



**“Breakthrough Construction 2014”
StreetwiseSubbie.com Second Annual Conference
10th June 2014**

ANDREW FOY

“How Doing Less Can Have You Laughing All The Way To The Bank”

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“Why doing less can have you
laughing all the way to the bank”

BY

Getting your Business ISO Certified

Objectives



- What is ISO Certification all about?
- Me!
- How can ISO Certification result in “doing less”?
- How can ISO Certification leave you “laughing all the way to the bank”?
- Dispelling some ISO Myths along the way

What is ISO & ISO Certification?



“ISO (International Organization for Standardization) is the world’s largest developer of International Standards which... make industry more efficient and effective”

“A Standard is a document that provides requirements, specifications, guidelines or characteristics that can be used consistently to ensure that materials, products, processes and services are fit for their purpose”

So if we are assessed (Certified) against a universally acknowledged appropriate “Standard” our customers are assured that we are a safe pair of hands to engage and do business with

The Standards



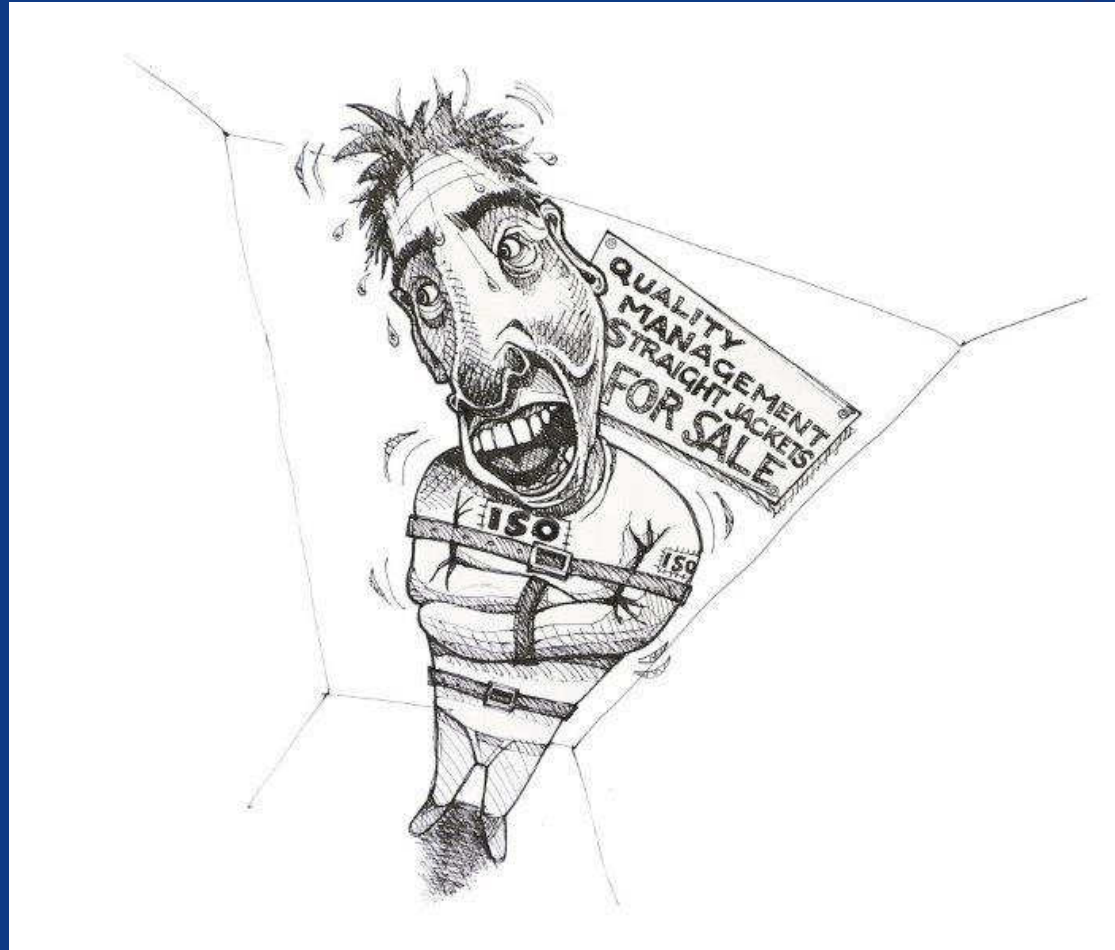
- ISO 9001 - the internationally-recognised Standard for Quality Management, providing a framework for demonstrating your commitment to quality delivery and enhancing Customer Satisfaction
- ISO 14001 - the Environmental Management Standard which is the preferred choice for demonstrating your “Green Credentials”, for understanding, controlling and improving your business’s impact on the environment
- OHSAS 18001 - the accepted “gold standard” for effective Occupational Health & Safety Management
- “For business, they are strategic tools that reduce costs by minimising waste and errors and increasing productivity”

