

Prequalification Services



# FULL SERVICE SOLUTION





#### **About PreQual**

PreQual delivers expert level prequalification's on vendors, suppliers and subcontractors that no other company can provide. Started in 2012, the founders of PreQual developed an innovative solution designed to fill a void in the marketplace left by existing prequalification firms- the lack of expert financial analysis & administrative support...

PreQual is SDI carrier approved, providing a simplified, centralized and secure Saas based prequalification platform supported by the industry's leading customer service personnel.





#### What We Do

PreQual is an integrated platform that aligns and measures the risk exposure of your vendor, supplier and subcontractor relationships by providing transparency into the ongoing third-party risk faced by your organization. Our process identifies, unifies, and consolidates key risk indicators and exposures that you may face during the on-boarding and over the lifespan of the relationship with your vendors.

#### Industry's We Serve

Every third party relationship brings risk. Regardless of the industry PreQual has the solution. We understand how regulatory pressures, supply chain risk, competitive demands and a challenging business environment affect your ability to leverage and optimize your 3rd party relationships. PreQual is a cross-industry prequalification solution with proven best practices and dynamic software that delivers the most comprehensive Prequalification's.



CONTACT US TODAY:







### **FULL SERVICE SOLUTION INCLUDES**



#### CONTACT REQUESTED SUBCONTRACTORS / SUPPLIERS / VENDORS

Our professional staff provides personalized outreach to your third parties



#### CREATE DATABASE OF SUBCONTRACTORS / SUPPLIERS / VENDORS

An actionable database of all your third parties



#### SETUP OF PREQUALIFICATION REQUIREMENTS INSIDE PREQUAL

Our professional staff implements every element of your custom PreQual solution



## CONTRACT AND PROJECT AWARD FEATURE

Easily award contracts and projects to your qualified partners



### INITIAL ROLLOUT EMAIL TEMPLATE

Leverage our template form for customized email communications



#### A DEDICATED ANALYST LEAD BY SENIOR MANAGEMENT

Expert financial analysis assigned to your account



## TRACKING OF SUBCONTRACTOR / SUPPLIER / VENDOR EXPOSURE

Aggregate exposure monitoring



#### SYSTEM INTEGRATION

Easily integrate with plan rooms, accounting and project management systems



## PREQUAL REPRESENTATIVE SUPPORT

PreQual is a service that leverages a software, not just a software company

CONTACT US TODAY:







## **FULL SERVICE SOLUTION INCLUDES**



FOLLOW-UP WITH SUBCONTRACTORS / SUPPLIERS / VENDORS SEMI-ANNUALLY TO UPDATE DATA

Administrative assistance provided, assuring data accuracy



COLLECTION OF REQUIRED INFORMATION FROM ALL SUBCONTRACTORS/SUPPLIERS/VENDORS

Alleviate the administrative burden in collecting required data



PROFESSIONAL ANALYSIS
OF COLLECTED MATERIALS
TO DETERMINE
QUALIFICATION RATING

Industry leading expert professional analysis



CUSTOMIZED ENROLLMENT FORMS AND QUALIFICATION RATING CRITERIA

PreQual is not a cookie-cutter system. All information is customized to the customer needs



RISK INSIGHT AND RISK MITIGATION DASHBOARD ACCESS

PreQual software is second to none, fully customizable to your required KPIs



Understand credit worthiness of your third parties



**DEDICATED SERVER** 

Dedicated servers options



FINANCIAL SCREENING

Unparalleled financial underwriting & screening expertise

CONTACT US TODAY:







#### **Solution Overview**

From account management and compliance dashboards to the most dynamic, easy to access, flexible, customizable and comprehensive self-service reporting in the industry, **PreQual** makes it easier for vendors, subcontractors and suppliers to do business with your organization.

