



CONSULTING

# Contractor Management

## *Effectiveness Consulting*

*"I seem to be spending more on contractors and getting less. Is this the best I can do?"*

*"I'm using specialty contractors so I must be getting the best work done in the most effective way.....**Aren't I?**"*

*"I've negotiated the lowest hourly rate for the supplemental contractor performing all of my maintenance on the plant so **I know** I'm getting the lowest possible cost to perform painting and insulation maintenance...**Right?**"*

Do these thoughts and questions sound familiar? In many cases the unfortunate answer to these questions is "NO"! Low labor cost doesn't always mean low installed cost. Specialty contractors don't always mean high quality and efficient work methods. In fact, it frequently results in the opposite! Most facilities today are relying more on contractors to perform necessary work, making it more critical than ever before to get the most effective use out of them.

MJL Consulting can help you manage your facility's contract maintenance more profitably with less effort. MJL Consulting offers specialized maintenance consulting in contractor effectiveness. For a Facility Manager, this allows you use specialists in this field to help you determine the best plan for cost-effective use of contractors while your personnel keep their focus on their core areas of expertise.... managing the plant! It is not unusual for a facility to save from **15% to over 30%** by revising the way contractors perform painting and insulation maintenance.

MJL Consulting offers two services to improve your contractor effectiveness.

### **CURRENT PRACTICE ASSESSMENT**

This is the first step in improving contractor effectiveness. This on-site assessment provides a benchmark for a facility manager. It determines several critical elements essential to efficient, effective contract administration. This includes:

- ü *type of work ( T&M, Lump Sum, Unit, etc.);*
- ü *how work currently gets done including scope selection, bid pack development, pre-bid meeting and contract award;*
- ü *workforce composition and its efficiency;*
- ü *quality of the work and its effect on lifecycle;*
- ü *current specifications and compliance with those specifications; and*
- ü *cost to perform the work.*



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### **CURRENT PRACTICE ASSESSMENT (continued)**

A specific plan is then developed utilizing the specific recommendations from the on-site assessment. This plan then provides the Facility Manager with the necessary information to make the contract maintenance program more cost effective. As mentioned before, the savings are often **15% to over 30%**.

Follows-up assessments are available and recommended to insure the program changes are being implemented properly for the best long-term benefit of the facility.

### **PROJECT MANAGEMENT TRAINING**

On-site project management training is available for site personnel. This training prepares the Project Manager to efficiently manage contractors for a painting or insulation maintenance project, maximizing long-term results and appearance while minimizing cost, disruption and disputes.

*For further information on how you can effectively manage your Safety Program more effectively or for other services offered, please visit us at [www.mjiconsult.com](http://www.mjiconsult.com) or contact MJL*

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