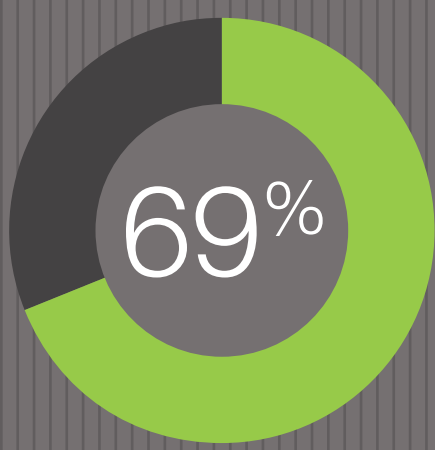




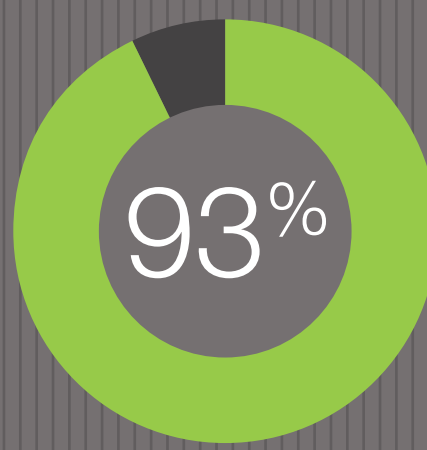
# CONSTRUCTION INDUSTRY SURVEY 2018



## PROCUREMENT



don't believe clients have sufficient understanding of procurement in the construction industry

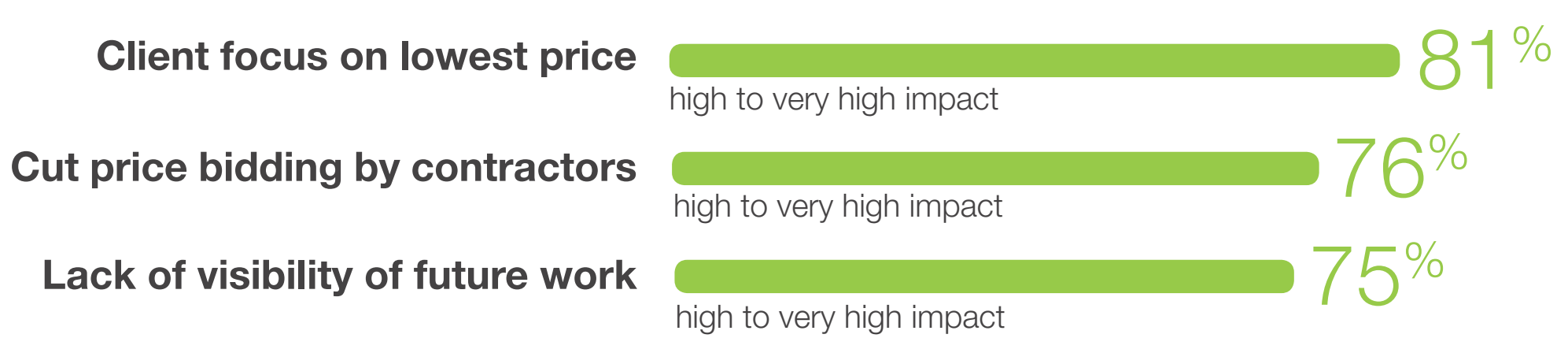


of large businesses believe a poor procurement process usually affects the entire project adversely



**The number one issue in procurement:**  
Around 8/10 say client focus on lowest price causes high to very high impact on their business

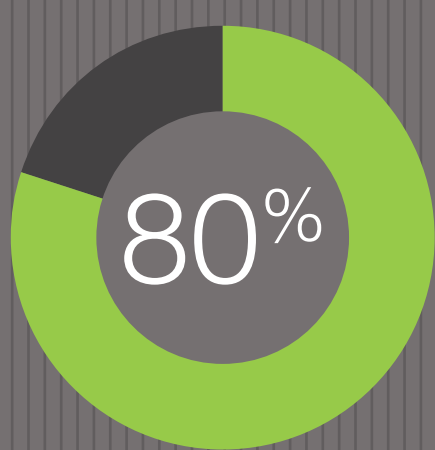
Three **most pressing issues** in procurement:



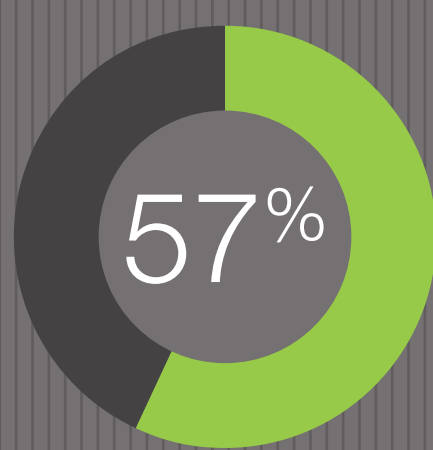
## STAFF AND SKILLS

**85%** would recruit staff today if the right skills were available

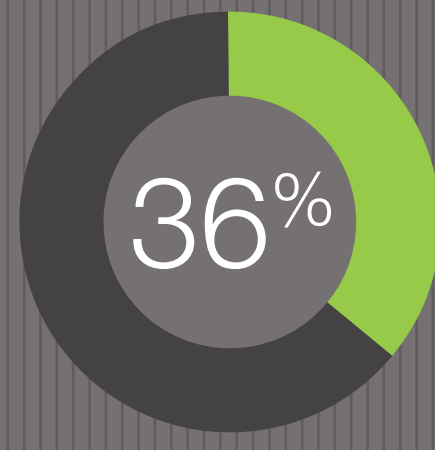
Top three challenges to recruiting staff:



Lack of skilled workers



Lack of motivated people



Uncertainty on future projects

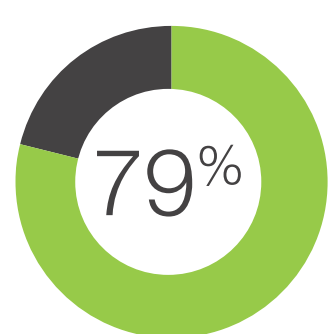


## BUSINESS MANAGEMENT

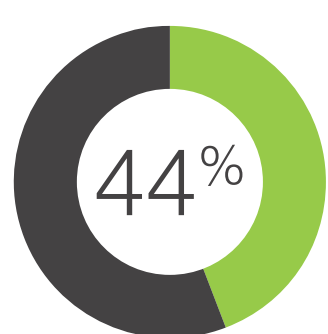
Top opportunities for positive impact in the next three years:



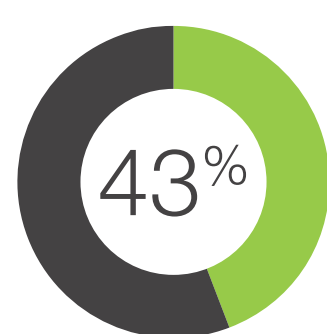
Most popular actions to manage risk and withstand demand fluctuations:



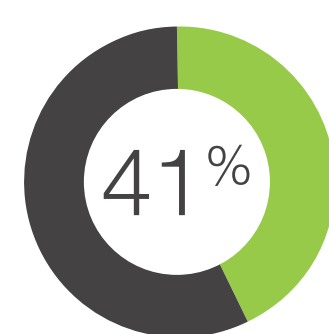
Up-skilling staff



Using technology to track and gain insight into costs



Increasing staff flexibility



Diversifying products and services offered

