



AS AN ARCHITECT, HOW DO YOU VET YOUR CONTRACTORS?

**AT FPM, WE UNDERSTAND
THE IMPORTANCE OF
WORKING WITH A GOOD
TEAM TO GET THE JOB
DONE. A CONTRACTOR
CAN MAKE OR BREAK
YOUR PROJECT, SO HOW
DO YOU MAKE THE RIGHT
CHOICE?**

Our whitepaper topics are driven from the questions we are asked.

Following on from our discussion of setting up a partnership framework, we tackle another one of the most common questions we are asked from our industry peers - how do you vet your contractors?



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CHOOSING YOUR CONTRACTOR - FPM GROUP'S TOP 10 TIPS

1) Price

Don't go for the cheapest quote and when the prices are returned, always make sure you are comparing like-for-like.

2) Quality

Don't compromise and accept second best. People who scrimp on quality always wish for better after it is finished.

3) Health and Safety

Don't put your staff at risk. Accidents are avoidable. What is their safety track record like? Do they carry the correct accreditations? Can they demonstrate that they care for the surrounding environment?



4) Detail

The devil is in the detail. Interrogate and dig into the detail of the quote. Always have a list of questions ready to ask and as you proceed other questions are likely to follow.

5) Track record – Bluffers and dreamers.

How many projects have they carried out within the last year? What is their turnover? Have they brought them in on time and in budget?

6) Knowledge and ideas – Can it be done?

They are the experts. You may have ideas, but do they have the ability to turn your ideas into the real thing. Bounce your ideas or dreams around and look for positive responses not just dead end answers. You need to feel comfortable that the contractor you are vetting has the right level of knowledge.

7) Works with no guarantee – Not likely.

Written guarantees on all parts and at least twelve months on labour. Also push for twelve months defects liability periods.

8) Contract – Why not?

The minute you strike a deal you are in contract so why not formalise it? Any contractor worth their salt would agree to have one in place. Contract templates are easy to come by and at little expense.

9) After sales service

The job doesn't stop when they walk away. What is their after sales service offer? Negotiate one if they haven't got one in place.

10) Head office – Nomads? No thanks!

Check their head office details, don't deal with a nomad as there is no way to chase them down if something goes wrong.



One last thing...

Look for their accreditations, ask who they are accredited by and check it out.

The key ones include Constructionline, CHAS, Safcontractor, SMAS, Altius, Gas Safe, Refcom, FSB or Chamber of Commerce members.

All accreditations tell a story – professionalism.



VETTING A CONTRACTOR? YOUR QUICK CHECKLIST

- ✓ PRICE
- ✓ QUALITY
- ✓ HEALTH AND SAFETY
- ✓ DETAIL
- ✓ TRACK RECORD
- ✓ KNOWLEDGE & IDEAS
- ✓ GUARANTEES
- ✓ CONTRACT
- ✓ AFTER SALES SERVICE
- ✓ HEAD OFFICE

About the FPM Group

We are an experienced and knowledgeable multi-disciplinary organisation with a proven ethos of honesty, integrity and transparency.

The FPM Group offers refurbishment, fit out, facilities management and mechanical and electrical solutions to the commercial, industrial, educational and retail sectors.

We have a reputation for the highest standard of service, quality and delivery, regardless of the size or value of the project.

We work with all our stakeholders to deliver quality and cost effective solutions. The FPM Group is fully committed to the ethos of sustainability and the protection of the environment.



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