

Dorval Management Associates, Inc. (DMA) is a business consulting firm, specializing in the construction industry, that will make a lasting positive impact on your business and your life. We are a practical solution for all types of businesses in the construction industry like:

- General contractors
- Sub-contractors (electricians, framers, landscapers, masons, painters, pavers, plasterers, plumbers, roofers, etc)
- Service providers (site trailer and equipment rental, etc.)
- Suppliers (plumbing and electrical supply, lumberyards)

#### **BENEFITS**

- Find free time to better enjoy life
- Develop clear business goals
- Implement effective organizational structure (Chain of Command)
- Build empowered coordinated teams
- Improve company moral
- Identify your company's strengths and weaknesses
- Better cash flow
- Improve the bottom line
- Estimate and bid with confidence
- Growth
- Deal with family internal conflict within the business
- Plan succession and exit strategies
- Review, organize and customize policies, processes, and procedures

#### **DELIVERABLES**

- Goals developed by Management by Objective (MBO)
- Budget
- Job cost tracking system
- Functional organization chart
- Job descriptions
- Overhead and labor burden procedure
- Gap training for managers
- Performance evaluation program
- Check list for job start and job closing
- Effective Incentive plan
- Change order procedure
- Internal communication system
- Eight-week and yearly cash flow reports
- Weekly flash report of key operating statistics (project slippage, win-to-bid ratio, etc)
- Break-even management tool
- Credit and collections procedure
- Vendor review program