

Developing and Implementing Competitive Strategies that Improve the Profitability of Main Contractors

“The aim of the system must be clear to everyone in the system. The aim must include plans for the future. The aim is a value judgement.” Dr W Edwards Deming
(Management Consultant)

To offer real value you have to look beyond the immediate circumstances and invest in how the whole system will work more effectively. To create real improvements you need common aims, commitment, trust and time.

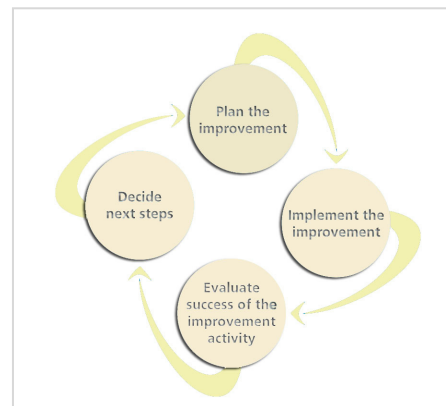
The Benefits of Partnered Innovation



- Improved win ratios and margins with lower levels of risk.
- Stronger business relationships with greater alignment.
- The development of effective bidding strategies and processes.
- Lower production costs with less waste.
- Improved provision in the quality of information and judgement.

A Few of the Methods We Use

- Researching, testing and developing techniques to assist main contractors in identifying and capitalising on their competitive advantages.
- Innovative solutions created for and with individual main contractors to improve the systems, procedure and standards of measured work provided at a lower cost.
- The adoption of Deming’s principles to improve systems and drive out waste (Appendix G).



“What we need to do is learn to work in the system, by which I mean that everybody, every team, every platform, every division, every component is there not for individual competitive profit or recognition, but for contribution to the system as a whole on a win-win basis.” Dr W Edwards Deming (Management Consultant)

Do You Ever Wonder if There’s a Better Way?