

We are about you!

Advanced Project Management Symposium

Fall 2008 Bellevue, Washington A Great Success!

During the Fall 2008 session participants examined in detail the effective set-up and tracking of productivity on a job that experienced more than six hundred percent growth in contract value with almost no clearly defined scope of work. Representatives of Holmes Electric led a detailed discussion and hosted a jobsite visit for participants to actually see the application of the many productivity enhancing techniques that we have been discussing, tested to extremes. Ed Hillman, of Holmes Electric shared the challenges and the successful solutions that his team has used to implement JPAC™ and SIS™, train General Foremen, Foremen and journeymen on the use of these processes on this incredibly challenging job. Ed and his team also led discussions and showed first hand examples of how they have worked with their vendors to efficiently procure, manage, track and move material and tools around this jobsite.



Participants from Holmes Electric, E-C Corporation, Feyen-Zylstra, Rex Moore, Rosendin Electric and Thompson Electric where able to discuss the role that their distributors can play to help in the implementation of productivity improvements that are proven to bring bottom-line improvement for both contractors and distributors. Attendees from Graybar Electric and from North Coast Electric Supply where able to learn about the needs of their contractor customers. The distributors were able to see the real job site issues that their organizations can help address through the introduction of processes, practices and services that reduce the impact of these real issues. We would also like to provide a special thanks to Graybar for sponsoring our lunch on Thursday.

During the two day workshop the following specific programs and their applications were reviewed and discussed:

- Job Productivity Assurance and Control (JPAC™): a process for planning and monitoring actual labor productivity, identification of the impact of special causes of variations in labor productivity, and how Managers deal with these special causes.
- Short Interval Scheduling (SIS™): a process for scheduling the work to be performed three days in advance, as well as the specific , and common reasons that work had to be performed other than as scheduled.
- Job Site Material Handling: philosophies and applications of job site layout, work team coordination and plans for material movement around the jobsite. The discussion and observations allowed participants to re-evaluate the way they plan for material storage; how it is received, where it is stored and who moves the material to the point of installation.
- Material Procurement: discussion focused on the capabilities that the distributors have that are being utilized to help contractors reduce their material management risks, and material movement costs. Beginning with planning and stock level management to avoid shortages of commodity items through assistance with tracking and managing the logistics of long lead time items.
- Estimation Analysis: use of existing data sources (from estimation, accounting and the field) to help design internal processes that refine and improve the organization's knowledge of the cost of performing their contract obligations.
- Use of prefabrication as a means to improve productivity, increase visibility and decrease the cost of installation. Significant interest in this topic has driven the focus of the next session.



MCA Breakthrough Series available to all contractors and distributors

The Spring 2009 Project Management Symposium will be held in Omaha, Nebraska and will include a prefabrication shop tour and jobsite visit sponsored by Thompson Electric Company. This session will allow participants to see and discuss the planning, estimating, production, installation and productivity measurement of prefabricated electrical assemblies.

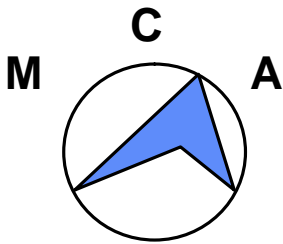
Omaha, Nebraska

March 12th & 13th, 2009

Both days for only \$375 per person

Questions or Comments? Email us at: avanwagner@mca.net or call (810) 232-9797

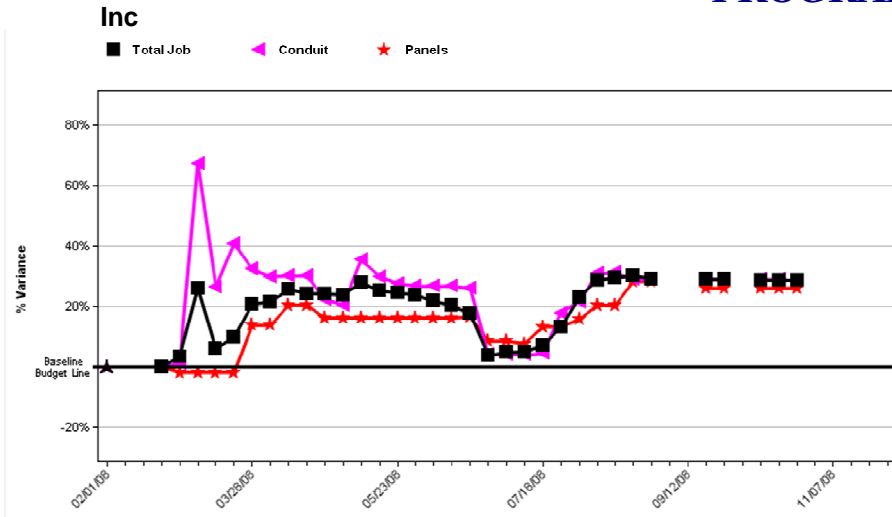
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PROGRAMS



