

TRAINING PROGRAMS

Helping Contractors Grow Profitably

D. BROWN
MANAGEMENT

www.dbrownmanagement.com

FOR ELECTRICAL CONTRACTORS

Project Pre-Planning

PRIVATE WORKSHOP – JUST YOUR TEAM

*Starting A Project Off Correctly Is
The Best Way To Guarantee Profits*

Learn Industry Best Practices That Can Be
Applied Immediately To Improve Your Business



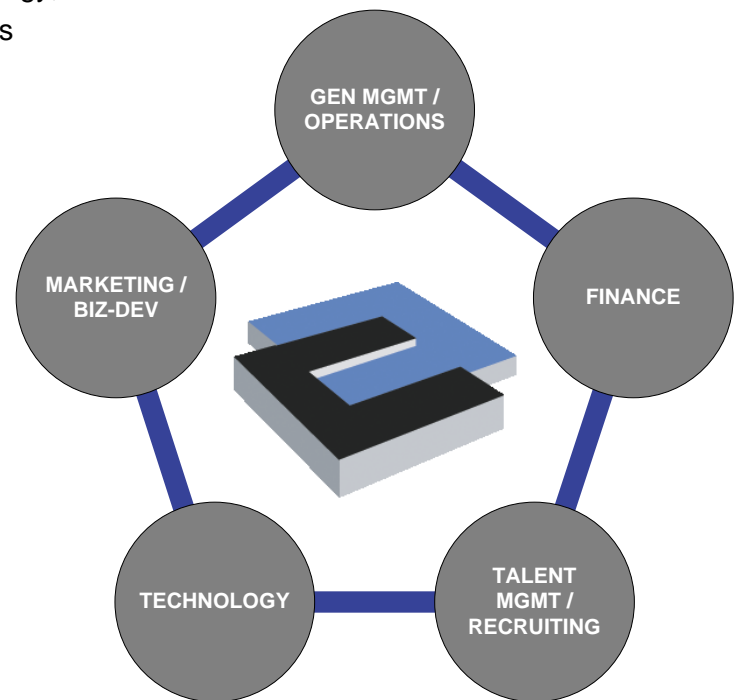
SIMPLE GUARANTEE: If you are not satisfied with the results of the training, you are not obligated to pay.

A Hands-On Approach

About D. Brown Management

Headquartered in Northern California, D. Brown Management provides a comprehensive scope of general management solutions to construction clients nationwide, including strategy, planning, operations, field productivity, workflow, financial management, technology, and marketing. With D. Brown Management, organizations can improve processes, productivity, and ultimately profitability.

Working with D. Brown Management is like having a team of very well-rounded executives working closely with you to solve a variety of business problems on an as-needed basis.



Workshop Facilitator



DAVID BROWN is the Founder and President of D. Brown Management, a consulting and management firm that helps construction companies improve profitability. Headquartered in Northern California, the company provides a comprehensive scope of general management solutions to construction clients nationwide, including strategy, planning, operations, field productivity, workflow, financial management, technology, and marketing. With D. Brown Management, organizations can improve processes, productivity, and ultimately profitability.

Beginning his construction career in 1988 as an electrician, Dave quickly worked his way up the ranks to foreman, superintendent, and project manager before moving to executive management. In addition to managing client projects nationwide, he frequently speaks to groups such as CFMA, Electric West, the Engineering & Utility Contractors Association (EUCA), and the Western Electrical Contractors Association (WECA) about how to increase profitability. Recent speaking engagements have addressed integrating accounting and operations, production tracking, change order management, construction technology, and cash flow.

A Hands-On Approach

Project Pre-Planning for Electrical Contractors

Private Online Workshop | Scheduled At Your Convenience

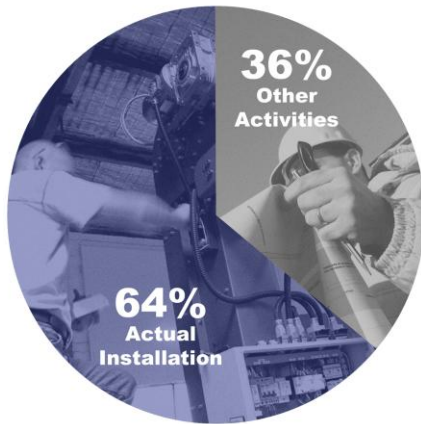
Facilitated By David Brown



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A Hands-On Workshop For The Whole Project Team

This workshop is approximately 3 hours long.