Andrew Foy

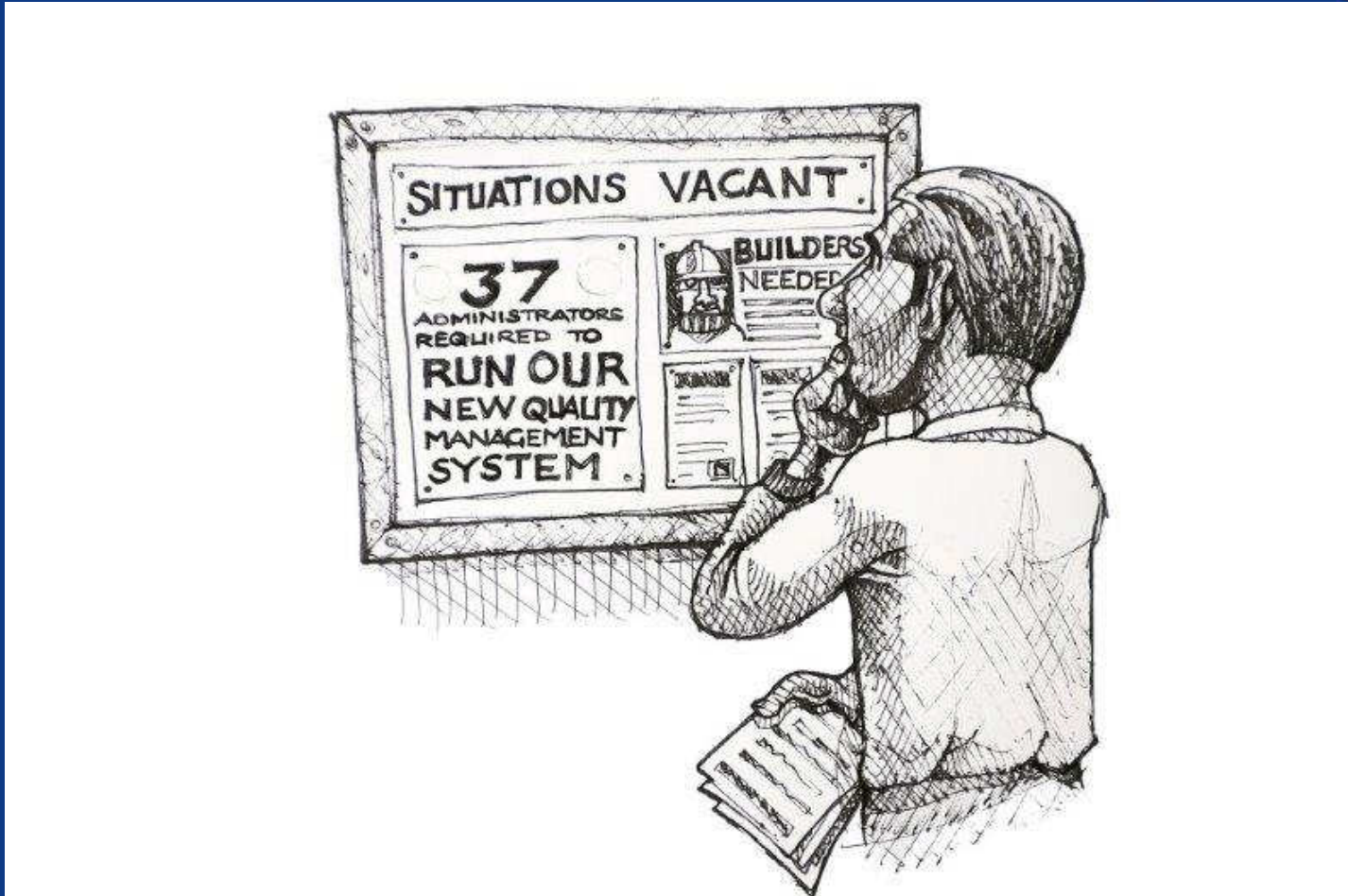


- Specialist subcontractor to the Construction Industry for over twenty years
- Implemented ISO Standards - became a believer!
- Qualified as a Lead Auditor for the three International Standards; set up *Foy Certification Ltd* summer 2011;
- *Not Just A Tick In A Box* published summer 2013
- Designated *Service Provider* for AIS, FPDC, CFA, BBSA, SS
- Quality Management Consultant to the Green Deal Consortia
- 100% success record in securing ISO Certification for Subbies

“It will tie me up in a straitjacket!”



“We’ll need loads more people to run something like that”



Doing Less?



