



Measure What Matters:

How to Build a Metrics Driven Business

Jake Olsen, P.E.
CEO - Stratus


TRADE SHOW EDUCATION

1

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2

Please complete the Online Evaluation



<https://www.surveymonkey.com/r/NECA2024SanDiegoConvention>

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3

Contact Jake at Stratus

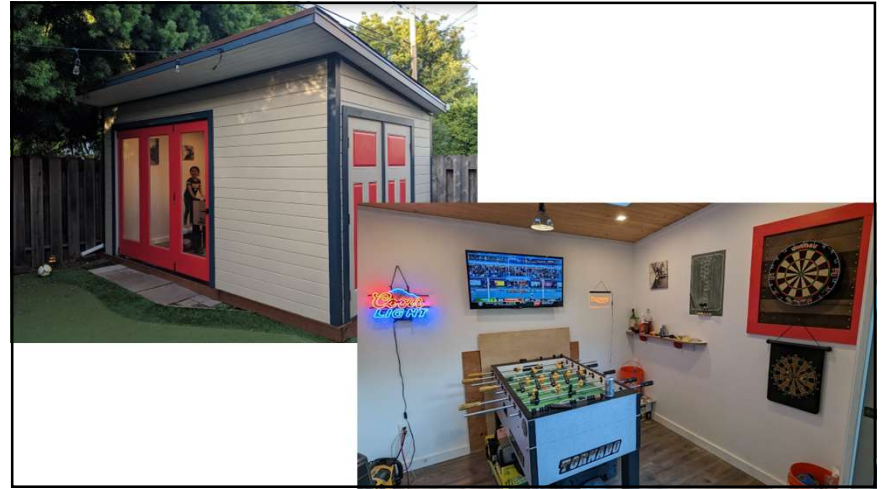
- Jake.Olsen@stratus.build
- Learn more about Stratus for Electrical Contractors:
<https://www.stratus.build/electrical>

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4



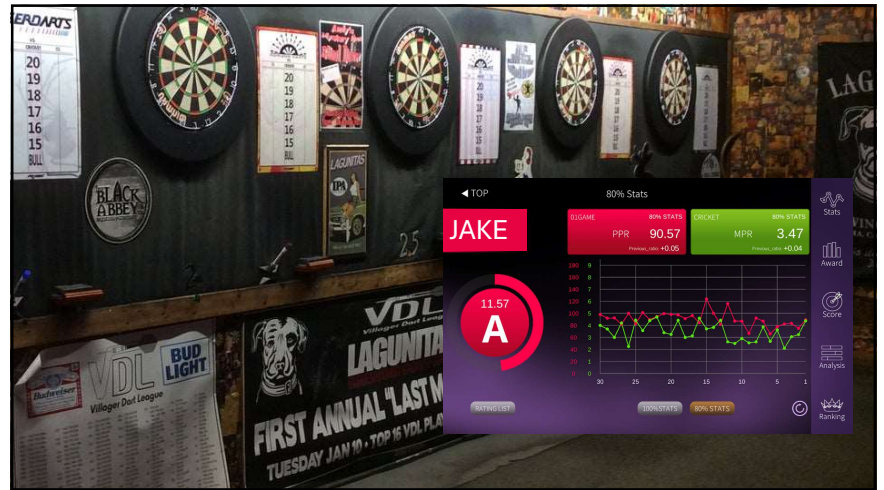
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What the hell does this have to do with electrical contracting?

9



10

NUMMI

New United Motor Manufacturing Inc.



11



12

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14

Frederick Winslow Taylor

(1856 – 1915)

