



MAKLOC

Project Execution Roadmap

2026

Nisku	780.955.2951
Calgary	403.235.0438
Toll Free	1.888.774.7792

Outline

Phases: Breakdown of Makloc's process by phase, from initial sales engagement to final turnover.

Project Types & Durations: Complexity-based classification with estimated timelines.

Scope Change Risk by Phase: Key risks by schedule class (Class 3, Class 2, Class 1).

Schedule Classification: Progression from preliminary (Class 3) to firm commitment (Class 1).

Detailed Phase Breakdown: Key activities and dependencies in each phase.

Project Phases



Project Type Duration

Low Complexity

- Self Framing Buildings with complete design information up front
- Readily available datasheets for integrated equipment
- Cable tray layout available at commencement of Phase 3 – Design, if applicable
- If free issued equipment integrated into building, base connections, weight, size, locations available at commencement of Phase 3 – Design.

High Complexity

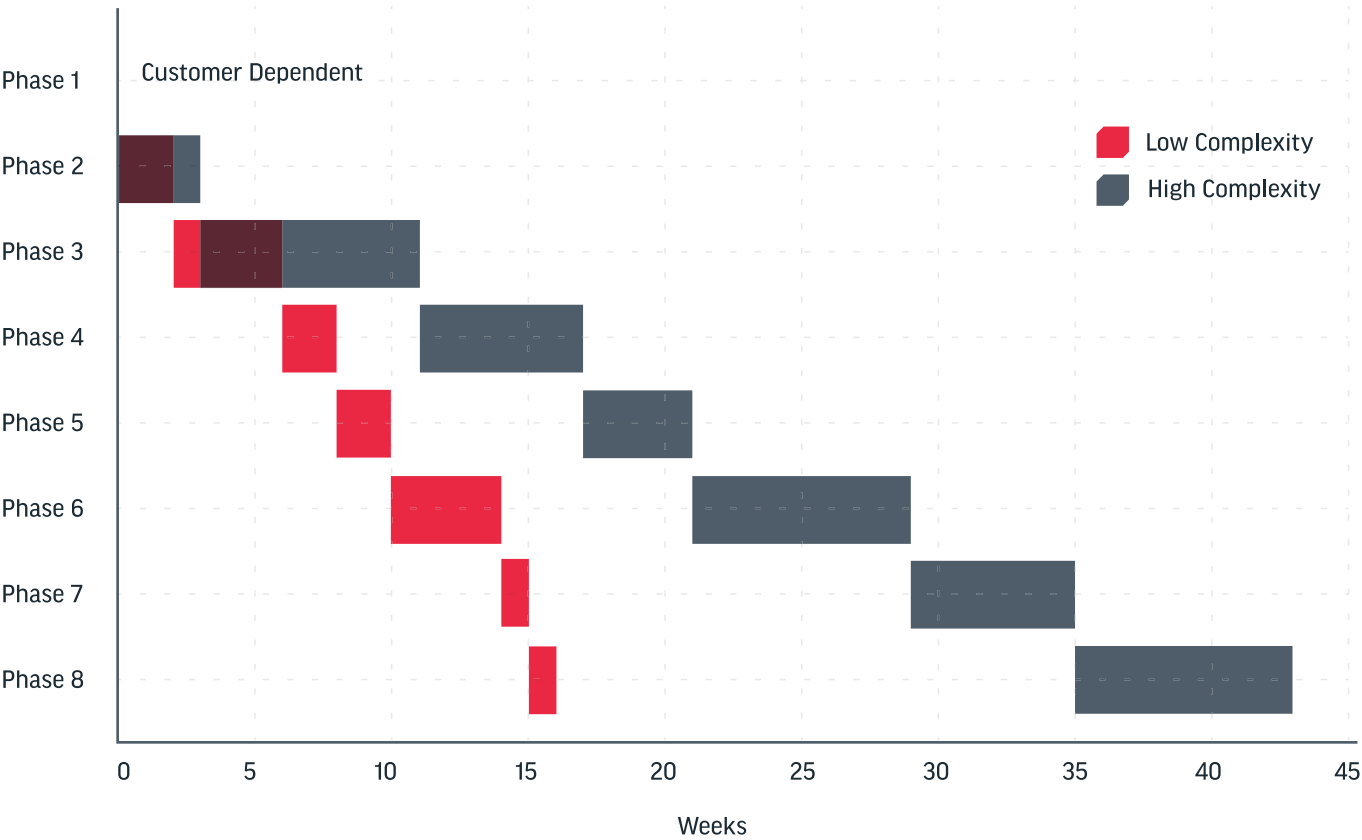
- Unverified equipment requirements at time of award
- Floor openings required
- Custom building features
 - Roof openings, specialty design items
- Integration required for sub-contracted scopes (mechanical, electrical, instrumentation, integrated bridge crane, roll-up doors, HVAC, plumbing, etc.).

