



Contractor Score Subcontractor Implementation Steps

As you look to build value from using Contractor Score, getting your subcontractor community on board is critical. The greater the participation the better for everyone. Here is a way that is starting to prove successful.

1. Get a Contractor Score yourself.
2. Edit or revise the drafted letter from Contractor Score announcing your intention to start using the Contractor Score and distribute to all your subs.
3. Start requiring your subs currently on jobs to get a Contractor Score. This can assist the PMs in monitoring the sub's health over the project. Emphasize the quarterly updates.
4. Include language in your standard subcontract solicitation package this is a requirement / request. Use your own judgment on how hard you want press prior to bid day.
5. Once you have a new job and buy-out commences, you are in a very strong position to insist on a Contractor Score. Remember, the Contractor Score is updated at least quarterly, so your project managers should have an admin pull all their sub's scores monthly and watch for dangerous trends that might appear.
6. Promote Contractor Score vigorously with your stronger, closer subs. These are the people you have a good relationship with and would probably score well. They should be promoting their financial strength.
7. Promote your Contractor Score to owners and architects. This will get their curiosity up and can only help you with your competitors. If they start insisting on scoring the trades and GCs, it can carry more weight in the marketplace.
8. Go to www.contractorscore.net

Contractor Score would be happy to work with team on these points. Please contact Glenn Matteson in the Contractor Score Raleigh Office at:

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