

## Live Crew Cost Clicker

**Executive Summary.** Education of your staff or of your client can be effectively done using SJ Construction Consulting LLC's (SJCC) Crew Cost Clicker. Don't talk about the cost per hour of a crew, show it. Live.

**The Clicker.** Runjob Software partnered with SJCC to develop a simple, yet effective, visual display of contractor cost as a function of time. [Scan the QR to see/use the clicker] The actual cost a contractor suffers on a minute-by-minute to day-by-day basis is often misunderstood by employees and clients of contractors.



For example, a typical utility crew may cost a contractor \$7,500 per eight-hour day. That's equal to \$937.50/hour or \$15.63/minute. Show it!

To be able to pull up this simple tool and display it to employees or client representatives really drives home the cost incurred while a contractor waits. A contractor waits for its employees to show up for work or come back from lunch. A contractor waits for a client to answer an RFI.

**My Story.** I didn't have this tool when I was in business as a contractor. But now as a consultant I talk about this tool and show it all the time – with owners and employees of companies. This is a tool representing time and cost that are not directly built into contractor estimates.

It does a great job of showing impacts to a contractor, or any business for that matter!

