

BAY AREA CHAPTER



NORTH BAY SAN FRANCISCO GREATER OAKLAND
SAN MATEO SANTA CLARA

A NEW SMACNA Chapter Education Program

Transform Your Organization For the Future

With the future bringing more of the same accelerated challenges of schedule compression, pricing pressure, and manpower shortages, the industry will be forced to innovate at a heightened clip. Most contractors are trying to solve these massive industry issues with tactical solutions and everyone is basically trying the same approach they have used for years.

The reality is a new business model that is evolving to address these challenges with strategic, long term solutions. Best in class HVAC and mechanical contractors are utilizing value stream mapping to visualize work systems (prefabrication, IT, financial systems, etc.) and identify the gaps, overlaps and roadblocks in how customer requests/orders are completed. Maxim Consulting will use case studies of US based contractors including pictures and detailed descriptions of what they have done, why, and the substantial bottom line results they are enjoying.

Target Audience: Presidents, Vice Presidents, Financial Managers and Project Managers

Presented by

Stephane McShane
Maxim Consulting Group

Thursday, October 19, 2017

8:30 am—12:30 pm

No Cost for Member Firms

Bay Area SMACNA Training Room

7677 Oakport Street, Suite 805

Oakland, CA 94621

510-635-8212

Transform Your Organization For the Future

Learning Objectives:

- ◆ Learn to identify internal and external customers
- ◆ Define what your customers value
- ◆ Understand the fundamentals to developing a process map
- ◆ Identify how a gap analysis is used to highlight process improvements

About the Instructor:



Stephane McShane, Director at Maxim Consulting Group, is responsible for the evaluation and implementation processes with our clients. Stephane works with construction related firms of all sizes to evaluate business practices and assist with management challenges.

With a large depth of experience working in the construction industry, Stephane is keenly aware of the business and, most specifically, operational challenges firms' face. Her areas of expertise include: Leadership development, organizational assessments, strategic planning, project execution, business development, productivity improvement, and training programs. Mrs. McShane is an extremely motivational and inspirational speaker, mentor, and teacher. Her ability to create confidence and desire among your work groups is extremely effective.

Stephane possesses the rare combination of talent from being in the field as an apprentice, electrician, foreman, then working her way through each operational chair within a successful electrical construction firm. Her ability and drive defined her to be "best in class" at each position held. This is what makes her so effective at operational and organizational assessments today. There isn't a position operationally that she hasn't successfully conquered from being an estimating trainee through executive management. She has led her teams to become the undisputed leaders in their markets.

Register via fax to 510-635-0320 or e-mail npirrone@bayareasmacna.org

Name _____ Company _____

Phone _____ E-Mail _____

Attendee Names _____

_____ Total # Attendees _____