Father of the Scientific Management



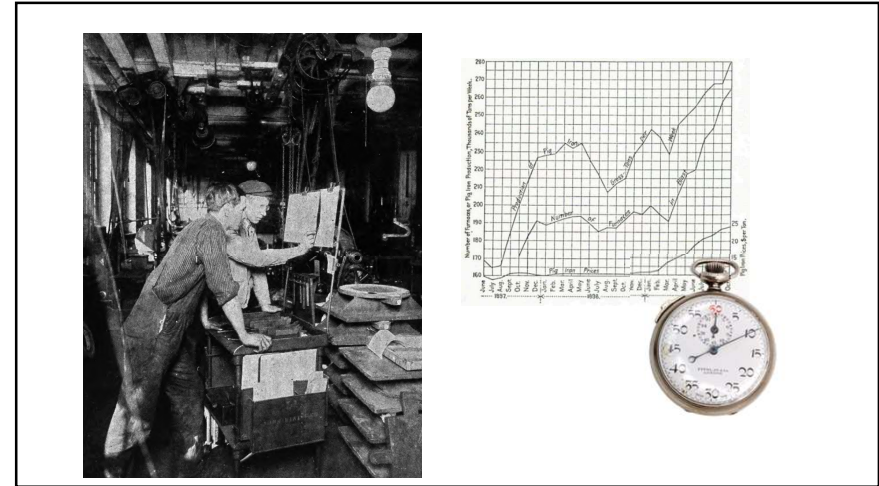
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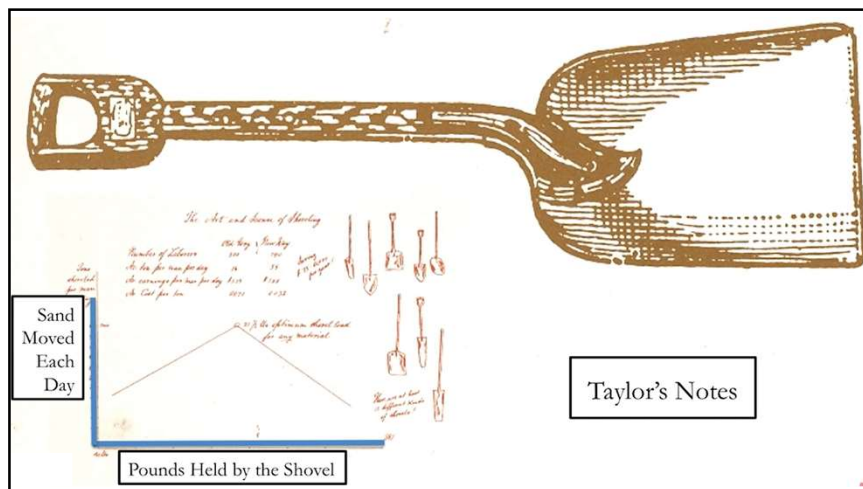
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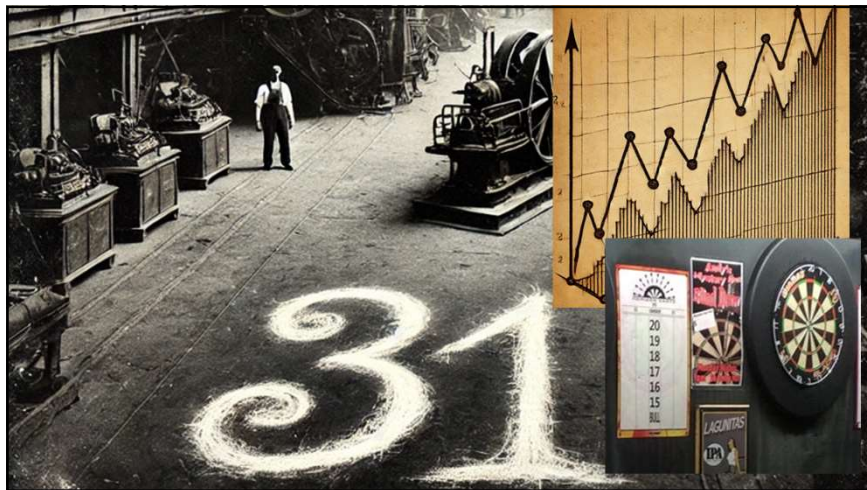
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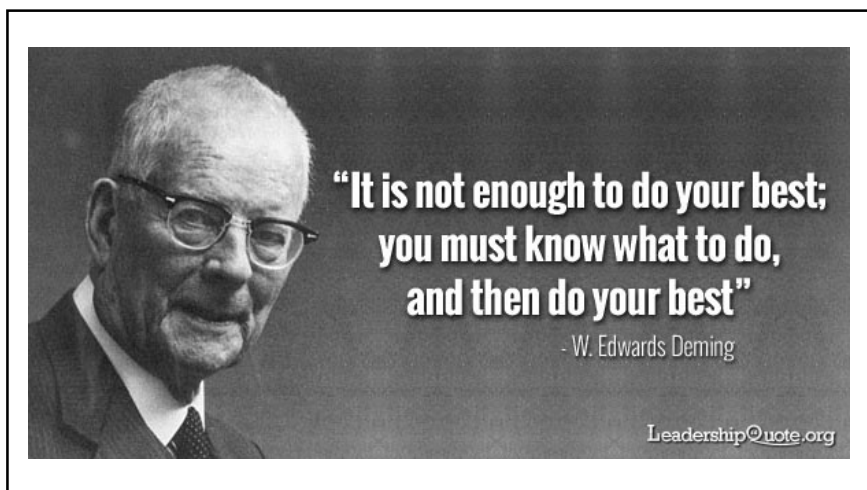
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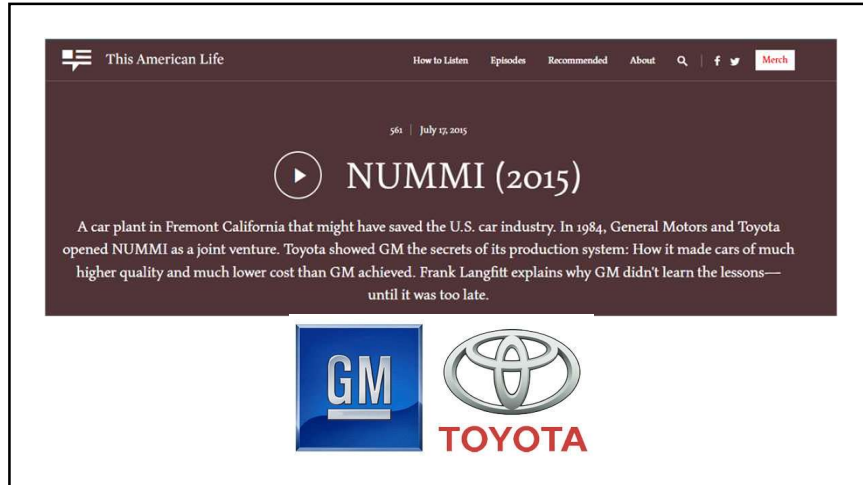


