

Staying Ahead of the Competition: Combating Higher Demands & Fewer Resources

It's no secret that labor productivity and the amount of skilled labor is fast declining in the Construction Industry, and with the creation of quality estimates so reliant on this experience, we are all needing to find new ways to work and combat these issues.

Systems need to become more automated, teams need to fill the gap in training inexperienced staff, better tools need to be created to support more accurate conceptual estimates. But the question remains: how are you best going to do that for your company?

Advancing Industrial Estimating 2018 will be the chance for you to step outside of the day to day rush and seriously consider how you will be the change agent for your team this year. Senior leaders and estimators with decades of cumulative experience working across heavy industrial markets such as chemical processing, energy, and power construction will be sharing their experiences and current motivations. Hear what two of them have to say about the industry, and why they are making the most of this opportunity here...

An Interview with:



Pravin Gohil
Estimating Manager
Fluor



Dave Chick
Chief Estimator
Campos EPC

A huge thankyou to Pravin and Dave for taking the time to share their thoughts and experiences with us. You can hear from, and talk to them in more depth, at Advancing Industrial Estimating 2018 to find out more!

With the industry booming and the demand for construction of industrial facilities on the rise, what is your biggest challenge in meeting this demand?

Pravin Gohil: For me, the biggest challenge is finding and managing trained man power and transfer of knowledge to the next generation. The major concern is due to continued recession, a lot of seniors with great wealth of knowledge have moved away, and it is now hard to recapture this quality of work. The industry needs to now recognize this gap and the need to prepare for investing in training of skilled labor. However, this only possible with the support of Client's as the service industry alone may not be able to sustain in this competitive environment.

Dave Chick: I agree that one of the biggest challenges is finding experienced people, but also in meeting demands and unrealistic client schedules. This can all lead to estimate inaccuracies.

With the industry still so siloed, whether it be between stakeholders or departments, where do you think change most needs to come and how are we going to do this?

Dave Chick: This leads back to my previous point - clients and management need to understand the implications on estimates when unrealistic requests are made. Better training of project managers and their team personal would greatly improve the estimating process.

What do teams need to be preparing themselves for most in the next 2-3 years?

Dave Chick: We need to have a career path for estimators and better training of personnel - that, and technology changes and advancements in estimating tools.

Pravin Gohil: Certainly teams need to be focused on finding more productive ways to work and improve, rather than doing things traditionally. For instance, a more digitized approach is going to help us all to advance and we need to be ready.

Developing benchmarking tools, both for your company and industry wide, is a key focus of the event. Why is this important to you and how do you think they could benefit the entire industry most?

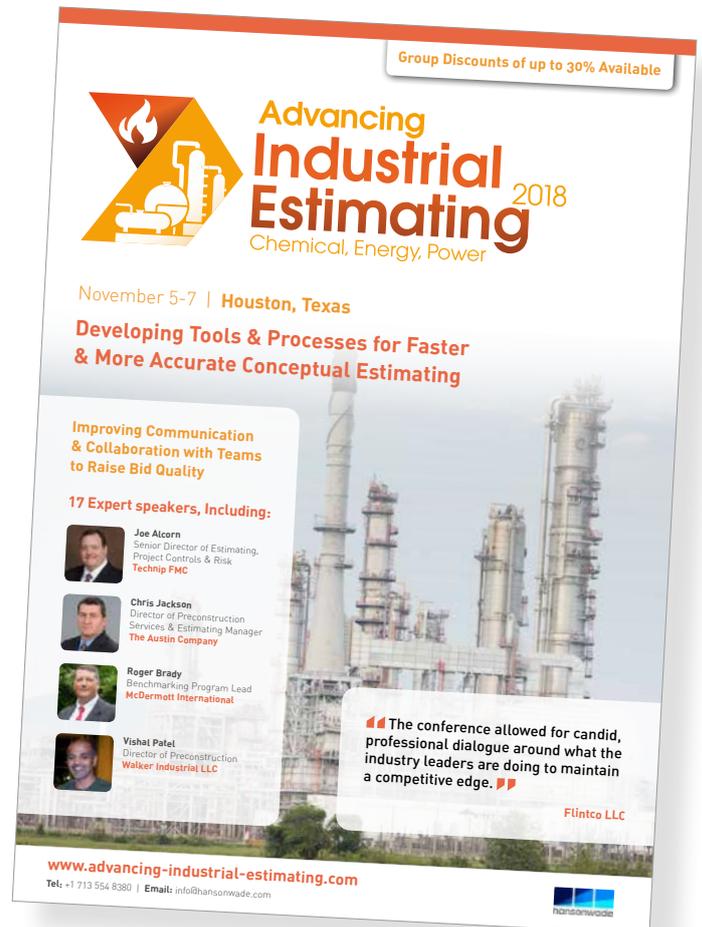
Pravin Gohil: Most of the benchmarking we do is limited through manual approaches and has many problems in that people do not take an analytical approach. Benchmarking tools are more useful to support multiple ways of analyzing data that can lead to more accurate benchmarking.

What are you most looking forward to at Advancing Industrial Estimating 2018, and what are your main objectives for the gathering in Houston?

Dave Chick: For me it will be seeing how other organizations are processing estimates and the advanced technology they are using.

Pravin Gohil: I think there are going to be many great discussions at the event such as looking at industry trends coming in the next 5 years and what benefits the industry most; how we can better mitigate the risk of cost and schedule over runs; and exploring the transfer and consolidation of knowledge from individuals to centralized digitalized systems in systematic manner.

There is so much to learn and share. Download your copy of the full brochure to discover it all.



Group Discounts of up to 30% Available

Advancing Industrial Estimating 2018
Chemical, Energy, Power

November 5-7 | Houston, Texas

Developing Tools & Processes for Faster & More Accurate Conceptual Estimating

Improving Communication & Collaboration with Teams to Raise Bid Quality

17 Expert speakers, including:

- Joe Alcorn**
Senior Director of Estimating, Project Controls & Risk
Technip FMC
- Chris Jackson**
Director of Preconstruction Services & Estimating Manager
The Austin Company
- Roger Brady**
Benchmarking Program Lead
McDermott International
- Vishal Patel**
Director of Preconstruction
Walker Industrial LLC

“The conference allowed for candid, professional dialogue around what the industry leaders are doing to maintain a competitive edge.”

Flintco LLC

www.advancing-industrial-estimating.com
Tel: +1 713 554 8380 | Email: info@hansonwade.com

 hansonwade