363 E. Grand Blanc Road
Grand Blanc, MI 48439
Tel: (810) 232-9797
Fax: (810) 232-9746
www.mca.net

We make your company more productive by applying: Lean Engineering, Manufacturing, and Service Processes

Making Productivity Visible to Everyone®

M C A Inc.
We are about you®

Avoiding Killer Jobs
By
Using Data Analysis and Field Labor Feedback
Statistical Methodology

To avoid "Killer Jobs", improve the hit ratios and estimation accuracy three sources of data should be collected and analyzed. One wrong estimate could lead into a major Killer-Job, which can erode the entire company's profits. Hit ratios and accuracy of estimation can be improved by the application of a unique data-mining method and statistical process control. Using the historical data from accounting, estimation and job tracking, the contractor's owners and estimators can improve their estimation accuracy cost code by cost code and increase the predictability of their estimated labor units per job.

The participants will learn how to analyze and if needed create the three sources of data namely, Estimating, Field and Accounting using simple statistical methods to improve the hit ratios and accuracy of the estimates. The participants will also learn how to use the same data to improve the field labor productivity. The quality of the data and how it needs to be gathered will be examined. The three sets of data will also be used to identify the company's overall productivity performance. The following topics will be covered in detail:

1. Data analysis of Estimation, Accounting and Job Tracking
2. Applied statistics for contractors
3. Methodology for interpretation of data

The participants will be introduced to:

1. Data mining technologies
2. Application of statistics to estimation data
3. Creation of: bar, box and run charts for analysis
4. Interpretation of data graphs

This course is a hands-on workshop. The participants will work with real data and learn how to sort and use the data analysis tools.