

Top 6 Things to Look for When Choosing an EPC Contractor



HOW TO "SELL IT" TO YOUR PROJECT TEAM.

S	SAFETY Safety always comes first. Accident free jobsites are the best jobsites. Ask to see the EPC contractor's safety records. An Experience Modifier Rate (EMR) is a good indicator of a company's safety performance. An EMR of less than 1.0 is considered safer than most other companies. There is no need for your project to get unwanted attention from any potential safety issues.
E	EXPERIENCE AND VALUE There is simply no replacement for experience and value. Experience and value go hand in hand. Choosing an EPC contractor with many seasoned professionals who have "been there and done that" makes the clients life that much easier. Do not make a mistake by choosing an EPC contractor who might still be learning from their mistakes. No one is perfect, but let them practice elsewhere.
L	LONGEVITY Choosing an EPC contractor with a proven history is almost always the best decision. Longevity isn't always that easy to achieve in any business. *Within five years, more than 80% of small businesses fail....80% of the surviving small businesses fail in the second five years. Gerber (1995) Do your research and see how long your prospective EPC contractors have been in business.
L	LEADERSHIP Leadership follows closely behind longevity. It is actually a good thing for your contractor to have some grey hairs. This signifies valuable life experiences and their ability to lead the next generation of engineering and construction professionals. Leadership isn't just about knowledge, it is about understanding relationships and how to take good care of the client and their needs.
I	INDUSTRY SPECIFIC EXPERIENCE There are many EPC contractors that have experience in many industries but may not specialize in your industry. Look for a team player with many of their team members that have specific experience in projects similar to your proposed project. There is no need to re-invent the wheel if there is great proven technology for your specific project(s).
T	TECHNOLOGY AND LEAN PRACTICES Technology and Lean Practices will save the client money. There could be a slightly higher initial investment but it will usually pay off fairly quickly. If a step can be cut out of a process, or added to a process, and save money while making a better product, why not use it? Spending an initial, extra dollar may yield \$10 down the road by improving product and reducing operating costs.

* Business Success Data from - Gerber, M. (1995). *The E Myth Revisited - Why Most Small Businesses Don't Work and What to Do About It* (1st ed.), p.2