

# Bespoke Metrics Gains SMACNA's Support for their Contractor Prequalification Platform

## PRESS RELEASE

TORONTO, ONTARIO - June 6, 2022 – Bespoke Metrics, a leading provider of prequalification and risk management technology, is pleased to announce SMACNA's commitment and support to educate and empower contractor members to take control of the prequalification process and make it work for them.

SMACNA and three other national trade associations have recognized the need to address current and growing issues associated with the high volume of prequalifications, the diverse range of requirements, and the lack of feedback and protection of subcontractor data and interests.

“A collaborative survey conducted by four national specialty contractor associations - including SMACNA - revealed that prequalification requirements are becoming more prevalent in the construction industry, and therefore taking more time to manage. We have found there is a strong demand among our members to have an industry standard for prequalification in place.” says Aaron, CEO at SMACNA

“It's refreshing to see a platform that is committed to listening and understanding the needs of subcontractors, who historically have been under-represented during the prequalification process,” says Alexandra at Modern Niagara, a large mechanical contractor and SMACNA member who utilizes COMPASS to qualify with the largest general contractors in Canada.

“We're incredibly excited to partner with one of the premier trade associations across North America to help SMACNA members streamline and tackle the inequalities and lack of education surrounding prequalification,” says Heidi Valdmanis at Bespoke Metrics.

Through collaboration and co-development with SMACNA, Bespoke Metrics hopes to enhance the subcontractor experience through a universal prequalification platform where the subcontractor has full control over who and what is being shared with customers and prospects, ultimately leading to increased subcontractor margins through quality-based selection.

## ABOUT SMACNA

The Sheet Metal and Air Conditioning Contractors' National Association (SMACNA) is an international trade association representing 3,500 contributing contractor firms and is a leader in promoting quality and excellence in the sheet metal and air conditioning industry. SMACNA members are responsible for effectively delivering the clean air Americans breathe in offices, homes, and hospitals; for many of the attractive facades you see on today's stadiums and office buildings; and for the comfortable, healthy, and safe living environments in which our citizens live out their daily lives. SMACNA has national offices in Chantilly, Va., outside of Washington, D.C., and on Capitol Hill. For more information, visit [www.smacna.org](http://www.smacna.org).

## ABOUT BESPOKE METRICS

COMPASS by Bespoke Metrics is a leading prequalification platform that supports data collection, verification and analytics across the entire construction supply chain. Unique to COMPASS, Subcontractor data is collected through the standard universal 1Form. General Contractors receive data-driven analytics to support decision making to mitigate project and default risk. Subcontractors have full control over who can see their data, utilize 1Form for all their prequalifications and data requests, and deliver powerful analytics to gain new business opportunities.

To learn more about Bespoke Metrics visit <https://compass.bespokemetrics.com/> or email [info@compass-app.com](mailto:info@compass-app.com) to schedule a demo.