



## Client Utilization

Construction Industry Resources (CIR) was established to be a construction industry solution leader for market intelligence and risk analytics. Our clients rely on the CLMA platform and CIR services as effective risk planning solutions and regularly recommend our work to their peers. Below is a sampling of utilization by our clients...

- ✓ Owners report the CLMA helps them confidently understand wage and per diem for key crafts enabling them to set labor budgets and contingency more effectively.
- ✓ Owners report the CLMA helped them confidently understand regional craft competition and imbalances enabling them to more effectively complete site selection.
- ✓ Owners report the CLMA helps them confidently understand wage escalation so they can understand labor risk and negotiate labor cost effectively.
- ✓ Owners report using CLMA data to validate stated labor market challenges and cost.
- ✓ Owners report using CLMA market intelligence to adjust outage timing and avoid higher cost and risk.
- ✓ Owners report the CLMA is a trusted, internal data source which does not require proof of accuracy each time it is used.
- ✓ Owners use CLMA market analytics in early-FEL for multi-billion-dollar projects to plan budgets, timing, contingency, contract strategy, risk strategy, and to convince the Board to move forward with the project.
- ✓ Large contractors report using the CLMA GeoID to effectively recruit workers from areas where projects are winding down to areas where project(s) are ramping up.
- ✓ Many contractors report using CLMA data to effectively bid on owner projects and validate estimates and bids.
- ✓ Small and large contractors report that some owners expect them to use CLMA data to support estimates and bids.
- ✓ Small contractors report using the CLMA Market Intelligence weekly to understand the market, know where to pursue work, and effectively bid.
- ✓ One state government entity reports the CLMA platform enables them to recruit new companies and jobs to their state. They use the data to fill training capacity for craft disciplines that are in high demand but short supply.