



Construction 3.0™ Keynotes

Bold Discussions. Setting the Stage for Your Event.

Secrets for Owners to Control Project Costs and Risk

Ted Garrison, CSP, is a nationally-acclaimed construction industry visionary known for his high-energy, highly informative presentations that give audiences maximum take-away value. His Construction 3.0™ Strategies offer a new future for the industry.

A civil engineer with 25 years management experience constructing 10M SF of commercial buildings, he has been a consultant, author and speaker on construction management topics since 1998.

He is **author of *Strategic Planning for Contractors*** & co-author of five books on marketing, customer service and leadership.

As host of the internet radio program, *New Construction Strategies* (www.NCS30.com) he conducts weekly interviews with leading industry, business & government experts.

He averages over **50 presentations a year** to national and international construction audiences and private companies.

You need to attend this program if you are

- a buyer of construction services.
- frustrated with contractor performance on your projects.
- concerned about missing deadlines or experiencing budget overruns.

The idea that value must be part of the equation is not new. Edwards Deming's fourth point of management was, "End the practice of awarding business on the basis of price tag." Price is always a factor, but when it's the only factor, it encourages lower quality and, shocking as it may sound, costs more in the long run. Unfortunately, awarding work based on only the lowest bid benefits only low performers because they have mastered the art of the low bid and catching up with change orders. Unless the contractor's performance is part of the evaluation process, you are exposed to buying a clunker at a low price. Construction 3.0™ embraces the Best Value Procurement process proposed by Dr. Dean Kashiwagi of Arizona State University, which offers a way for clients to get what they want: high quality, minimal change orders, no litigation, minimal project risk, met budgets and schedules and life-cycle cost considerations. As a research associate with Dr. Kashiwagi's Performance Based Studies Research Group, Ted explains how to create a process that will save buyers of construction services money and headaches. In addition, Construction 3.0™ increases value for all stakeholders, creating a win-win situation, which is the only sustainable solution. Many secrets revealed can even be applied in public low-bid arena.

Key takeaway points include the following:

- A process to anticipate contractor performance on your project
- A process that allows you to include your concerns in the selection process, not just bid price
- A process that allows you to control your project costs
- A process that allows you to ensure that critical deadlines are met

"Engaging speaking format and very interesting subject matter and strategies. Excellent presentation!"

— Karen Petersen, Dir. Mktg. & Bus. Dev., BBM Structural Engineering

To discuss how to customize a keynote to kick-start your event, contact Ted now at 800-861-0874, Speaking@TedGarrison.com or www.TedGarrison.com