Project Phase	Low Complexity	High Complexity*
Phase 1 – Sales & Estimating	Customer Dependent	Customer Dependent
Phase 2 – Initiation	2 Weeks	3 Weeks
Phase 3 – Design	4 Weeks	8 Weeks
Phase 4 – Issued for Construction	2 Weeks	6 Weeks
Phase 5 – Procurement	2 Weeks	4 Weeks
Phase 6 – Fabrication	4 Weeks	8 Weeks
Phase 7 – Construction	1 Week	6 Weeks
Phase 8 – Final Turnover	1 Week	8 Weeks
Total	16 Weeks	43 Weeks

**High Complexity jobs subject to adjustment based on actual fabrication and construction hours required, extent of sub-contracted scope durations, material lead times, and client review cycle requirements.*

Project Type Comparison

Project Phase Duration



- Phase 1 – Sales & Estimating
- Phase 2 – Initiation
- Phase 3 – Design
- Phase 4 – Issued for Construction
- Phase 5 – Procurement
- Phase 6 – Fabrication
- Phase 7 – Construction
- Phase 8 – Final Turn Over

Schedule Classifications

Class	Definition	Risk Factors
3	▪ A preliminary schedule provided upon request at the time of bid, based on project classification (low or high complexity). ▪ Developed using Makloc's master schedule, standard project category durations, and current work-in-progress. ▪ Highly preliminary and subject to change depending on ongoing project development and workload.	▪ Highly Preliminary: Subject to significant adjustments if project award dates or scope changes occur. ▪ Dependency on Other Awards: May shift based on newly awarded work and evolving project priorities.
2	▪ A committed schedule allocated to Makloc's Master Schedule by the Director of Projects, with dedicated slots and completion dates assigned. It is achieved at receipt of a project Purchase Order. ▪ Class 2 schedules are subject to change if Project Phase 3 – Design is not successfully completed at initially scheduled date. ▪ Risk Assessment: Schedules are worked back from the client's requested completion date to assess feasibility and potential risk factors. ▪ Reassignment: If Phase 3 – Design delays occur due to client factors, affected Class 2 schedules are reassigned to the next available project phase slot at the time of Phase 3 – Design completion. Delays in this phase may not follow a 1:1 timeline adjustment.	▪ Design Verification Risks: Potential delays if client-provided design information is incomplete or requires clarification before Phase 3 – Design begins. ▪ Client-Driven Changes: Adjustments to requirements or scope can impact schedule stability and timing.
1	▪ Firm Commitment: Achieved upon successful completion of Project Phase 3 – Design, solidifying scheduling for subsequent project phases. ▪ Automatic Conversion: Class 2 schedules that complete Phase 3 – Design on time transition seamlessly into Class 1 schedules.	▪ Lowest Risk Category: All required design-phase information has been received, ensuring continuity in subsequent project phases. ▪ Potential Risks: Schedule disruptions may arise from unforeseen supply chain issues, unplanned labor shortages, or delays in prior projects within the production queue.

Detailed Phase Breakdown

1 – Sales & Estimating

1 2 3 4 5 6 7 8

Phase Details

- **Sales Engagement:** Work with the client to understand project requirements and key parameters.
- **Estimating Review:** Evaluate customer-supplied bid documents to determine scope and feasibility and flag potential issues
- **Quote Preparation:** Develop pricing with necessary clarifications and noted deviations to ensure alignment on Makloc's interpretation of requirements.
- **Preliminary Planning:** Establish high-level project phase durations for initial scheduling considerations.
- **Scheduling:** Upon request, provide a Class 3 schedule, factoring in current capacity constraints.
- **Award Process:**
 - **Project Date Review:** Before accepting an award, assess the client's requested completion date against Makloc's master schedule. If the requested completion date is deemed at risk due to schedule challenges or missing design inputs, Makloc will consult with the client before moving forward with Phase 2 – Initiation.

2 – Initiation

1 2 3 4 5 6 7 8

Schedule Adjustment

- **Scheduling:** Once the Purchase Order is accepted and Phase 2 – Initiation begins, the Class 3 schedule will be converted to a Class 2 schedule.

Phase Details

- **Start of Phase:** Begins upon formal acceptance of the purchase order.
- **Internal Hand-Off:** Makloc Sales conducts a hand-off to the Project Team to initiate execution.
- **Client Kick-Off Meeting:** First formal meeting with the client to introduce key stakeholders and align on project execution expectations.
- **Information Gaps:** If critical details are missing at the time of award, Makloc's Project Manager will issue Request for Information with defined response deadlines.
 - Delays in Request for Information responses may impact overall project schedule.
- **Phase Deliverables:**
 - Project Kick-Off
 - Project Schedule
- **Inspection Test Plans (ITPs)**
 - Sub-Contractor Purchase Orders
 - Vendor Data Document Requirements & Receipt of Required Documents and Information
- **Phase Completion Criteria:** Concludes once all essential design inputs are received, enabling the start of Phase 3 – Design.
- **Schedule Adjustment:** Makloc reserves the right to extend Phase 2 – Initiation if required design inputs remain outstanding.