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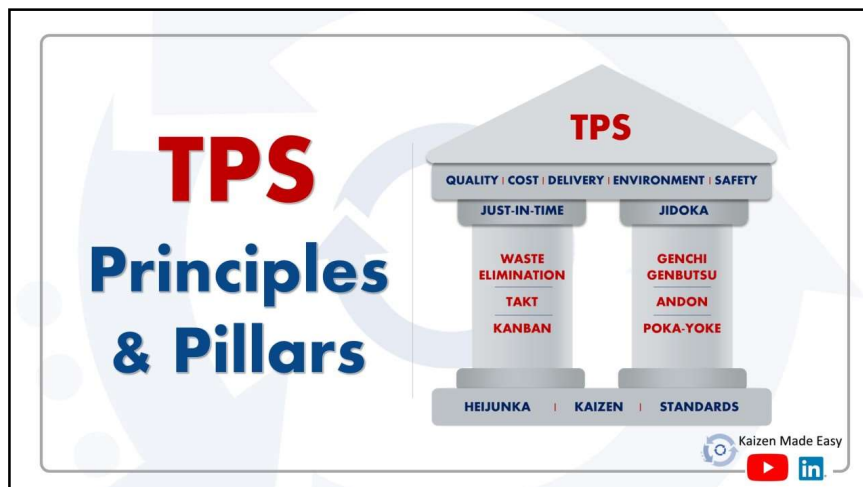
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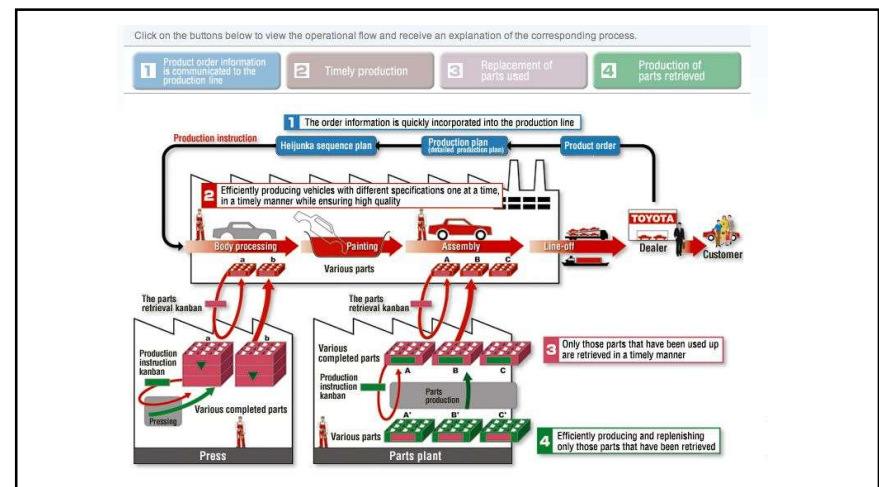
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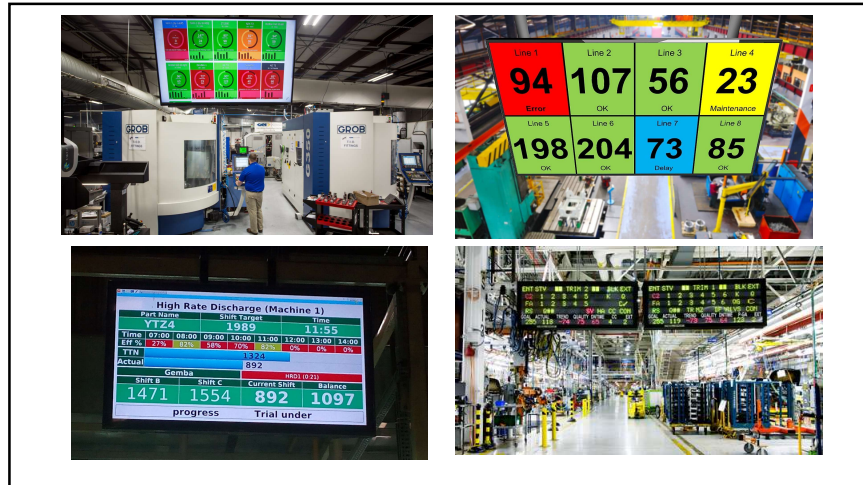
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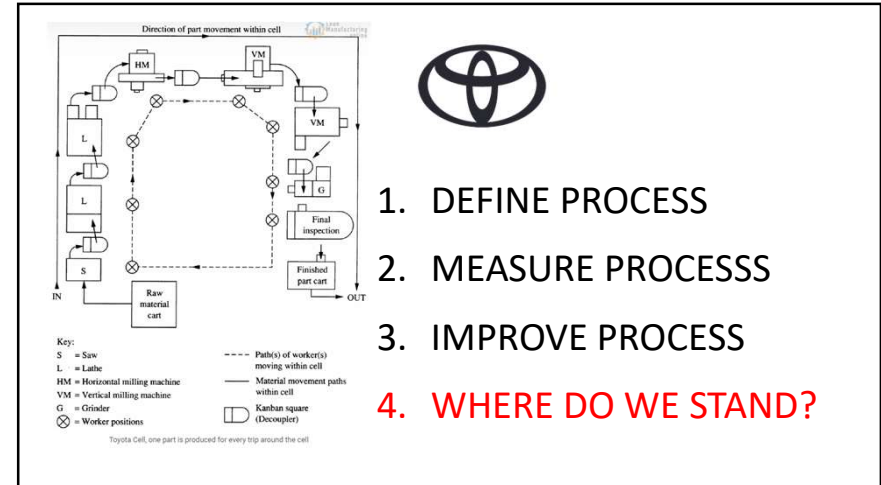
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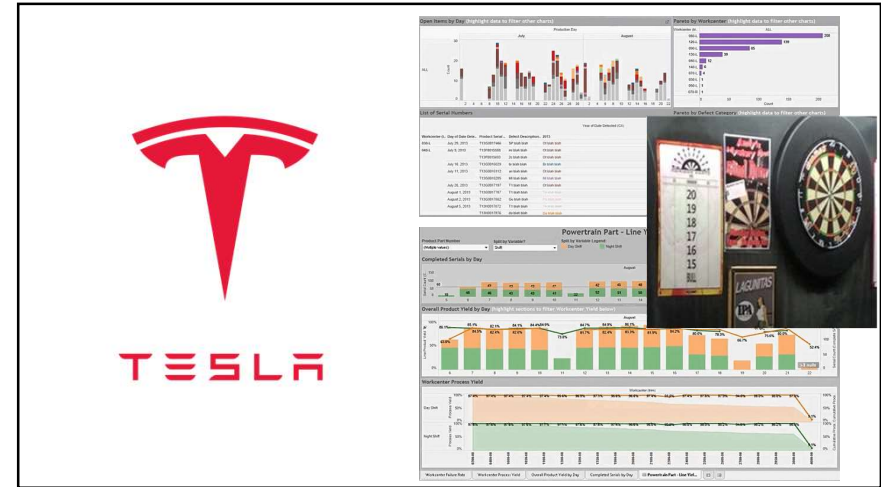
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What the hell does this have to do with electrical contracting?

