



SMARTSTART®:
Removing Waste, Working Smarter

Balfour Beatty is committed to driving waste and inefficiency out of the construction process and the entire building lifecycle. This commitment has led the company's teams to discover that much of the inefficiency experienced on projects is invisible – disguised as underlying, pervasive problems with team behavior and performance.

As a result, Balfour Beatty developed SmartStart®, the company's proprietary process for developing high-performance teams and custom project strategies designed to maximize success. The SmartStart process represents the next level of what construction project teams and project strategy can achieve.

*Ready to learn more about how SmartStart® can help your project?
Contact us at relentlessallies@balfourbeattyus.com.*

Balfour Beatty
Construction



SMARTSTART®

 <p style="text-align: center;">ALIGNMENT</p> <ul style="list-style-type: none"> 💡 Develop team dynamics through individual strength assessment 💡 Define value 💡 Define system of governance 💡 Agree on decision making protocol 💡 Milestone planning 	 <p style="text-align: center;">COLLABORATIVE PLANNING</p> <ul style="list-style-type: none"> 💡 Engage the supply chain 💡 Understand and eliminate risk 💡 Explore options and opportunities 💡 Integrated scheduling (pull planning) 💡 Establish performance metrics 💡 Identify and remove constraints 	 <p style="text-align: center;">PROACTIVE DESIGN</p> <ul style="list-style-type: none"> 💡 Set up target value design mechanisms 💡 Discover schedule and quality parameters 💡 Identify high performance building options 💡 Apply DfMA principles and explore options for off-site manufacturing 	 <p style="text-align: center;">SUPPORT SYSTEM</p> <ul style="list-style-type: none"> 💡 Team health and awareness 💡 Communication methods and standards 💡 Information management 💡 Technology and information workflow 💡 Digital documentation strategy 💡 Training approach
--	---	---	---

Value

Value to owner: SmartStart ensures the owner’s notions of value are deeply understood and serve as the basis for the entire project strategy. This also ensures owners are aware of their expected roles and potential impact on the project.

Value to Balfour Beatty: SmartStart sets our project teams up for success by addressing the root causes of the most prevalent challenges by making sure the team: 1) deeply understands owner values and design intent, 2) has a holistic, customized and well thought out plan, and 3) has mechanisms to track performance continuously throughout the project.

Value to partners: SmartStart enables alignment, transparency and much greater integration to better leverage the combined team’s collective expertise and capabilities.

SmartStart proactively addresses inefficiency and the underlying pervasive problems with project team performance.

Immediate Problems

- Budget overruns
- Quality issues
- Schedule delays
- Safety issues
- Administrative overload

Underlying Causes

- Poor planning and coordination
- Late decisions
- Expertise missing
- Unforeseen conditions
- Misunderstanding
- Communication challenges
- Bad meetings

Root Causes

- Interpersonal conflicts
- Motivation challenges
- No decision making protocol
- Lack of clarity – values, risks
- Misalignment
- Lack of accountability
- Unclear process

What SmartStart Achieves

IMPACT – ensures the owner’s notions of value are deeply understood and that everything Balfour Beatty does directly enhances team performance and addresses the project’s value proposition.

EFFICIENCY – enables team alignment, transparency and greater integration to avoid potential issues and better leverages the comprehensive team’s collective expertise.

Ready to learn more about how SmartStart® can help your project? Contact us at relentlessallies@balfourbeattyus.com.

