

# 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 regulation, regardless of the cleanroom classification. Prequalifying potential contractors, subcontractors, and suppliers minimizes risk.



## Project Risks



Schedule • Budget • Safety • Quality • Compliance

### Steps for a successful prequalification

#### Corroborate Personnel on the team

- How large is their current workforce?
- Who is actually doing the work (it's easy to appear bigger than reality)?
- What is the number of direct employees?
- Is their staff full time, part time, contractors, 1099, or hired surreptitiously?

AES Clean Technology has over 250 direct employees including in-house engineers & designers, cleanroom construction professionals, installers, as well as manufacturing, and back office personnel; all with a single focus of design building industry-leading modular cleanrooms. Our cleanroom experts boast tenures over 10, 15 and 25 years at AES Clean Technology!

#### 3rd party verifications

- Are they a member of ISNETWORLD?
- Will they share their Dun & Bradstreet number?
- What is their OSHA 300 information?
- Have there been any citations issued?
- What is their Experience Modification Rate (3 year)?
- Do they have any safety training programs and/or safety meeting policy?

AES Clean Technology is committed to creating the safest work environments for all employees. Safety is a culture at AES and our mission is to send everyone home without incident every single day. AES Clean Technology is verified by third party organizations, and not only do we have the certification to prove our credibility, but our cleanroom facilities have won or been honorably mentioned in multiple Facility Of The Year Awards (FOYA) from the International Society of Pharmaceutical Engineers (ISPE).

#### Company Background

- How long has the cleanroom company been in business?
- Has the contractor or its principals ever filed for bankruptcy?
- What was their annual revenue for the last five years?
- Will they share their work backlog with current project references (including name, telephone & email)?
- Do they have the capacity for this project?
- How many projects have been completed under business name last five years?

AES Clean Technology has design built over 3,000 cleanrooms. We own all of our buildings, including the 80,000 sq. ft. cleanroom manufacturing facility in Suwanee GA. AES is busy, because we're best in class - but our factory is still operating with substantial spare capacity. AES also has the financial strength to self fund all of our projects.

#### Technical Skills & Know-How

- What is the proposed team members skill level?
- Do they have a detailed engineering, procurement, & cleanroom construction plan? What is the execution plan?

AES Clean Technology has a reputation throughout the industry as the gold standard in cleanroom design building. Our staff is comprised of a blend of seasoned veterans with over 35 years' experience, as well as relative newcomers bringing innovative new ideas to the table. We have enough ingenuity to know what doesn't work, and enough energy to find new solutions. We fully understand how to assist the transition from start up of our cleanroom to the client's successful validation in order to start producing product and some are still operational 20+ years later. View our cleanroom project portfolio today!



How will they do the work?



Character of the company

#### Identify Potential Legal or Ethical Threats

- Are there any active litigations cases?
- Has there been any litigation in the past year?
- Do they have a labor law violation history?
- Have there been any judgements filed against company?
- Is there a contract default or contract termination history?
- Can they produce 3-4 client references to validate the company's quality, dependability and creditworthiness?

AES delivers on our promises and does business with integrity. Our clients trust us because we have earned it by doing the right thing for over 35 years. After working with us once, many clients sole source us for all future cleanroom projects.



## 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.

Click here to learn more about guaranteed performance on your next cleanroom [sales@aesclean.com](mailto:sales@aesclean.com)

\*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?