



The QPM Perspective
Quality Project Management, LLC

800-662-0181

In this issue - June 2010

Share this issue with employees and colleagues

- > [Do you need a General Contractor? Maybe not.](#)
- > [Getting Back to Business with Site Surveys](#)
- > [Employee Profile: Allen Sipe](#)

Do you need a General Contractor? Maybe not.

If you're interested in trimming costs on your next project – without sacrificing quality or reliability – your best bet for savings may be where you least expect it: with your General Contractor.

Eliminating the General Contractor from a project is a growing industry trend – and for good reason. If all your General Contractor is doing is evaluating bids and coordinating your team of well-established subcontractors, you may be paying more than you need to. A General Contractor will typically mark up costs by 7 to 10 percent, and an experienced project manager can perform the same function for as little as half the cost. On a \$1 million project, you could save as much as \$50,000.

But consider carefully before eliminating the General Contractor from your next project. After all, your project will still need to be managed effectively in order to accomplish your goals on time and within budget. So before you begin, ensure that your project manager is:

- Ready to work onsite
- Intimately involved with all aspects of your project
- Used to dealing with all trades and skill levels
- Experienced with labor unions
- Capable of handling multiple subcontractors simultaneously

Featured Project

[View Projects](#)



A&P Grocery

Open Store Remodel

A&P Grocery/Pathmark came to QPM with a complex challenge: to remodel 12 stores within a five-week period, without any store closures during the construction process.

By carefully shifting grocery products out of construction areas during the project and managing a tight ship of contractors – many of whom had to be scheduled for graveyard shifts – QPM not only met A&P Grocery's deadlines, but finished the project in just four weeks, leaving a full week for addressing punch card items. Plus, by managing both the overall project and all subcontractors involved, QPM eliminated the need for a General Contractor, which streamlined the process and kept costs in check for A&P.

[See why this project worked >>](#)

In addition, replacing a General Contractor with a project manager works best when:

- You've worked with your subcontractors before
- The project is multiple-trade, such as a new build or remodel, rather than a simple "one-trade" project like painting or parking lots

Interested in learning more about this cost-saving trend? QPM can help. We've managed many projects successfully without a General Contractor in industries like retail, grocery and convenience – including this month's featured project for [A&P Grocery](#).

[Back to Top ^](#)

Getting Back to Business with Site Surveys

Are projects that slowed to a halt or were deferred during the sluggish economy starting to move forward again? With everyone anxious to get back to business, it can be tempting to launch into construction work as quickly as possible -- but before you do, make sure you have a work plan based on the current condition of your sites and taking any new regulations into consideration. When plans are delayed or projects postponed, site conditions can easily shift or change. Site surveys ensure that you begin every project with an up-to-date work plan that, well, works.

However, finding the internal resources to manage a comprehensive site survey project can be daunting -- and looking to your subcontractors to help doesn't always lead to objective site surveys. To ensure you get the best information -- quickly -- you may need to engage an independent third-party surveying service like QPM. There are a number of benefits a third party can bring to your survey initiative:

- An experienced, nationwide staff to conduct your surveys expertly wherever your sites may be, and flexible enough to accommodate any changes in scope;
- Specialized skills to assess signage, HVAC, roofing and aspects of your site requiring particular expertise;
- Objectivity that can improve the quality and consistency of your survey results;
- Consistent survey procedures, project tracking and data



Thanks to all the companies reading the QPM Perspective, including:

- Staples
- McDonald's
- Wegman's
- Abercrombie & Fitch
- Best Buy
- Michaels
- Pizza Hut
- Safeway
- 7-Eleven, Inc.
- Chico's Fashion, Inc.
- Verizon Wireless
- Dollar General
- AutoZone
- BJ's Wholesale Club
- US Bank
- Progressive Insurance
- The Home Depot
- Penske Automotive
- PetSmart
- Wachovia

Events

[View Calendar](#)

09.12.10 - 09.13.2010
Interface Retail Facilities Exchange
Hilton Head Island, SC

09.28.10 - 09.29.2010
QPM Forum
Phoenix, AZ
[more info >>](#)

collection systems that provide a sound basis for preparing capital and expense budgets.

[See a checklist of questions you should ask when considering a third-party survey resource >>](#)

[Back to Top ^](#)

Employee Profile: Allen Sipe



Need a trusted hand to develop a design solution for your next project? Then look no further than AIA-licensed architect Allen Sipe, QPM's featured employee this summer. From managing a team of nine through major retail projects for clients like 7-Eleven and Starbucks here at QPM to designing complex exhibits and facilities for SeaWorld, Allen is adept at delivering great

results for any industry.

Allen's success starts with a flexible management style – one that allows him to adjust his approach depending on each project's specific needs. He then employs brainstorming at the onset of each project, determining specific requirements up front and designing the best solution to meet the needs of multiple jurisdictions, allowing for efficient project scale-up, while also understanding the unique needs of individual jurisdictions.

Prior to joining the QPM team, Allen built his career working with several architecture and engineering firms, where he managed construction plans in areas like healthcare, entertainment, petroleum, restaurant and banking. He earned a bachelor's degree in architecture from the University of Oregon.

[Back to Top ^](#)

[Unsubscribe](#) | [Update Your Profile](#) (including email address) | [Contact Us](#)

This email was sent to: [email address suppressed]

© 2010 Copyright Quality Project Management LLC 1702 E McNair Dr Tempe, Arizona, 85283

