

Gilchrist Partnering with DOTD

Gilchrist Construction Company is a recognized leader in the construction industry and is known for getting work put in place at a rapid pace and doing a lot of it. We have a new strategic initiative to create hassle-free relationships with our customers. Most of our work is with the Louisiana Department of Transportation and Development. The DOTD already has an under-utilized specification that gives us a way to do this. It is called Partnering.

Partnering is a process of identifying issues and goals for a project to reduce communication barriers that may lead to misunderstandings between the key players in the construction process.

Partnering encourages "win/win" working relationships. Everyone who has a stake in the project has an opportunity to voice their corporate values, project objectives, and concerns up front. Representatives functioning as a team identify and solve problems that will move them toward the shared goals of a successful project.

Benefits to the Project Owner

- Reduced exposure to litigation through open communication and issue resolution strategies.
- Lower risk of cost overruns and delays because of better time and cost control over project.
- Better quality product because energies are focused on the ultimate goal and not misdirected to adversarial concerns.

- Potential to expedite project through efficient implementation of the contract.
- Open communication and unfiltered information allow for more efficient resolution of problems.
- Lower administrative costs because of elimination of defensive case building.
- Increased opportunity for innovation through open communication and element of trust, especially in the development of value engineering changes and constructability improvements.
- Increased opportunity for a financially successful project because of non-adversarial win/win attitude.

Projects currently utilizing the Partnering Process

- Job 1065 US 167 SP 023-05-0028 Winnfield to Dodson
- Job 1059 SP 103-01-0025 SR 523 Flournoy Lucas\Ellerbe Road

We believe that implementing partnering agreements will improve the construction experience for everyone involved without increasing costs. Gilchrist's senior management team is committed to integrating partnering on all of our projects. This important strategic initiative will ensure that partnering is incorporated on all GCC projects going forward, with the intent of creating a "customer-first culture".

- Dale Willis