

CALCULATING THE DIFFERENTIAL VALUE OF CONTRACTORS

FACTORS IT PAYS TO CONSIDER WHEN CHOOSING A CONTRACTOR

JOB SAFETY: Does the Contractor...	WESTERN		OTHERS	
• have their own in-house safety department?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have a drug-free work place policy?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• require workers to utilize OSHA approved safety equipment?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have office staff who conduct required safety inspections on a monthly basis?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have a job specific safety program?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have a Loss Control Manual?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have an EMI lower than .85?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
FINANCIAL STABILITY: Does the Contractor...	WESTERN		OTHERS	
• provide an audited financial statement indicating long-term stable profitable results?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• maintain a superior D & B credit rating of 4A1 with bonding capacity of \$100,000,000?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have sufficient liquidity or lines of credit to complete your project?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
CONSTRUCTION PROCESS: Does the Contractor...	WESTERN		OTHERS	
• provide a detailed proposal describing the full scope of work?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have the manpower (more than 1,000 field personnel) to meet your schedule?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• provide a detailed progress schedule?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have employees that average 17 years of experience with their company?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have an ENR magazine Top 20 Specialty Contractors rating in their field?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have 90 plus years of experience doing the kind of work you need completed?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have a list of references with all pertinent information of similar work?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• negotiate a majority of their work?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• require their employees to have 28 hours of educational training per year?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• offer web-based project management capabilities?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have a formalized project close out program?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
CUSTOMER RELATIONS: Does the Contractor...	WESTERN		OTHERS	
• listen and understand your needs?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• do what they say they will do?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N
• have a customer satisfaction survey program?	<input type="radio"/> Y	<input type="radio"/> N	<input type="radio"/> Y	<input type="radio"/> N