

Project Evaluation

Main Criteria for Project Evaluation

- 1) Project Size
- 2) Custom Work
- 3) Date Stone Needed
- 4) Profitability

Find out how much cast stone is on the project. (Sq. Ft. of panels, or linear ft. of banding or balustrade or number of surrounds or columns.)

Find out how custom work is on the project. (How much of the job is catalog parts we have tooling for and how much will we have to create tooling for.)

Find out the deadline for delivery of cast stone.

Are there any factors that might make this project especially profitable? (Is the owner well connected? Is the project especially visible? Can we get higher price for this project's cast stone order? Find out if there is anything special about this job.)

Project size affects only the actual stone production time, if the amount of custom work is low. Custom work requires additional time for drafting, and manufacturing of the tooling, before production can even begin. It can increase the amount of time needed to produce and order dramatically. If time is of the essence for your customer, then catalog profiles and units could be a better choice.

The day stone is needed on site could cause a project to be unfeasible. If there is plenty of time before the stone is expected, then production slots can be found for any job, big or small. But if time is limited, we may not be able to do it at all.

The final results of the evaluation will depend on the availability of drafting, tooling, and production time. Gather your information and bring it to sales and production management.

This is a form for figuring project feasibility. It is very simplified, and does not include the changing state of factory availability. It is included in PTL6.0 as Forms/Project Management Evaluation Form.