

**12th Annual ISM Services Conference  
December 1, 2011**

**Roundtable Notes**

*Construction/Facility Maintenance*

**Challenges**

- Background checks
    - EMR & DART figures
    - 3rd party analysis of background checks
  - Get a copy of the COI (certificate of insurance).
    - Make sure additional insured
    - Waiver of subrogation
- Use a third party service to track insurance compliance.
- EBIX was mentioned

**Manpower & Materials**

- Storages of lineman
- Storages of steel poles
- Welders are hard to find
- Unions trying to bring people in.

**Environmental Issues – Adding Cost and Time**

- Endangered species
- Sacred ground

**Extra Work Authorizations**

- Must be signed off by foreman.
- Use unit rates in facilities for extra work.
- Risk/reward – Must have a good scope!
  - Targeted lump sum
  - Pay a bonus or percentage of savings under bid.
- Economy is affecting
  - inventory
  - Loss of knowledge base (retirements)
  - Theft
- Uniform contracts
  - Make sure there is no evergreen contracts.