



▶ RCCA Overview

Rapid Construction Company Analysis (RCCA) is a structured method of analyzing the critical aspects of a contracting business. Businesses grow and become complex, industries and markets change but all businesses boil down to a few basic concepts that if executed well lead to stability and profitability. Conversely, if these basics aren't being done at all or are executed poorly the business results will suffer in the short-term and stability will be compromised.

Company Overview: History, size, ownership, industry, IT systems, safety record, future goals, equipment and office.

Talent: Leadership assessment, organizational structure, recruiting, reviews, development, talent gaps, ability to measure results and compliance.

Financial Structure: Accounting software, control processes, accuracy of reporting, timeliness of reporting, GL structure and integration with the rest of the company.

Project Management: Project start-up, pre-job setup, controls, management of profits & cash on the project, close-out and lessons learned.

Market Development: Current industries, markets, customers, organization matched to market, financial system tracking results of individual markets, market growth, marketing activities and future goals.

▶ What Is The RCCA For?

This structured assessment allows us to more fully understand your organization and for you to more fully understand our approaches and what insights we may be able to offer. It is a prerequisite for working together.

We will not start on a project or prepare a proposal without at least doing an abbreviated RCCA and wouldn't advise you to do any business with any consultant who doesn't believe in getting to know your company and your particular needs up front before presenting a solution.

▶ The Report

The RCCA report is a detailed summary of the information gathered during the various interviews with you and your team. The report varies from company to company but is generally organized around the five key areas and includes a section on recommendations. Consider it a rough operational plan and the key for future planning and brainstorming sessions.

▶ What Is Involved?

The initial company overview will take 3-5 hours depending on the company and complexity. This is best handled in a couple of sessions with the owner.

The four additional components will take another 6-8 hours to complete and will involve the owner and additional key people as required. This is best handled in 3-4 separate sessions depending on how the company is structured.

After the interviews are complete the compilation of the report will take 1-2 weeks.

▶ How Much Does It Cost?

The RCCA is free to qualified potential clients. We strive to do the highest quality work for the highest quality of clients. We are very confident in our capabilities and believe this is a fantastic mutual qualification process.

Send an e-mail for more details to:
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