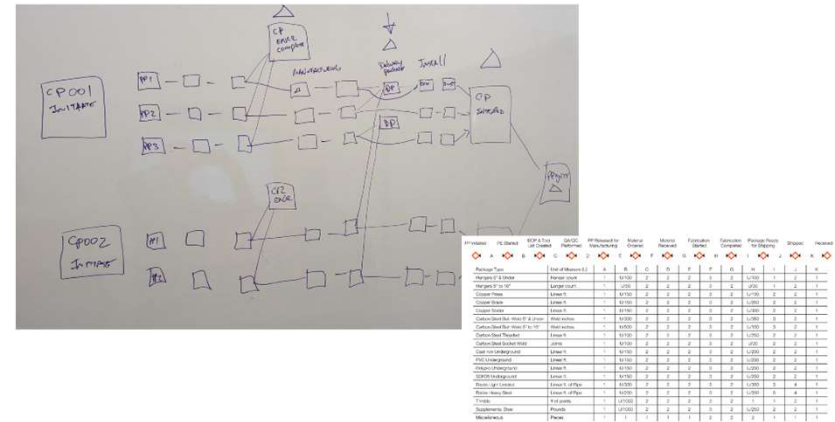
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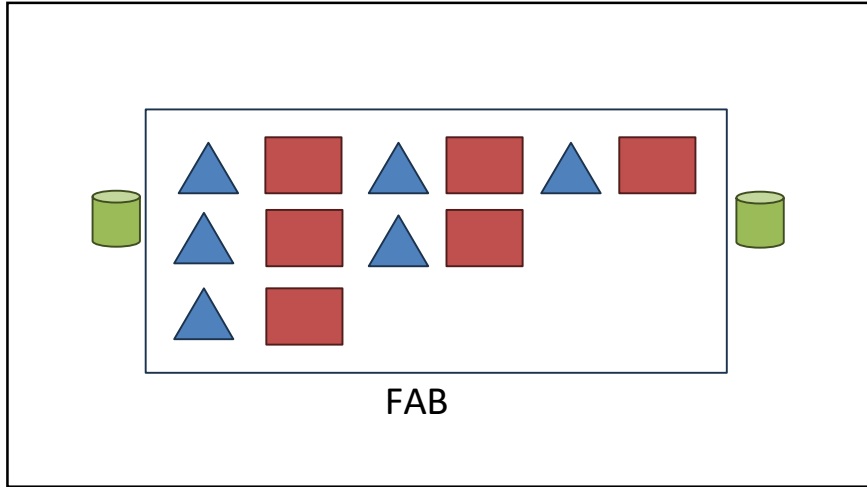
36

The logo features the letters 'BPS' in a stylized, bold font. The 'B' is orange with a white outline, the 'P' is blue with a white outline, and the 'S' is green with a white outline. Below the letters, the text 'BINSKY PRODUCTION SYSTEM' is written in a dark blue, sans-serif font.