- Define Best Practice as it relates to your business – satisfying your business needs *and* ISO principles and requirements
- Get it right first time – stress free
- Define roles and, more importantly, results! Build competence accordingly
- Risk management – “Preventive Action”

Oh and by the way ...



- Other likely changes in ISO 9001:2015
 - Change control
 - Addressing Risks *and* Opportunities
 - Post-Delivery activities

Laughing all the way to the Bank?

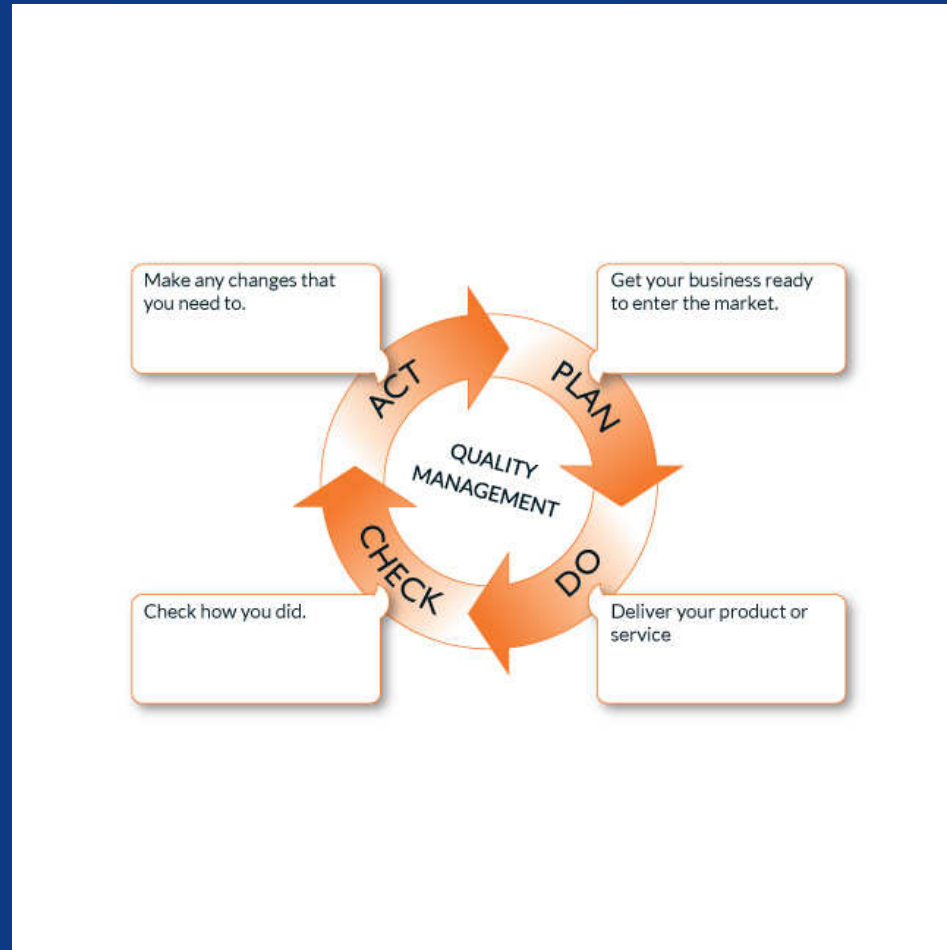


- Proven impact on the bottom line
- Do you know the costs of poor quality? (1 – 10 – 100)
- Continual Improvement
- Build long-term value

Basic ISO Philosophy



What does this mean for your Business?



