1 / 12 · Installation, Planning, and Maintenance

What does NICET task 4.1.1 ask a Level IV technician to manage?

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2 / 12 · Installation, Planning, and Maintenance

Name the three handoffs where a fire alarm department most often loses money.

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3 / 12 · Installation, Planning, and Maintenance

What should a sales-to-operations turnover meeting pass on?

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4 / 12 · Installation, Planning, and Maintenance

How should a manager judge the sales function?

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5 / 12 · Installation, Planning, and Maintenance

How should a manager judge the design function?

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6 / 12 · Installation, Planning, and Maintenance

What three parts make a sound staffing plan?

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2 / 12 · Installation, Planning, and Maintenance

Sales to operations, design to field, and project to service.

Good practice (no code section)

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1 / 12 · Installation, Planning, and Maintenance

A fire alarm department as a whole: design, sales, operations and service, often across several projects and a service book at once.

Good practice (no code section)

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4 / 12 · Installation, Planning, and Maintenance

By hit rate and by the margin the jobs actually earn, not by revenue booked.

Good practice (no code section)

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3 / 12 · Installation, Planning, and Maintenance

What was sold: scope, exclusions, assumptions, the promised schedule and the labor budget.

Good practice (no code section)

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6 / 12 · Installation, Planning, and Maintenance

Coverage (a qualified, named person in every required role), ratio (each Level I or II works under someone who can check the work) and depth (no job depends on one person).

Good practice (no code section)

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5 / 12 · Installation, Planning, and Maintenance

By resubmittal count and by field changes caused by drawing errors.

Good practice (no code section)

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7 / 12 · Installation, Planning, and Maintenance

Two jobs need the same scarce technician. How do you choose?

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8 / 12 · Installation, Planning, and Maintenance

The AHJ finds the same defect on two of your jobs. What does that suggest?

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9 / 12 · Installation, Planning, and Maintenance

What is a compliance matrix in an RFP response?

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10 / 12 · Installation, Planning, and Maintenance

A specification cites an older NFPA 72 edition than the AHJ enforces. What do you do while bidding?

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Which contract terms touch codes and the AHJ?

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12 / 12 · Installation, Planning, and Maintenance

A contract makes you responsible for code compliance of the engineer's design. What do you do?

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8 / 12 · Installation, Planning, and Maintenance

A procedure gap, not two bad crews. Fix the written procedure and check that the fix works.

Good practice (no code section)

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7 / 12 · Installation, Planning, and Maintenance

Compare what each delay costs: liquidated damages, fixed occupancy dates, retainage. Put the resource where delay costs most and record the change in writing.

Good practice (no code section)

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10 / 12 · Installation, Planning, and Maintenance

Raise it as a question before bids close and state which edition your price assumes.

Good practice (no code section)

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A list of every requirement in the request, where your response meets it, and any exception you are taking.

NASCLA Contractor's Guide (by topic)

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12 / 12 · Installation, Planning, and Maintenance

Send it for legal review and negotiate it before signing. It shifts design liability to you.

NASCLA Contractor's Guide (by topic)

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11 / 12 · Installation, Planning, and Maintenance

Code editions enforced, who gets permits and arranges the acceptance test, completion documents, any post-acceptance testing and maintenance, and the change order process.

NFPA 72-2022 ch. 7 and ch. 14

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