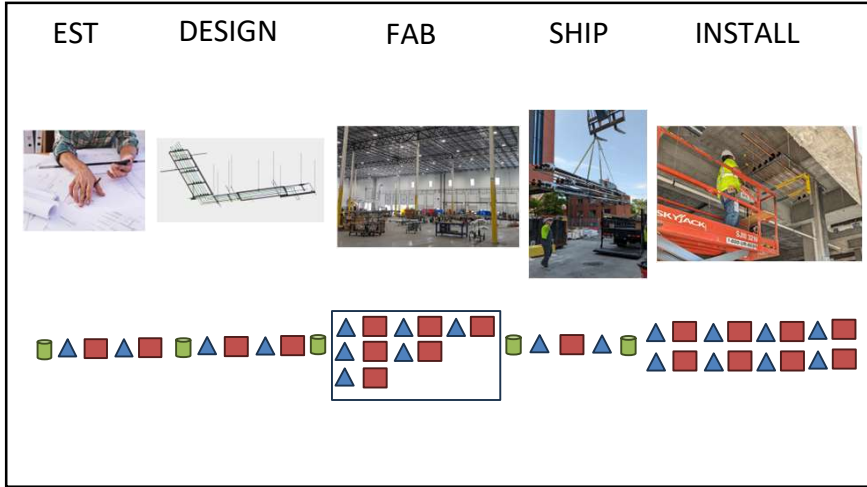
1. DEFINE THE PRODUCTION PROCESS



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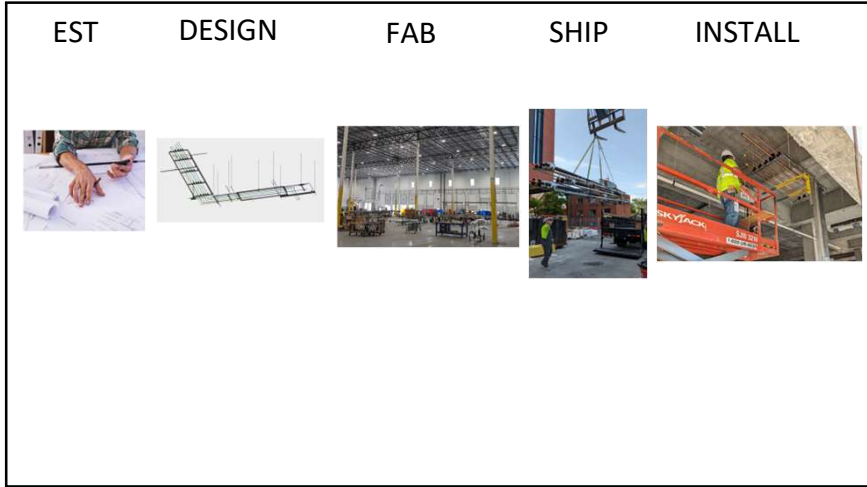
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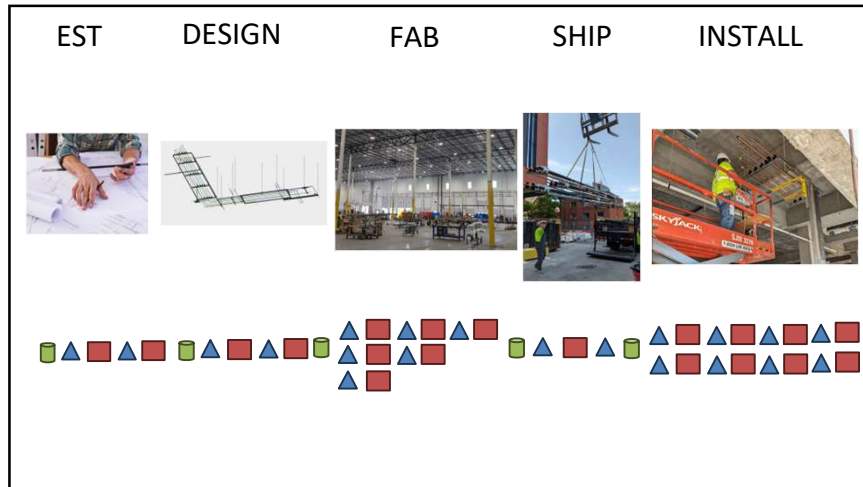
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2. MEASURE THE PROCESS