Continual Improvement Cycle

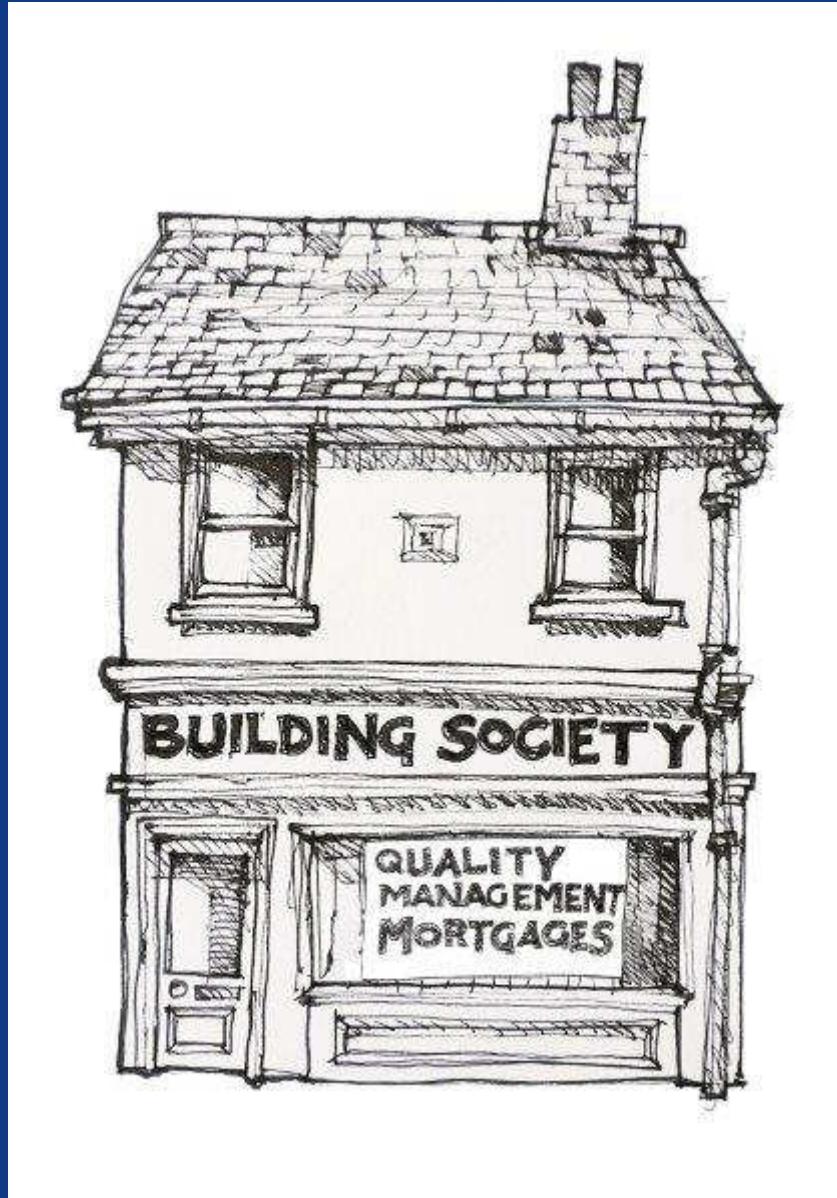


Serious questions ...



