

**QUESTIONS TO THINK ABOUT:**

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Have we been successful on this type of project within the last three years?

**IF YES:**

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Do we still have the same management and tradesman available that completed the successful project?

**IF NO:**

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Do we have leadership and manpower experienced with this type of project available to complete this project?

If not, do we have time to hire in the appropriate staff and onboard them to our culture and systems? *(2 month minimum)*

**IF WE HAVE NOT BEEN SUCCESSFUL ON THIS TYPE OF PROJECT IN THE PAST:**

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- Is the scope of the project similar to other projects we have done? *Example: We have done restaurant and retail build-out, and this is a condo build out.*
- Is the contract type the same type you are used to? *(This contract is a paid when paid where other contracts have been negotiated payment terms for cash flow)*
- Do we have a relationship and good communication rapport the contact at the General Contractor or whomever approves our completed work and invoices for the project?
- If that person secure in their role for the duration of the project and do they have good communication rapport with the owner of the company to act on your behalf?
- Will we be able to bid this project with terms to cover appropriate staffing, safety, and other general conditions and make a profit without taking unnecessary risk?
- Does the Project have a realistic agreed upon schedule? *Always better to under promise and over deliver.*
- Do we know how the project is funded and how payment will be released to the contractor and ultimately to us?
- Do we have qualified accounting and risk management professionals on staff for the cost accounting, AP, releases and reporting required?
- Do we have sub-contractor/supplier coverage and qualifications for this project?
- Do we know who our competition is on the project? Do we have a competitive advantage besides low price?
- Are there any unknowns or known challenges with this project that we might want to do more research on before moving forward as could affect our reputation or ability to deliver the project on time, in budget, without turnover? Examples: Special Permitting, Protested Project, difficult site conditions or commute to jobsite, lack of power/communications, nighttime working hours etc.

**"PLANS ARE WORTHLESS. PLANNING IS ESSENTIAL." ~ DWIGHT D. EISENHOWER**

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