Over 35% of the time during a normal construction day for an electrical contractor is spent on "Non-Installation" activities.

The implementation of good project pre-planning practices across the organization can maximize the time that crews spend on productive installation. These savings can help both the bottom line and top line by allowing you to bid more aggressively in this highly competitive economy.

- Understanding Problems With Construction Drawings / Projects
- Defining The Cost Of Those Problems
- GROUP EXERCISE: Looking Back At The Prior 30 Days And Actual Problems Encountered
- The Challenges Of Implementing Pre-Planning Within An Organization And How To Overcome Those Challenges
- Breakdown Of The "Construction Day" Including Installation and "Non-Installation" Activities
- 10 Pre-Planning Ideas Specific To Electrical Contractors
- GROUP EXERCISE: Top "Time Wasters" and Mitigation**
- Communication – The Missing Ingredient

Workshop is best attended by multiple people representing operations, estimating and accounting. **Pricing Is PER COMPANY**, with recommended attendance 15-25 people to facilitate the best discussions.

Includes pre-workshop discussions with key team members and minor customization of the workshop specific to your organization.

PRIVATE WORKSHOP

Scheduled Just For Your Company Limited To 25 People

Contact David (916) 912-4200 x202 To Schedule

\$ 995

Included with the workshop is an electronic copy of the workbook that you can utilize internally for further training.



A Hands-On Approach

Other Pre-Planning and Field Productivity Related Services

Field Productivity Assessment, including:

\$ TBD

- 2 year project financial review
- Review of reporting systems and tools
- Structured interviews with team (field and office)
- Pre-fabrication use to minimize field labor
- Feedback to estimating to improve bidding accuracy
- Executive report and review meeting

Based On Scope / Size / Location

Pre-Planning Facilitation With Project Team (ONLINE – Phone / Web)

\$ 995

- 4 hour hands-on training session
 - Utilizes 'Pre-Planning For Electrical Contractors' workbook
 - Will include elements of the Field Productivity Assessment
-

Pre-Planning Facilitation With Project Team (ON-SITE)

\$ 3,500

- Same as above except on-site facilitation

+ Travel Expenses



SIMPLE GUARANTEE: If you are not satisfied with the quality of the work, you are not obligated to pay.

DAVID BROWN

Construction Operations Group Manager

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(916) 912-4200 x202

david@dbrownmanagement.com

A Hands-On Approach

Beyond Pre-Planning: Field Productivity Assessment

For a contractor, field productivity represents the single biggest risk and differentiating factor when it comes to project execution. The table below shows the savings that can be achieved by a contractor with only moderate increases in productivity.

A 5% increase in productivity means adding about 15 minutes per day to actual installation.

The numbers increase significantly if the contractor utilizes a lot of equipment or if the contractor can complete more work in a given period of time with the same crew.

FIELD CREW SIZE	PRODUCTIVITY INCREASE			
	5%	10%	15%	20%
10	35,000	70,000	105,000	140,000
20	70,000	140,000	210,000	280,000
40	140,000	280,000	420,000	560,000
80	280,000	560,000	840,000	1,120,000
150	525,000	1,050,000	1,575,000	2,100,000
300	1,050,000	2,100,000	3,150,000	4,200,000

The **Field Productivity Assessment** is designed to analyze all areas of the contractor's business that affect field productivity – both directly and indirectly. The assessment is broken into five key phases as described on the following page. Areas reviewed include:

- Historical analysis of completed project performance to identify trends in productivity
- General cultural attitude toward field productivity
- How well the project team members understand the factors affecting productivity
- Productivity feedback mechanisms – “What gets measured gets managed”
- Detailing of the project to minimize field layout and installation time while minimizing rework
- Material logistics – a key factor in improving actual installation time
- Communication effectiveness between project team members
- Tool and equipment management, including the use of labor-saving equipment
- Use of pre-fabrication to minimize field labor
- Feedback to estimating in order to improve bidding accuracy and competitiveness

SUMMARY REPORT & EXECUTIVE REVIEW MEETING

Comparison against construction industry benchmarks and best practices

Comparison against contractor's prior performance

Recommendations for improvement

90-day action plan

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Retainer Programs – RESULTS!