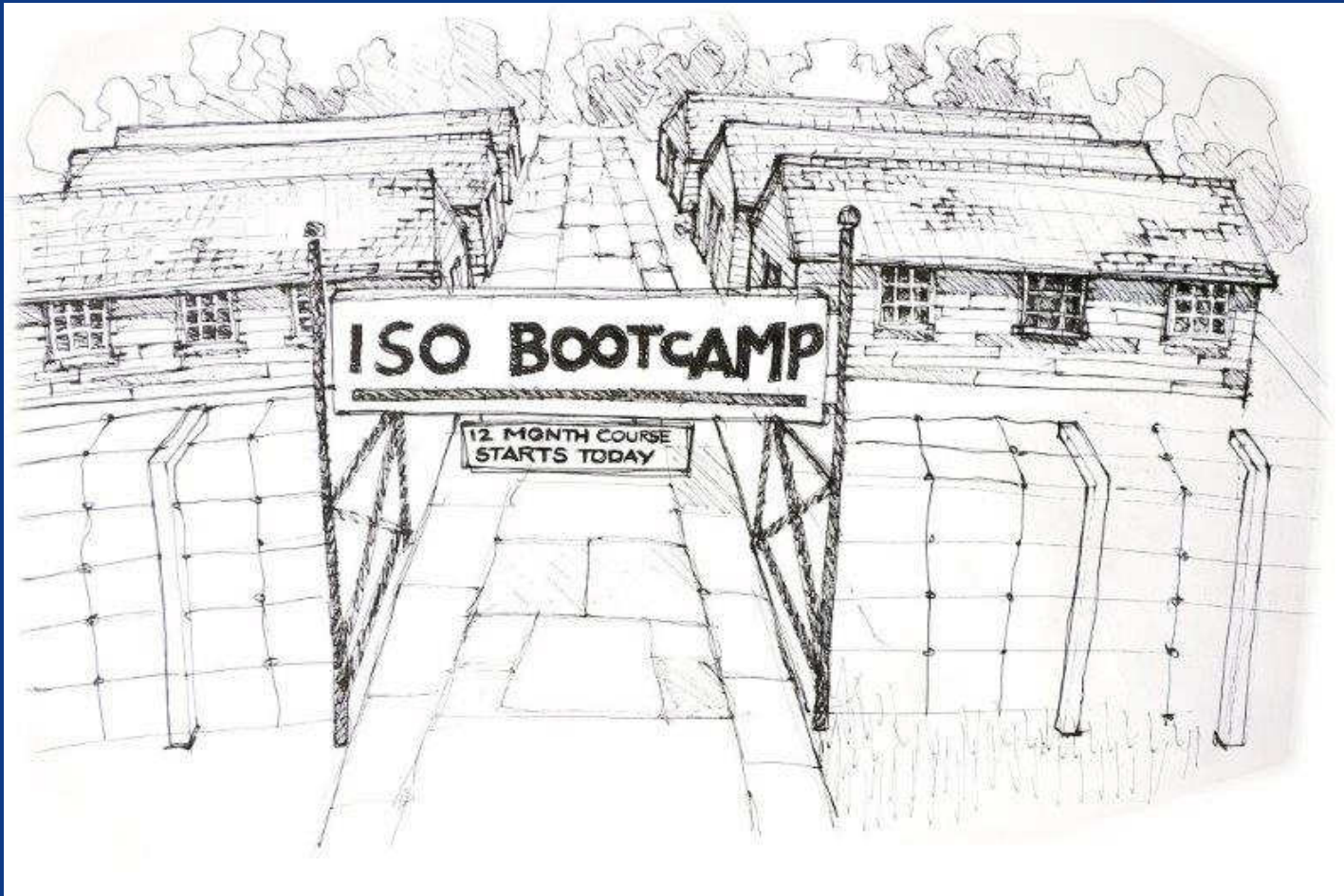
What would *your* Business
look like if it
continually improved?

Do you know the costs of poor quality in
your business?