Job Productivity Assurance and Control (JPAC™)

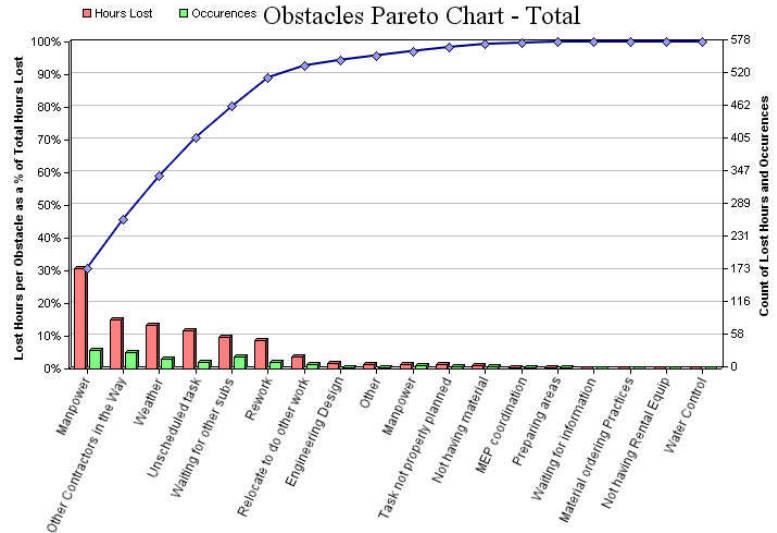
Even without the aid of a detailed estimate, take-off or a well defined contractual scope of work; JPAC™ can be used to effectively monitor and manage job productivity on any construction project. By using readily available data and routine observations of work completion contractors can always have current detailed information regarding the project completion, and work areas and activities that are more or less productive than planned.

JPAC™ is a powerful tool that

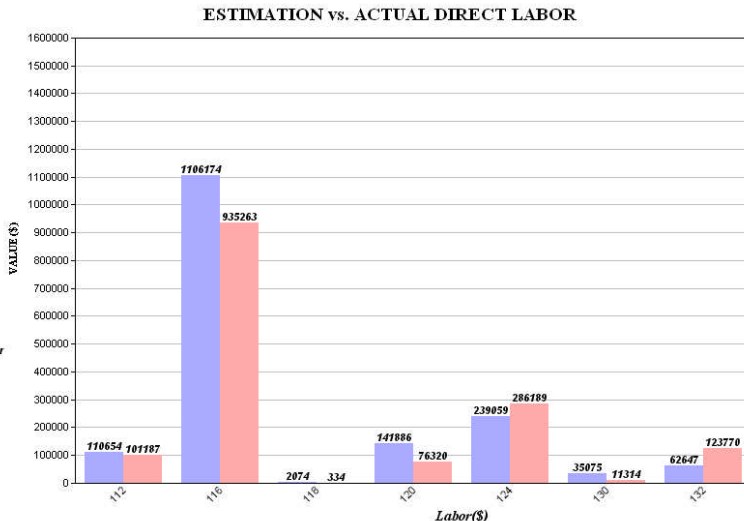
allows project managers and company executives to distinguish between progress towards “using up all of the planned hours” vs. progress towards “completing all of the planned work under budget and ahead of schedule”.

Short Interval Scheduling (SIS™)

When JPAC™ is combined with the power of tracking specifically scheduled, tasks a few days in advance, then project managers not only know when productivity variations occur, but also what is causing the variation. By establishing a few simple categories; Foremen and project managers can schedule planned activities and record the reasons that hinder the progress according to schedule. Together JPAC™ and SIS™ provide an otherwise unavailable picture of both the causes and the impacts of productivity variations on their projects.



- Direct Cost Code Set:**
- 112 -- Switchgear, Panels, MCC's, Etc.
 - 116 -- Branch Circuit Conduit & Wire
 - 118 -- Branch Circuit MC Cable, AC
 - 120 -- Special Raceway Systems
 - 124 -- Fixtures & Lamps
 - 130 -- Equipment Connections & HVAC
 - 132 -- Devices
 - 134 -- Fire Alarm & Life Safety



Estimation Analysis Enhancer (EAE™)

Securing a healthy backlog in any market conditions means knowing your real cost of installation. Companies that can combine data from accounting, from the field (JPAC™ & SIS™) and from estimation have been able to truly enhance their estimating performance.

EAE™ allows contractors to gain more work with less risk by translating their actual performance into repeatable and predictable labor units.