

# ARDOT Newsletter

December 2022



## SUPPORTIVE SERVICES

- Construction Management Program
- Business Development Program
- Capability Statement Design
- Business Plan Development
- Technical Assistance



## 4 Ways Planning Helps to Improve Safety on Jobsites

Working in construction inherently poses a higher risk of on-site accidents and other health and safety hazards off-site. On average, two construction workers die of work-related injuries every day in the United States. The Occupational Safety and Health Administration (OSHA) categorizes falls, caught in- or-between, struck-by and electrocution as the “Focus Four” construction hazards responsible for most jobsite incidents. No matter the size of the project, safety planning and employee health must be prioritized to reduce injuries that can result in work delays and potential litigation.

Consider the following four ways that planning for safety and risk management can protect your people and projects. Safety planning doesn't begin on the jobsite — it first starts during the procurement, bidding and preconstruction process. It's vital for construction leaders to work closely with project owners and subcontractors to identify potential risks before they become larger issues.

To manage risk from subcontractors, use a thorough, trustworthy prequalification process that involves reviewing safety records, experience modification rates (EMR), OSHA logs and other important metrics to pinpoint areas that might need attention throughout the project. This will help project managers determine subcontractors with the least potential risk.

Before any project begins, kickoff meetings should be held with project executives, project managers and field leaders as well as quality/lean, safety technology and accounting teams.

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## Increase Your Chances to Win More Work

### 12 tips to increase your contract funnel & enhance customer relationships

Today's financial demands, project complexities and tight schedules require project owners to look for more than a low bid. If potential customers aren't aware of any added value contractors can offer, the buyer has no choice but to evaluate, select and award contracts based on price, which can be tough for contractors who must stand by their pricing that's based on the quality workmanship, experience and service they can offer clients.

In many cases, the customer has the following needs: a guaranteed completion date; a safe project; professional documentation; consideration of value engineering, alternates and design suggestions; assistance with permitting; help with coordination of utilities; attendance at numerous meetings with committees; presentations to lenders or investors; or help with overall project management. By only providing a bid, customers are only aware of one component of your service: price.

### 12 Ways to Increase Your Chances of Winning Contracts

First, realize that waiting for proposal requests or phone calls from customers is not a long-term, winning strategy to improve your bottom line. Numerous construction contracts are awarded or negotiated with general contractors and subcontractors who are known to be the best in their market in several areas, including project types, service, schedule, workmanship, relationships, professionalism, safety, teamwork, capacity, financial strength, experience and performance. What are you best known for in your market? Do your customers and potential customers know it? Do you market, sell and spread the word about your capabilities, expertise and what sets you apart from the competition? Here's how to get started:

1. Get focused — Companies that plan their future create their future. Set your business development, sales and marketing goals. Define your primary focus, including specific customer targets, contract types, market area, project types and job sizes. Do you want to win business by being the lowest bidder? Or by negotiating with the right customers? Decide what you want your reputation to be.

## About The ARDOT

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on ARDOT contracts and facilitate the opportunity for DBEs to obtain contracts. The services are designed to:

- Assist established construction firms to move them from bidding as a subcontractor to bidding as a Prime Contractor to produce sound bids.
- Provide access to training increases DBE expertise in handling of daily business operations.



**CEI DBE Supportive Services**

**(800) 423-7058**

**[www.arbdesupport.com](http://www.arbdesupport.com)**