



Southwest Energy Systems



5 Mistakes You Don't Want to Make

1. Failure to properly test the electrical system prior to energizing could be catastrophic.
A Hartford Insurance Study found that circuit breakers are responsible for 19.5% of all electrical failures!
2. Failure to pre-qualify your Testing Provider.
Accept only the Gold Standard. NETA accreditation is a must!
For more information go to netaworld.org
3. Failure to review your subcontractor's safety practices and history.
You cannot afford the risk of a major accident!
4. Assuming Low Cost means High Value.
Not all bids are equal; make sure everything is covered and avoid Change Orders.
5. Putting up with poor communication.
From beginning to end you should expect first class communication and support.



You are only as good as your Subcontractors!

Steps To Prevent You From Making Those 5 Mistakes

1. Prevent failures and delays

Complete testing of an electrical system identifies manufacturing and construction defects that commonly cause delays in startup, damage to equipment and warranty issues. The cost of testing the system, before energizing, is a lot less than dealing with the issues down the road. Left undetected, a small issue will eventually turn into a big deal putting your profit and reputation at stake. Don't take shortcuts, talk to us about simple, economical ways to ensure your system is 100% ready to run.

2. Pre-qualify your contractor

Not all testing contractors are alike. NETA-accredited companies have demonstrated technical and practical knowledge of complex electrical equipment, test methods and test equipment. Today's technology is advancing at an unprecedented rate. Staying up with it is a challenge. Through the NETA system, accredited companies have access to the information, technology and training necessary to keep up with the changing landscape. Southwest Energy Systems is a fully accredited NETA organization. All of our technicians are NETA certified, with many having achieved level 4 certification, the highest certification rating offered.

3. Safety

We don't have to tell you how big an issue safety is on the job site. With the amount of data available today, it is easy to research any company's safety rating through OSHA or other agencies. If you aren't asking for the data, and reviewing it before your contractor goes on site, you may pay for it later. A lot of companies say they care about safety, but Southwest Energy Systems lives it. With a dedicated safety and training department and mandatory daily tail-board meetings we don't mess around with our safety. Each month we dedicate one full day for all employees, office staff included, to train on safety and technical issues. All in an effort to be the best and safest testing contractor in the country.

4. Clear scope of work

Change orders, while sometimes necessary, are preventable. Most electrical testing specifications are incomplete and inaccurate. This leaves a lot of room for error when estimating the cost and schedule to complete a project. You know the old saying that an ounce of prevention is worth a pound of cure, well it certainly applies here. A clear and complete specification goes a long way towards narrowing the spread between the low bid and the high bid and ultimately will result in fewer change orders. Let us help, with our many years of experience and the wide variety of projects we have completed, we can help you create a specification that will make bid day go a little easier.

5. Communication is key

The root cause of most failures is miscommunication. Using "the squeaky wheel gets the grease" approach to scheduling is reactive and counterproductive. You need suppliers that will be watching your back to make sure you meet deadlines and communicate quickly and honestly when issues arise. Suppliers that communicate project progress in a proactive manner save you precious time, and we all know, time is money. We have a dedicated scheduler and project coordinator that manage the scheduling expectations of our projects. You have a single point of contact that can tell you immediately the who, when, where and how of every project. Each active project is reviewed on a regular basis to assure we are meeting your expectations. Our goal is to call you before you have to call us: it's simple but it works.



Ed Kavanagh

Mobile: (602) 920-2818
Office: (602) 438-7500
Ed@sesphx.com

Joe Castillo

Mobile: (480) 720-6917
Office: (602) 438-7500
Joe.Castillo@sesphx.com

Jabez Brunz

Mobile: (602) 561-5741
Office: (602) 438-7500
Jabez@sesphx.com