Sticking to the limit

Contractors should treat your budget with respect when carrying out a refurbishment or construction project, says Chris Davies

Most of us are familiar with huge construction projects such as the Millennium Dome in London’s Greenwich, which was estimated to cost around £400 million, and ended up costing at least £200 million more—and that’s allowing for ticket sales. Then there is the new Wembley Stadium, notorious for being £400 million over budget and a year late⁴.

Then there’s the Scottish Parliament, estimated at first to cost just £40 million, modest by today’s standards, finally running over budget by £155 million. But that’s nothing; the Channel Tunnel was finally completed at a cost of £16 billion...£5.2 billion over budget.

What to expect

With so many dentists enlist- ing contractors to refurbish, renovate or construct premises from scratch, now seems like a good time to say a few words about budget, and what those dentists should expect from their contractor. Of course, the figures involved are hardly going to compare to those frittered away in the above examples, but the practice is essentially the dentist’s livelihood.

What will the dentist do, for example, if the project exceeds budget?

If it is a small excess, then the dentist may grin and bear it, although he or she will certainly vow never to use, or recommend, the contractors they enlisted again. However, if it is a huge amount, this can cause a great deal of trouble. If the project is delayed, or halted altogether, you could very well lose those patients whose loyalty was hardest to earn. In order to avoid the potential problems caused by spiralling costs, enlist a contractor with a track record of sticking to the limits imposed by clients.

A team effort

The leading contractors working in the dental industry will manage the entire project on your behalf, keeping you informed along the way. However, you should ask your contractor if they employ a partnering approach. This means that everyone on the project works together, as a well-oiled machine, with optimum communication. The best contractor even offers workshops at the start of every project to ensure that everyone is reading from the same page.

Partnering during the project also ensures cost-effectiveness, as everyone can share their expertise and work together to overcome obstacles. With a contractor who employs this strategy, your refurbishment or new build project will run much more smoothly, and there is a greater chance of it meeting the estimated cost.

About the author

Chris Davies

Appointed in 2006, rugby enthusiast and family man Chris Davies, has led Genus’ new dental division to secure a significant share of the market. For more information on refurbishment, design and new build projects, contact Genus on 01552 840844 or email info@genusgroup.co.uk.