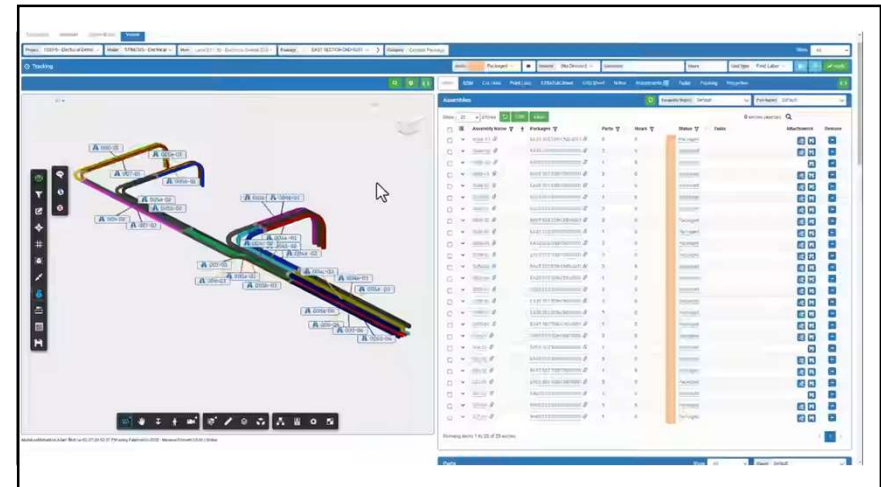
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44



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46

Why Stratus?

1. Purpose built for MEP
2. Allowed us to democratize the model – without expanding Revit team
 1. Packaging and scheduling to the field (Project Engineers)
 2. Purchasing (BOMs) extracted from the model (Shop Foreman)
3. Consolidate software
 1. Smartsheets, excel, email, shop productivity paper sheets – all automated
4. Reduce paper
 1. Replace shop drawings with monitors (also replace bluebeam)

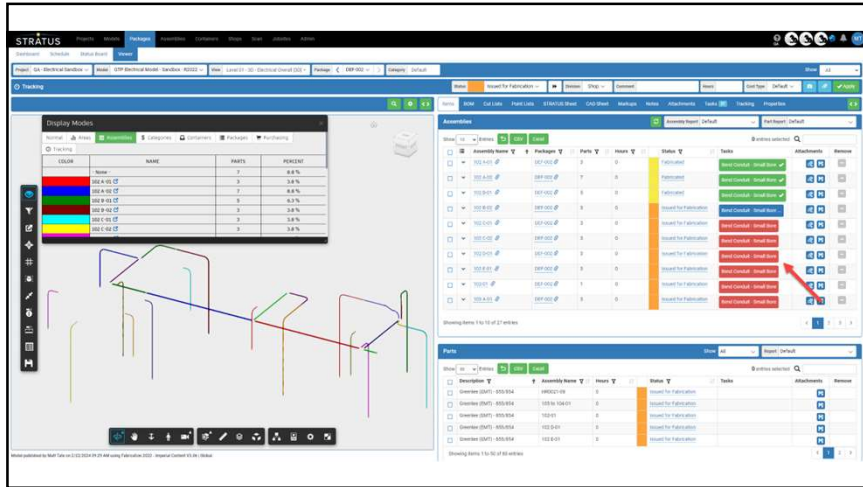


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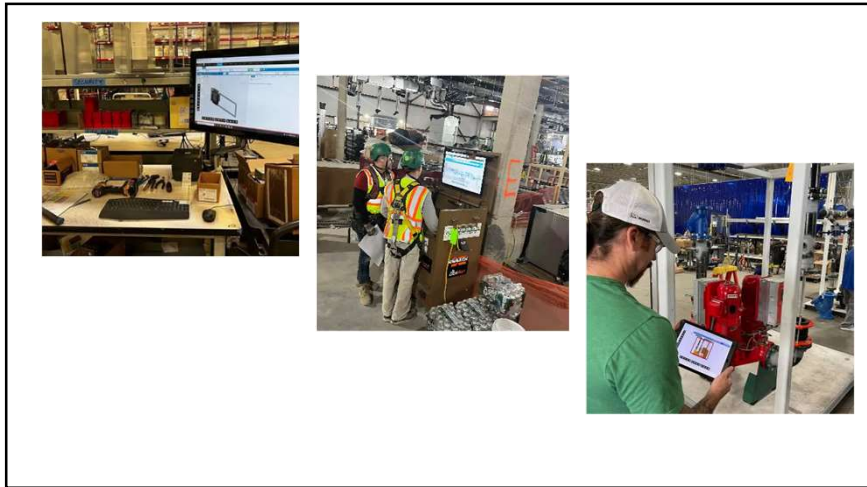
#	Name	Can Assemble	Can Package	Can Number	Can BOM	Applies to Package	Applies to Assembly	Applies to Part	Applies to Component	Office	Purchasing	Shop	Field	Description	Color	Warning
1	Design	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	50	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Design	Blue	<input type="checkbox"/>
2	Package	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	55	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Package	Yellow	<input type="checkbox"/>
3	Ready for Shipping	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	75	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Ready for Ship	Orange	<input type="checkbox"/>
4	Specified	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	100	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Specified	Green	<input type="checkbox"/>
5	On Hold	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	On Hold	Pink	<input type="checkbox"/>
6	Ready for PM Approval	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	100	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	Ready for Import	Light Blue	<input type="checkbox"/>
7	Issued for Fabrication	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Issued for Fabrication	Dark Blue	<input type="checkbox"/>
8	Fabrication in Progress	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Fabrication in Progress	Light Green	<input type="checkbox"/>
9	Material Cut	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Material Cut	Brown	<input type="checkbox"/>
10	Fabrication Complete	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Fabrication Complete	Dark Green	<input type="checkbox"/>
11	Shipped	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	Shipped	Grey	<input type="checkbox"/>
12	Field to Order	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	Field to Order	Light Green	<input type="checkbox"/>

