IPRO 338

Business Development For Electrical Contractors

Statement of the Problem

✦ The business opportunities for Electrical Contractors has dwindled with the down turn of the economy.

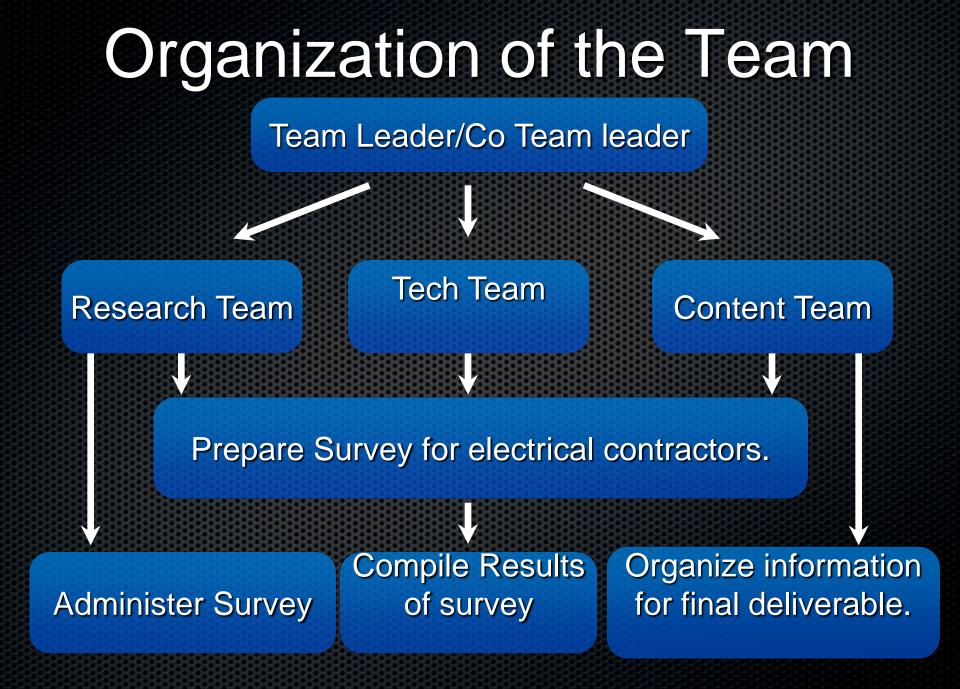   ✦ Therefore the need has arisen to find ways to help maintain and grow their businesses.

✦ We aim to have recommendations to Electrical Contractors on how they can be better equipped to deal with downturns in the economy.

Goals of the Project

✦ **Research Objective**

   ✦ To recommend improvements to business models of electrical contractors through surveying and finding best practices of electrical contractors currently.

✦ Currently every company does only internal business development. We hope that by surveying several different companies we can have a understanding of the problem and then give better recommendations on better practices of business development.

Organization of the Team

Team Leader/Co Team leader

Research Team

Tech Team

Content Team

Prepare Survey for electrical contractors.

Administer Survey

Compile Results of survey

Organize information for final deliverable.

Progress Toward Goals

✦ The survey has been completed and we are now moving on to contacting electrical contractors to administer the survey. Of the 18 we have targeted to contact, 5 have responded and been surveyed.

✦ We have seen a wide variety of responses from the different executives of the companies that seems to be dependent on the size of the company most often.

Major Obstacles Encountered

✦ We have had the major obstacle of being able to contact the executives of the electrical contracting company due to their schedules that are very busy.

✦ We have only been able to work around this constraint by being as flexible as we can to make this as easy for them to do as possible.

✦ We haven't changed our goals and are continuing to follow our timeline we layed out at the beginning of the semester.

Anticipated Major Challenges

✦ We see that later in this semester we will have difficulty finding a correlation from the information we collect to then give recommendations.

✦ We have made the option for more surveying to be done through an online survey that could then expand our knowledge base and then allow us to find correlations that could benefit electrical contractors.

Questions