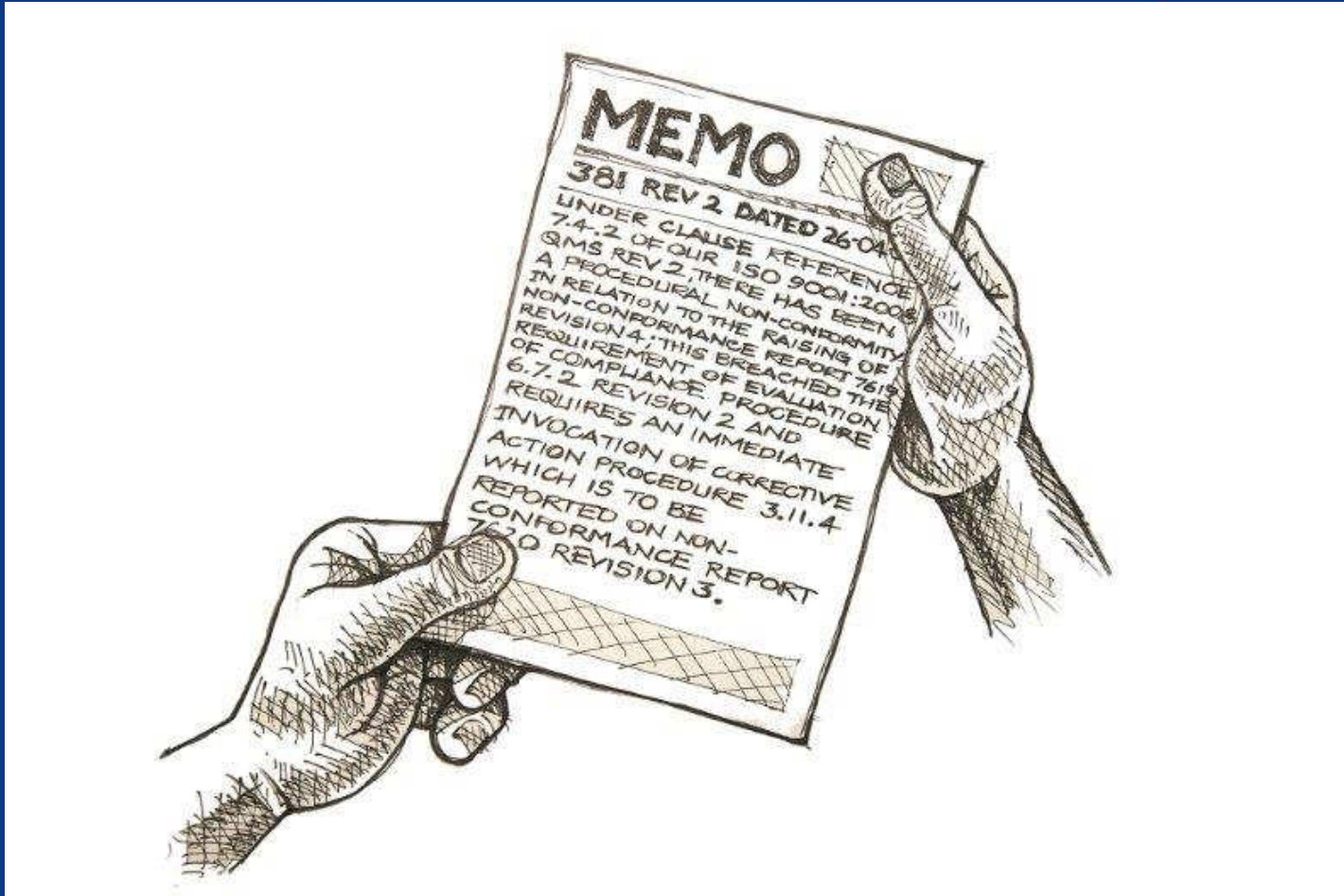


“It will cost a fortune”

“It will take too long”



“Can’t stand all the jargon...”



The No. 1 Sin...



My take...



My favourite word is “appropriate”

Fit ISO to your Business; don't expect your Business to fit to ISO

USP's

- Fixed-Price – 60% geared to Audit success
- Unique mix of practical experience and Lead Auditor Qualification
- Guarantee – *ISO Success Methodology* has delivered 100% success
- Aftercare

Summary

Secure ISO Certification to:

- Enshrine your Best Practice
- Access new markets
- Assure your customers
- Manage your risks
- Improve your business

In a rising market ... is there a better foundation for business growth?







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