Prequalification is Risk Mitigation

Your cleanroom design-build project is critical to the success of producing your product, whether it be medicine, therapy, or device. Risk mitigation is critical to a successful cleanroom construction project. What is riskier than hiring a new, unknown contractor, supplier or subcontractor? One spoiled egg could negatively affect the project schedule, the project budget, project safety, the quality of the installation, or compliance with regulations, regardless of the cleanroom classification. Prequalifying potential contractors, subcontractors, and suppliers minimizes risk.

Steps for a successful prequalification

Corporative Personnel on the team

• Do they have management hierarchy? Do they have an HR department?• Is there a fire chief on site?• Do they have their own on site medical?• Do they have a safety program?• Do they have a safety director?• Do they have a safety committee?• Have they ever been cited by OSHA?• What is their OSHA Experience Modification Rate?• Do they have any safety training programs and/or safety meetings?• What is their OSHA 300 information?• Will they share their Dun & Bradstreet number?• Are they a member of ISNETWORLD?

2nd party verifications

• Have they ever been ISO certified or CFF certified? • What is their ISO Certification?• Have they ever been validated by a 3rd party explaining testing?• What is their 3rd party verification?• Has their facility ever failed an audit?• Does the facility have a cleanroom classification?• Are they a registered contractor (RCC)?• Is this a cleanroom retrofit project?• Have they ever been on the ISPE list of outstanding contractors?

Company Background

• How long has the business been in existence?• How many years has the business been in business?• Are they a part of a larger company?• Are any part ownerships active?• Have they been in business less than 5 years?• Do they own all of their facilities?• Do they have a parent company?• What is the location of the parent company?

Technical Skills & Know-How

• Do they have a detailed engineering plan?• Do they have the experience to complete the project?• Will their engineers work on the project?• Will their engineers stay involved?• Will their engineers roll on to the project?• Do they have a detailed engineering, procurement, and construction plan?• Do they have a detailed engineering, procurement, and construction plan?• Do they have a detailed engineering, procurement, and construction plan?• Do they have a detailed engineering, procurement, and construction plan?• Do they have a detailed engineering, procurement, and construction plan?

Identify Potential Legal or Ethical Threats

• Have they been charged with any violation (or reported?)• Have they been involved in any litigation?• What is the reputation of the business?• Do they have a reputation for potentially unethical behavior?• Do they have a reputation for potentially unethical behavior?• Do they have a reputation for potentially unethical behavior?• Do they have a reputation for potentially unethical behavior?• Do they have a reputation for potentially unethical behavior?

PROJECT RISKS

Schedule • Budget • Safety • Quality • Compliance

AES CLEAN TECHNOLOGY GUARANTEES COMPLIANCE OF EVERY FACILIFLEX PROJECT WE COMPLETE

AES is cleanrooms. We have built millions of square feet of cleanroom facilities that are still in operation today. We have all of the safety, financial, and technical know-how to effectively complete your project on budget, on time, and with guaranteed compliance.

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*Bonus tips: look at the potential partner’s social media for clues:

• How many employees do they have on LinkedIn?• How many followers do they have on LinkedIn?• How long has their Facebook page been in use?• Do they have safety violations in their photography?