

ENGINEERING & CONSTRUCTION RISK INSTITUTE

Document number: ECRI-PD-003 (DESC)	Project Development - Early Decision Screens	Page: 1 of 5
Revised: 1 September 2009		

Purpose: The purpose of the early decision screens is to provide a methodology to examine prospects before the expensive project development process begins and eliminate those which do not fit the E&C Company's goals.

Introduction: Best management practice is rigorous screening to allow the company's resources to be applied to the most viable prospects fitting the company's risk criteria. As development proceeds, the screen continues with "speed up lanes" and "exit ramps" as more information about the prospects evolves.

Key screening issues are:

- Market demand
- Customer interest
- External competitor response
- Internal competitive differentiation
- Financial performance metrics

ECRI Description file – The complete version if this document is located in the Sponsors Resources area of this website and requires a Sponsors Login to access.

NOTICE

Subject to the disclaimer in the third and fourth sentences of this Notice, this document and its contents may be downloaded, reproduced, modified and adapted by any Sponsor of the Engineering & Construction Risk Institute, Inc. ("ECRI") for its exclusive use. Other reproduction, dissemination, use or modification of the Web site posting of this document is prohibited without ECRI's prior written agreement. ECRI, a nonprofit corporation incorporated under the laws of the District of Columbia ("ECRI"), and its directors, officers, employees and advisers make no representations or warranties (express, implied or statutory) with respect to the accuracy or completeness of any information disseminated by ECRI or its suitability for any purpose and assume no responsibility for the content of such information or the consequences of using it, which shall be at the sole risk of its user. ECRI web site references to other organizations or individuals or their publications, programs, information or services does not imply any ECRI endorsement of any kind.