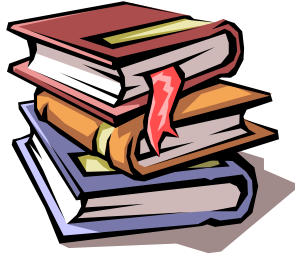


# Oregon-Pacific-Cascade Chapter NECA

Presents

## How to Avoid Killer-Jobs by Improving Estimating Accuracy



September 23, 2009

8:00 am – 4:00 pm

Central Electrical Training Center

33309 Highway 99E

Tangent, OR 97389

(541) 917-6199

**Registration Fee:** \$275 Online      \$290 Fax/Mail      \$385 Non-Chapter Member

Estimation accuracy is vital to any contractor's survival. In fact, one wrong estimate could lead into a major, "killer-job" situation, causing an erosion of the company's profits. Hit ratios and accuracy of estimation can be improved by the application of unique data-mining methods and statistical process control. Using historical data from accounting, estimation and job tracking, the contractor's owners and estimators can improve their estimation accuracy cost code by cost code and increase the predictability of their estimated labor units per job. Participants will learn how to mine the existing database to identify the company's overall productivity performance, and then use that data to improve the estimation accuracy based on the company's overall performance. This hands-on workshop is led by **Dr. Perry Danesghari**, Adjunct Professor at the University of Michigan. Perry has extensive background in improving productivity and profits in various industries.

Name \_\_\_\_\_ Job Title \_\_\_\_\_

NECA Member # \_\_\_\_\_

Company \_\_\_\_\_

Street Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_\_ Zip \_\_\_\_\_

Telephone \_\_\_\_\_ Email \_\_\_\_\_

NECA Chapter Affiliation \_\_\_\_\_

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Participants who successfully complete this Seminar will be awarded 0.6 CEUs

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