48

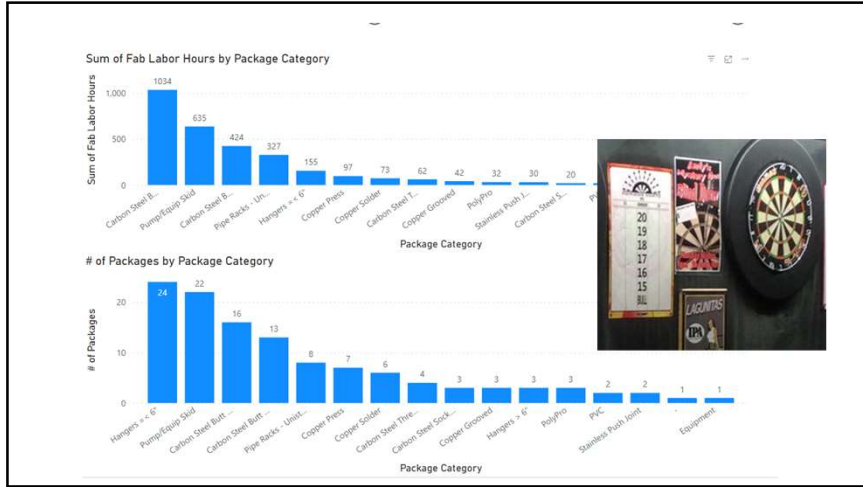
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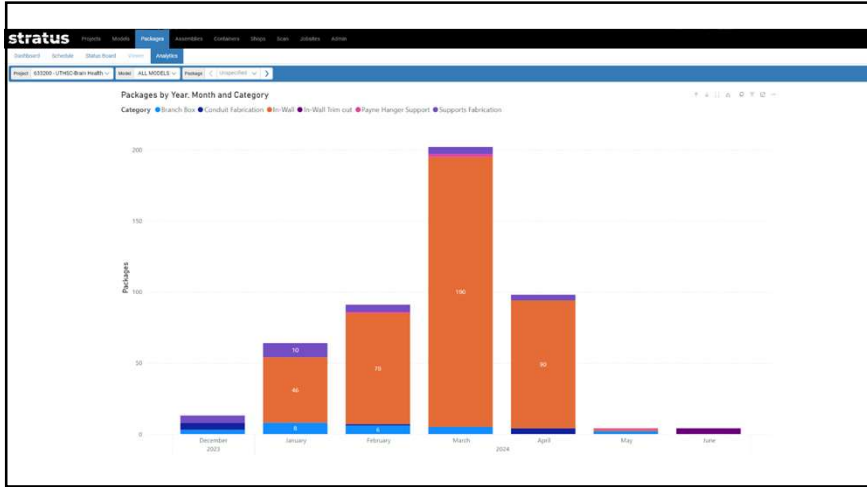
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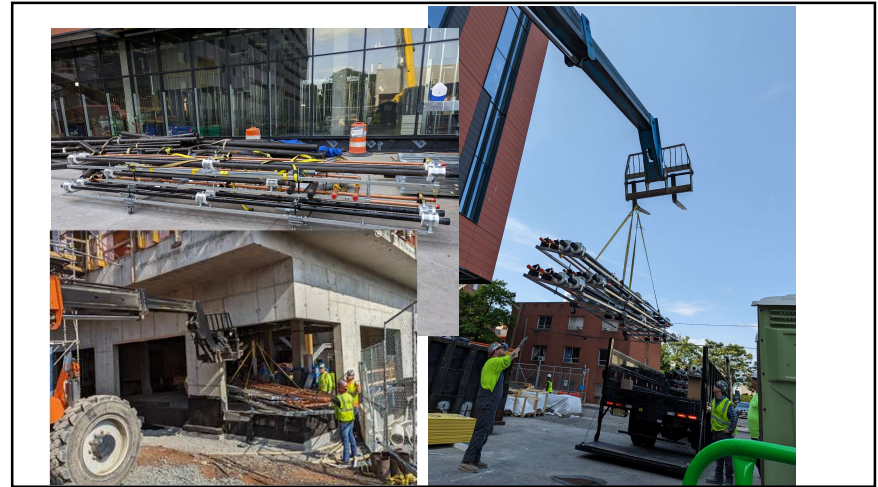


