Selection

- Why go to the effort of selecting a contractor before you have a loss??
The selected contractor will be a known quantity
The selected contractor should know all key aspects of your facility
The selected contractor should have a proven track record of performance
The selected contractor should be able to provide all the services necessary for the complete restoration/renovation of your facility
How to Reduce The Impact of A Disaster

PREPARATION!!!
What is a Disaster?

- Fire
- Water Damage / Freezing
- Environmental
- Flood
WHAT IS A DISASTER?
WHO WILL REPAIR YOUR FACILITY?

- Most Contractors Doing Work At Your Facility
  - Do Not Have Major Disaster Experience
  - Are Not Large Enough
  - Are Not Financially Strong Enough
    - Work For 60-90 Days Without Funds
    - Do Not have ability to interface loss estimates with FEMA and Insurance carrier
How To Choose The Outside Technical Experts

- Do They Know the Building?
- Do They Have Disaster Experience
  - Not “Want-a-be’s”
- Can They Work For 2 Months Without Pay?
- Are They Big Enough?
- Attitude
  - Availability - At Any Hour
Response providers must be committed and able to respond
- Reconstruction
- Restoration

Geographic distribution of offices
GEOGRAPHIC DISTRIBUTION OF OFFICES

● Survivability Factor
  – Can The Response Provider Survive The Same Event That Impacts Your Facilities?
  – Can The Provider Respond From Another Location?

● If The Response Provider Is Closed By The Same Event - *What Good Are They?*
WHAT HAPPENS WHEN THE DISASTER IS REGIONAL

- Local Service Providers Are Impacted Too
- All Support Services Are Used Up In First Day
- Access to Locations Is Limited
- Your Needs Don’t Change, But You Are Now One of Many
Start Planning Now

- Now You Have Time To Interview Team Members
- Now You Have Time To Consider Alternatives
- Now You Have Time …. 
MEET AT LEAST ANNUALLY WITH THE TEAM MEMBERS

There is nothing more ineffective than a “stranger” showing up at a disaster site, saying I’m here to help.
TIME - THE FICKLED PARTNER

Before a Disaster
- Ally
- Flexible
- Unlimited

After a Disaster
- Adversary
- Limit Alternatives
- In Short Supply
Reconstruction/Restoration Phase

Phase II Analysis (Single Source Solution)

- Structural Evaluation
- Mechanical Evaluation
- Damage Isolation
- Search for hidden damage
- Hand demolition
- Content and merchandise relocation, manipulation, and inventory assistance
- Detailed structure cleaning
- Odor eradication
- Mold remediation
YOUR SINGLE SOURCE SOLUTION