

# The Failure of Traditional Contractor Management Systems



Traditional contractor management systems are meant to improve the prequalification and contractor selection process, but they **fall short for safety and construction professionals.**

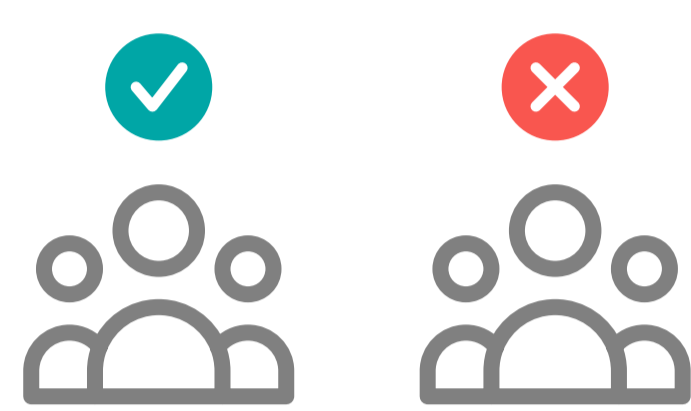
## THE CHALLENGE

### Enrollment Friction

Your contractor management system is only as good as the number of contractors enrolled.

- ✗ Compliance systems are not designed with ease of use in mind.
- ✗ Average companies **struggle to get the majority** of their contractors to complete their safety assessments.
- ✗ Contractors face high costs to enroll and little value.

### The Pass/Fail Trap



Systems collect a lot of information about each subcontractor only to label them as pass or fail, thus creating a binary system that does not reflect the nuanced reality.

## THE RESULT

You're missing out on successful contractors who don't pass your assessment.



Smaller and newer subcontractors struggle to get hired...



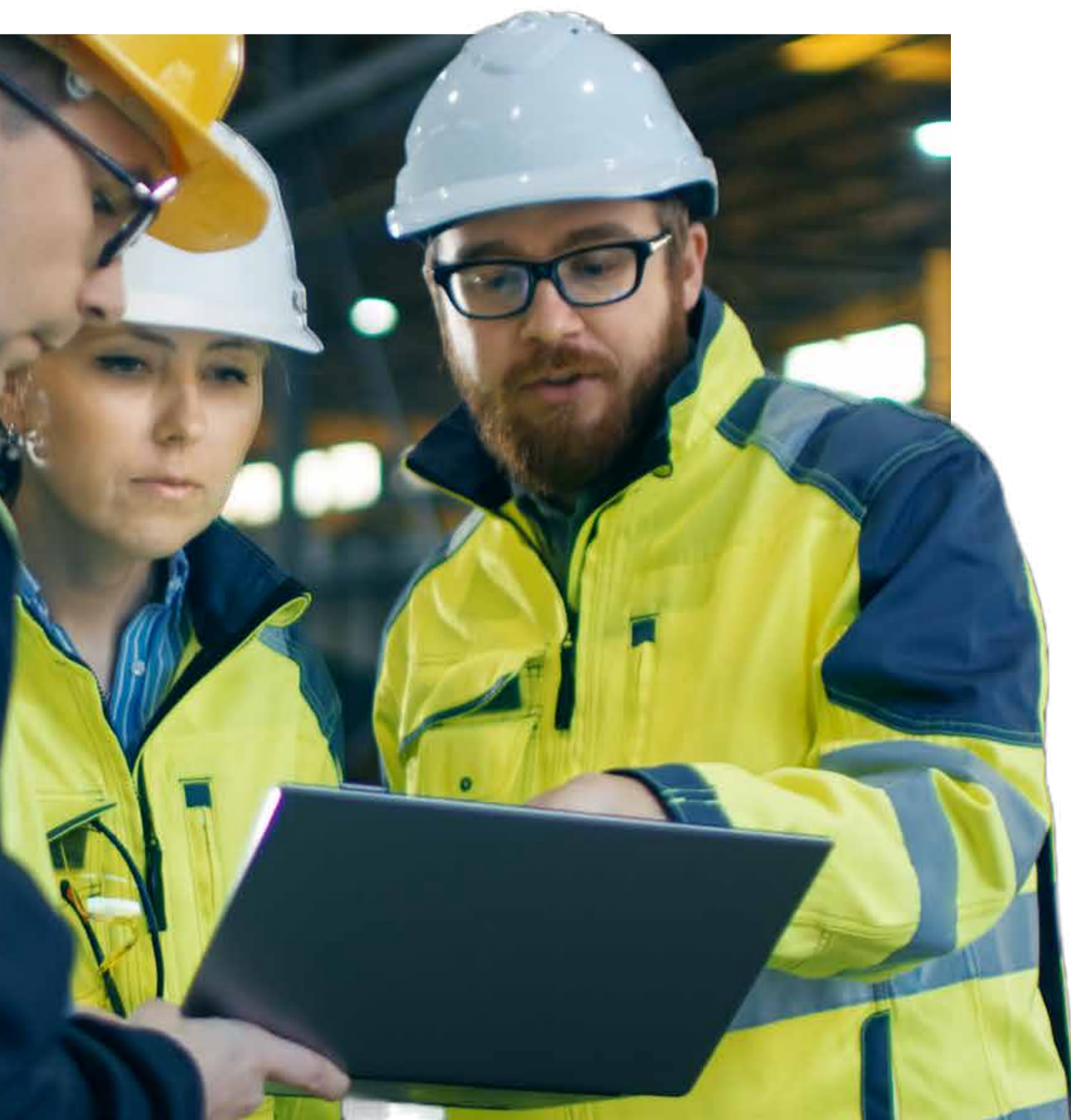
...many of them women- and minority-owned businesses.



Subcontractors with strengths in certain areas are disqualified due to weaknesses in others.

## THE SOLUTION

Highwire is designed to elevate performance, not force compliance.



- ✓ Simple enrollment for contractors & subcontractors
- ✓ Offers a complete view of risk
- ✓ Identify contractor strengths and weaknesses
- ✓ Collect leading and lagging safety indicators
- ✓ Insurance tracking, capacity & financial data

Learn more at [www.highwire.com](http://www.highwire.com)

# HIGHWIRE

Don't qualify contractors. Elevate partners.