



Case Studies in Success

Customer: Concrete Contractor
Location: Pennsylvania

Presenting Problem

Client Company had lost several hundred thousand dollars per year for the past three years.

Solutions

Improved profitability by over \$800,000 in the first year and by over \$1,300,000 in the second year. Achieved this result through various processes including but not limited to:

- Analysis of Fully Burdened Labor Cost which resulted in the revelation that client's bid rate was in excess of \$2 per hour deficient. Instructed client in appropriate billing rate.
- Created and implemented Superintendent's Compensation Plan that rewarded Superintendents for bringing jobs in under budget. This resulted in the addition of over 2% to the gross margin.
- Developed Client's first ever operating plan which laid out the methodology which would allow profit to be maximized.
- Created and installed Pay for Performance plan which empowered and motivated all employees to participate in the profit improvement plan.
- Created and implemented Employee Evaluation Process utilizing MOSAIC processes. Developed individual MOSAICs for each employee.

Call today for a free, confidential analysis of your situation.

4121 NAKEMA DRIVE SOUTH
JACKSONVILLE, FL 32257
904-891-0210