FULLY CUSTOMIZABLE FORMS	<b>PreQual</b> 's software is second to none! Each customer can create customized forms making them available to Vendors, Suppliers and Sub-Contractors through custom portals.
CLIENT SPECIFIC CRITERIA	Every company is different. Our industry leading approach allows for customized financial rating models that best addresses your organizations needs.
FLEXIBLE SAAS BASED SYSTEM	<b>PreQual</b> delivers the most dynamic, easy to access, flexible, customizable and comprehensive self-service reporting in the industry. It's accessible from any device with a web browser, regardless of location- 24/7/365.
EXPERT ANALYSIS BY TRAINED FINANCIAL ANALYSTS	Every prequalification is performed by trained financial analysts for greater accuracy and control, not by a computer system.
ACCESS CREDIT RATINGS	<b>PreQual</b> allows for the self-service view, print and download of statements of full reports at any time.
SEMI-ANNUAL QUALIFICATIONS	<b>PreQual</b> provides annually and semi-annually qualifications providing for a personalized, professional, and hands-on service.
LIMITLESS INDUSTRY APPLICATION	<b>PreQual</b> can service the supply chain in any industry, and within any size organization.
COLLABORATE, SHARE & AUDIT	Send automated and on-demand notifications to employees, supervisors, and to 3rd parties for pending and overdue supplier-related tasks to ensure they are tracked and completed.
USER ACCOUNTS & PROVISIONING	Each customer has complete control of all users. Control what information users can access and easily provision user rights.
ENVIRONMENT FRIENDLY	PreQual is a paperless system. At any time all data inside PreQual can be downloaded, and shared in a variety of formats.

CONTACT US TODAY:





# Executive Insights in Insurance & Surety Bonding

## How can subcontractor prequalification help reduce risk?

#### MATTHEW KELLY PRESIDENT PreQual



A subcontractor default can have devastating effects on a project and a general contractor's balance sheet. Implementing and executing a thorough prequalification program is a must to manage subcontractor exposure.

Projects are built off the backs of subcontractors' balance sheets.

With subcontractors having to lay out significant money for labor and materials, there is tremendous pressure on their cash flow. This kind of pressure is only compounded in robust construction markets like the one we find ourselves in today.

Counter to popular belief, more subcontractors fail in the expansion of the construction market rather than the contraction, as more work applies greater pressure to their balance sheets.

Having a strong prequalification process allows general contractors to identify or recognize a subcontractor that is in trouble or heading for tough times. This simple process, if done correctly, can significantly mitigate risk and reduce failure.

"

Having a strong
prequalification
process allows
general contractors to
identify or recognize a
subcontractor that is in
trouble or heading for
tough times.



## Expert Analysts That Provide Greater Insight Into Subcontractor Performance Risk





## PERSONALIZED SERVICE, EXPERT ANALYSIS, DYNAMIC SOFTWARE

Subcontractor failure costs a contractor time, money and reputation. A strong prequalification program should mitigate the risks of failure by subcontractors, suppliers and vendors by identifying whether they have the financial strength, experience and reputation to perform the work.

PreQual solves the problem by marrying dynamic software with financial analysts to deliver expert level prequalifications. Our financial analysts provide insight into subcontractor performance risk and alleviate the burdensome administrative costs of managing the prequalification process, saving you time and money.

Contractors that perform prequalification in-house or as part of a subcontractor default insurance (SDI) program will greatly benefit from PreQuals' experienced management team and streamlined process. PreQual isn't just software; it's a full-service company that offers knowledgeable staff and exceptional customer service.

#### **COMPANY HIGHLIGHTS:**

- PreQual is SDI carrier approved.
- PreQual understands contractor relationships with third parties.
- Customers can create fully customizable forms and performance scorecards.
- Customized financial rating models address YOUR company's needs.
- Access to third-party information is optimized by implementing and streamlining consistent processes.
- PreQual identifies risk and provides insight into supply chains that may adversely affect your company's balance sheet.
- Automated notifications drive the process in conjunction with Prequal's staff.
- Flexible SaaS system allows 24/7 access backed by trained financial analysts and customer service teams.
- Three service levels of PreQual are available –
   PreQual Self, PreQual Flex and PreQual Full.



## For Further Information or a Demostration Please Contact Us Here:

101 Sunnyside Blvd., Suite 100, Plainview, NY 11803 P: (877) 709-1229 toll free / F: (877) 709-1229 marketing@prequalusa.com / www.prequalusa.com

