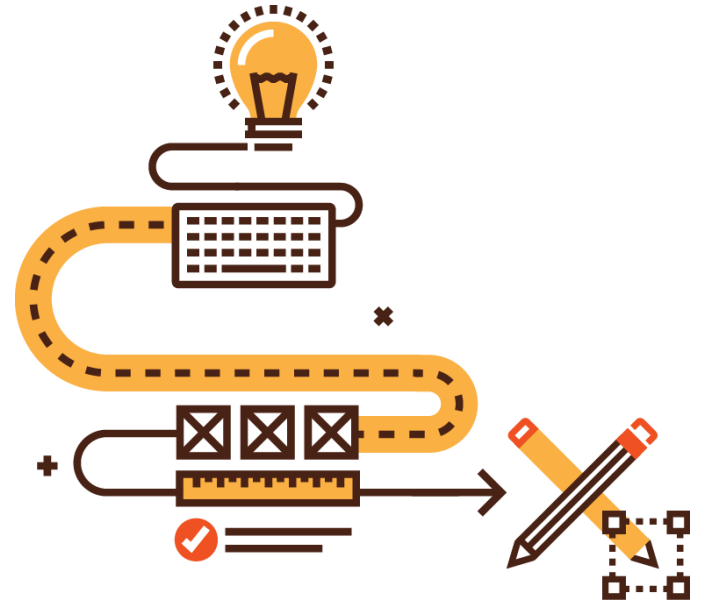
Efficiency Savings

- + Seconds to minutes, minutes to hours, hours to days
- + You are only as good as your least efficient project or process
- + Thoroughly evaluate inefficiencies
- + Create a plan and execute



Linking The Field & Office

- + Provide the tools and processes for success
- + Identify the key players, and provide them with tools to succeed
- + Change attitudes and expectations
- + Make reporting a standard



Real-Time Financial Data

- + Realize the need for current and up-to-date financial data
- + Involve the key players in the field and office
- + Develop a standard for managing financial data communication
- + Understand what's at stake financially



Questions?



Thank you!

Contact Us

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