"Execution is a **systematic process** of rigorously **discussing** hows and whats, tenaciously **following through** and ensuring **accountability**."

Larry Bossidy & Ram Charan / Execution: The Discipline of Getting Things Done

▶ Retainer Overview

Producing results is about the balance of fresh ideas combined with a structured system designed to help execute those ideas as quickly as possible.

Long-Term Development Plan: A 12-60 month plan with quarterly milestones.

Executive Meetings: Regular meetings with senior management; focused progress and major corrections as required.

Operational Meetings: Regular hands-on meetings with the entire team to keep everyone on the same page and all action-items on track.

Facilitation / Implementation: On-site consulting built into the program to help maintain focus, generate fresh ideas, and get past roadblocks.

Coaching: Consultant follow-up between meetings with individuals helps with training and personal development of team members.

Online Management System: Web-based tool to keep track of all project correspondence, files, action-items, and milestones with e-mail notifications.

Follow-Up: Proactive follow-up with individual team members regarding their action items by Project Coordinator.

Resources: D. Brown Management is constantly developing new training content and operational programs to help contractors grow more efficiently. All retainer clients have full access to this content.

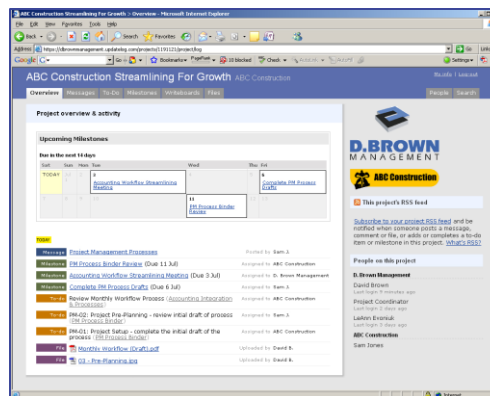
▶ Your Custom Development Plan

NO	DESCRIPTION	YEAR 1				YEAR 2				YEAR 3				YEAR 4				YEAR 5					
		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
1	Financial System																						
a	Regular Reporting, Current Status																						
b	Processes & Controls																						
c	Historical (Forensic) Analysis																						
d	Accounting System Upgrade																						
e	GL To Match Organizational Structure																						
f	Automatic Reporting																						
g	Medium Sized Adjustments (GL & Rep)																						
h	Minor Adjustments (GL & Rep)																						
2	Project Management																						
a	Processes & Controls																						
b	Budgeting & Production Tracking																						
c	Projections (Estimate-To-Complete)																						
d	Refinements (Process & Software)																						
e	Minor Adjustments																						
3	Talent																						
a	Formal Review & Development Process																						
b	Organizational Structure (Market Driven)																						
c	Results Measurement Process																						
d	Talent Gap Analysis																						
e	Recruiting & Training Plan																						
f	Continuous Improvement Training																						
4	Market Development																						
a	Current Customers/Markets																						
b	Future Market Goals																						
c	Current Market Expansion																						
d	Market Opportunity Analysis																						
e	Business & Marketing Plans																						
f	New Market Start-Up																						
ANNUAL RESULTS		Better financial controls & historical analysis of business				Financial and PM processes in place, starting to develop client processes, improve organizational structure and strengthen current markets				Developing performance measurements and identifying future Talent needs, looking for new Market Opportunities				Defining your Talent while developing plans to enter new Market Areas and starting to develop the best opportunities.									
Timeline and results vary based on the company size, resources and ability to execute. Start of process designated by when overall plan is laid-out and financial controls have started to be put in place.																							
© 2003 by David Brown																		CCD (Construction Company Development) is a multi-year plan and service for improving the performance of a contractor				D. Brown Management Business Planning Construction Management Training Presentations	

Each client is unique in their needs and a specialized plan will be tailored around their goals, current status, and execution ability.

This plan is strategic in nature and is designed in conjunction with the owners / management team prior to the start of the project.

Adjustments are made to the roadmap milestones on a quarterly basis during the Executive Meetings.



A 3rd party can substantially accelerate implementation and change by bringing in outside ideas, perspective, and energy.

Call today for more information

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