The Canadian Electrical Contractors Association.

Working for You!

Topic: Prequalification Programs and Standards

The absence of a common prequalification system and standard in the Canadian industry, has resulted in many third-party prequalification programs (ISN, Avetta, ComplyWorks, Compass etc.). Contractors must repeatedly prequalify with different programs and standards which creates substantial inefficiencies. The wasted time, effort and resource required to maintain duplicate data in multiple locations and in multiple formats comes at a significant cost to the sub contractor. At the prequalification stage, these costs are solely carried by the sub contractor with no guarantee of being able to recover the cost.

Based on industry input, there is a strong desire to develop and implement a common prequalification standard and streamlined solution for the Canadian construction industry. To achieve such and objective and effect necessary change, industry needs to ban together as they did with the Prompt Payment initiative.

It is suggested that, with the leadership and support of organizations such as the Canadian Construction Association (CCA), The National Trade Contractors Coalition of Canada (NTCCC) and other relevant stakeholders, an initiative can be launched to develop and roll out a common prequalification standard and supporting system to improve efficiency and reduce cost in the construction pre-qualification process. Once the system is fully up and running, the expectation is that the contractor would only have to prequalify once a year, with the ability to share their prequalification data with whoever they deem necessary on an as needed basis. The contractor would own and maintain their data and have the ability to update when necessary.

This is a proven approach to prequalification. It has already been successfully implemented in the UK. It is estimated that the cost savings to the UK construction industry will be around £1 billion per year due to improved efficiency and reduced costs. New Zealand and Australia are also in the process of adopting a similar approach. CECA has had preliminary meetings with the UK director to see if this is doable in Canada. If we decide to pursue a common standard and platform, it is critical that we have buy in from all stake holders.

Is this something that you would like CECA to pursue? Please let us know.

Respectfully yours,

Gregg Whitty

CECA Operations Manager