52

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3. IMPROVE THE PROCESS

53



54




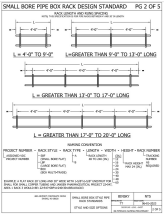

EST


DESIGN

FAB

SHIP

INSTALL





55

4. WHERE DO WE STAND?

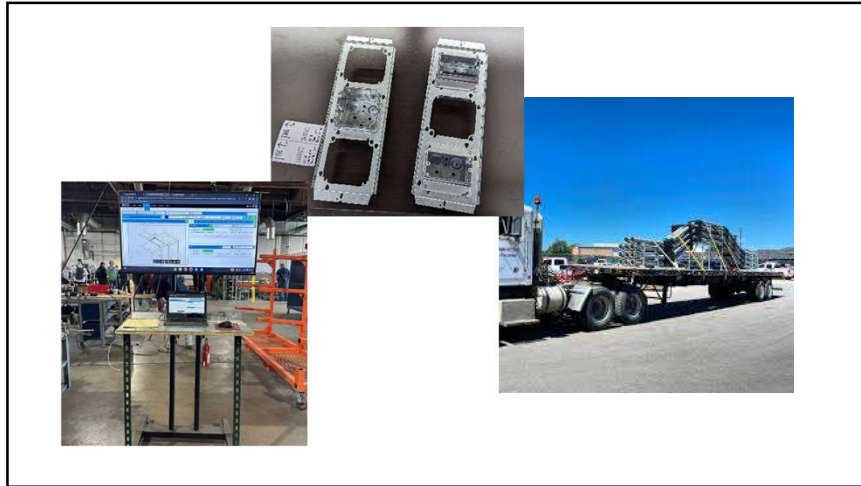
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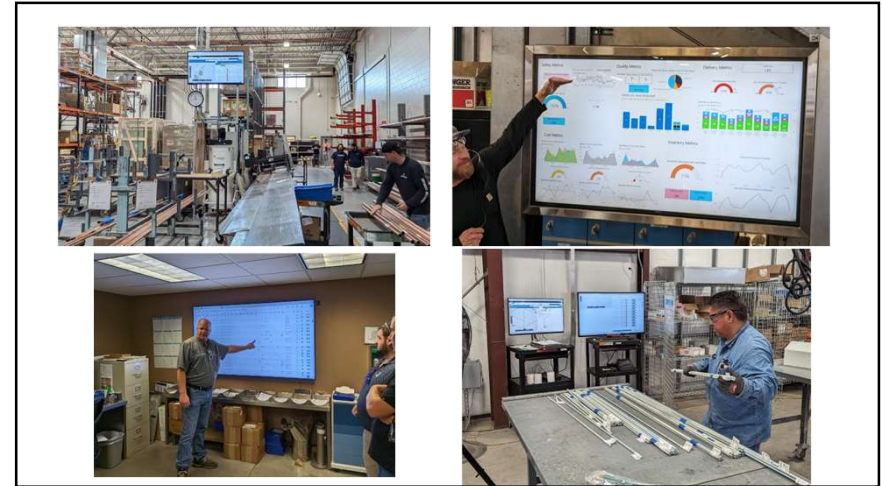
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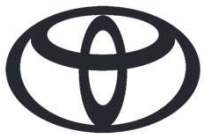
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61



62



1. DEFINE PROCESS
2. MEASURE PROCESSS
3. IMPROVE PROCESS
4. WHERE DO WE STAND?

63

{YOUR LOGO HERE}

1. DEFINE PROCESS
2. MEASURE PROCESSS
3. IMPROVE PROCESS
4. WHERE DO WE STAND?

64

Metrics you should know

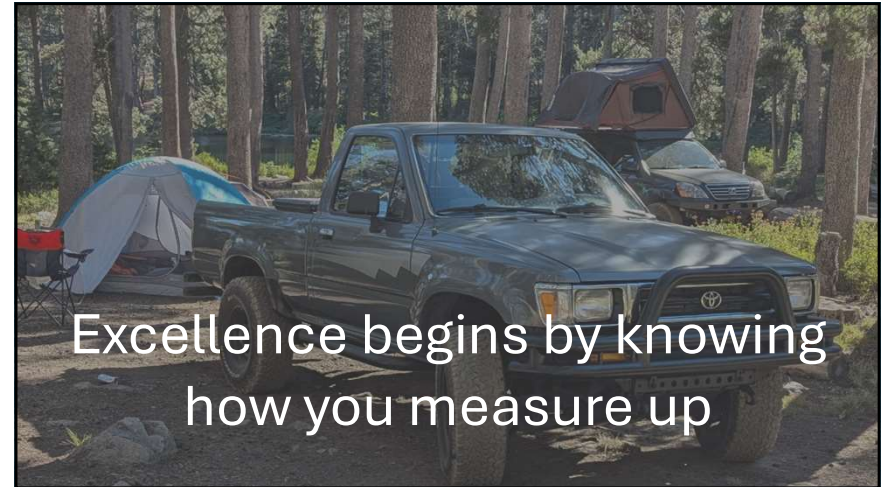
Internal

- Real time cost of fabrication – TODAY NUMBERS
- Total installed cost of room, area, work-package
- Install cost vs estimated amount
- Real time profitability for each "unit"
- When to put conduit on racks vs. single hung
- On time delivery of fab
- When to build vs. buy fab
- % waste of materials, % error of fab

External (benchmarks)

- Installation cost vs. peers in your market
- Vs. peers out of your market
- Profitability of fab vs. peers
- Change order rate
- Schedule variance
- Cash Conversion Cycle
- Fab vs. Stick Built

65



Excellence begins by knowing
how you measure up

66



67

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