Phase Details

- **Start of Phase:** Begins once all required design inputs are received from the client.
- **OFA Submittals:** Timelines are determined based on the receipt of complete design information.
- **Phase Completion Criteria:** Finalized upon client review and approval, incorporating only minor drawing mark-ups.
- **Schedule Adjustment:** Makloc reserves the right to extend Phase 3 if client mark-ups introduce substantial design changes with broader implications.

Phase Details

- **Start of Phase:** Begins upon successful completion of Phase 3 – Design.
- **IFC Generation:** Issued For Construction drawings are finalized.
- **Procurement Planning:** Phase 5 – Procurement activities commence.
- **Class 1 Schedule Achieved:** All subsequent phases are firmly scheduled into production and construction, ensuring project continuity.
 - Durations and time slots are unadjusted from Class 2 schedule, should Phase 3 – Design be completed within originally scheduled time frame.
 - Subsequent Phase time slots are subject to change, if Phase 3 – Design is not completed within the originally scheduled duration.
- **Phase Completion Criteria:** Issued For Construction Drawings complete.

Phase Details

- **Start of Phase:** Begins at completion of Phase 3 – Design, once client approvals are received.
 - Some advanced sourcing activities can be completed during Phase 4 – Issued for Construction, while the Issued for Construction drawings are being produced.
- **Material Sourcing:** Identify and secure all necessary materials to support timely completion of subsequent phases.
- **Sub-Contractor Coordination:** Authorize subcontractors to purchase their required materials while ensuring their procurement and scheduling align with the Class 1 schedule.
- **Schedule Adherence:** Maintain procurement timelines to uphold project commitments and avoid delays.
- **Phase Completion Criteria:**
 - All non-inventory materials are received by Makloc production departments for fabrication.
 - All outstanding purchasing activities to execute remainder of project are complete.

Phase Details

- **Start of Phase:** Completion of all prior phases.
- **Key Activities:**
 - In-house welding, blasting & painting, sheet metal and custom fabrication.
 - Sub-Contracted fabrication activities as required.
- **Schedule Coordination:** Fabrication completion dates are strategically planned to ensure Phase 7 – Construction has all required inputs ready for execution.
- **Phase Completion:** All fabrication activities required to commence Phase 7 – Construction are completed.

Phase Details

- **Start of Phase:** Completion of all prior phases.
- **Building Assembly:** Structural, architectural and accessory assembly and install.
- **Phase 7a – Sub-Contractor Integration:** Makloc subcontractors execute applicable integration scope.
 - E.g. electrical, mechanical, plumbing integration, integrated crane install and testing, etc.
- **Phase Completion:** Substantial Completion of building assembly and integration services and building walkdown.

Phase Details

- **Start of Phase:** Sign-off of the associated Inspection Test Plans for the completed project.
- **Final Project Documentation includes:**
 - As Built Drawings
 - Fabrication Documents
 - Material Test Reports
 - Applicable Quality Forms, Non-Destructive Examination, and Coating Reports
 - Check Sheets
 - Final Data Sheets
- **Phase Completion:** Final Documentation submittal per specified requirements.

Scope Change Risk by Phase

Phase	Description
Phase 1 – Sales & Estimating	Low Risk: Prior to award changes can be reflected in the project schedule, and pricing can be verified for applicable changes ahead of order acceptance easily.
Phase 2 – Initiation	Medium Risk: Scope or design changes in this phase may alter phase durations and scheduling depending on the nature of the required change. Prior to completion of Phase 2 – Initiation, client driven change, or incomplete information has a high probability of changing subsequent phases and may have commercial impacts to the project.
Phase 3 – Design	Medium Risk: Scope or design changes in this phase may alter phase durations and scheduling depending on the nature of the required change. Prior to completion of Phase 3 – Design, client driven change, or incomplete information has a high probability of changing subsequent phases and may have commercial impacts to the project.
Phase 4 – Issued for Construction	High Risk: Changes in this phase have a high probability of subsequent phase schedule disruption, and possibility of reverting back to Phase 2 – Initiation. <i>Examples of issues: restocking fees on pre-ordered materials, lost production time slots, re-work costs associated with design adjustments, expediting fees to recover schedule slippage if required.</i>
Phase 5 – Procurement	High Risk: Changes in this phase have a high probability of subsequent phase schedule disruption, and possibility of reverting back to Phase 2 – Initiation depending on the nature of the requested change. <i>Examples of issues: restocking fees on ordered materials, lost production time slots, re-work costs associated with design adjustments, expediting fees to recover schedule slippage if required.</i>
Phase 6 – Fabrication	Very High Risk: Changes in this phase may result in extensive re-work in fabrication, and potential redesign depending on the nature of the change. These changes may have significant cost and schedule implications.
Phase 7 – Construction	Very High Risk: Changes in this phase may result in major re-work in design, fabrication and construction phases depending on the nature of the change. These changes may have significant cost and schedule implications.
Phase 8 – Final Turnover	



Project Execution Roadmap