

**Belcan**

## Case Study

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Belcan Provides  
**Unmatched Workforce Solutions and  
Support for a Major EV Car Manufacturer**

## Customer Challenge

A major EV car manufacturer has been in an expansion phase and needed support for the construction of new facilities. Because construction contracts can differ widely, it was important to the customer to choose a partner who could provide them with the highest quality work at the most competitive price.

The customer first contacted Belcan to fill two superintendent positions in August 2020, but as other projects became available and the partnership between the two companies grew, Belcan's role took a more involved approach. Belcan offers a self-performed construction model, which appealed to the customer over the alternatives that include engineering, procurement and construction (EPC) firms or general contractors (GCs). Self-performing construction services allow for better control of the life cycle of your project—preconstruction through closeout, as well as costs and time.

## Belcan Solution

Belcan's initial role to support the base build centered around assisting with civil engineering and construction work to create the space for the customer's new auto facility. By the end of August 2020, Belcan became trusted with additional contracts supporting the customer's facility expansion. In September, the customer had a small two-week project of a new manufacturing facility available that would be self-performed and needed 15 people to support it. Belcan was able to find the talent to fulfill this need and proved that the level of quality achievable with a self-performing construction partner was available at a better price than using an EPC firm or a GC.

The success of this project led to additional scope of work with the customer in October that grew Belcan's team to 65 employees. An additional project around Christmas expanded the Belcan customer team to over 100 staff. The Belcan team provided 24/7 support through the holiday and on weekends to fill necessary positions, keeping in close contact with the client throughout—even providing progress updates on Christmas Day, showing Belcan's responsiveness and commitment to client needs.

Having proven Belcan's value proposition over eight months of working with the customer, the team expanded to 400 people by March as they were tasked with additional construction projects. As of August 2021, the team currently has 1,300 employees assisting the customer with both internal and external construction, including stamping, painting, piping, HVAC insulation an installation, electrical and instrumentation, concrete, finishing, and road creation. Belcan's team encouraged the client to consider and analyze scale, such as the badging process, cost analysis, planners and commissioning.

To achieve desired project goals, Belcan utilized a mix of payrolled and recruited professionals (30% payrolled, 70% recruited), saving a major EV car manufacturer time and money while finding and placing top talent to complete the necessary work.

With a robust pool of expert resources and a sterling reputation in the industry, we're able to attract and place the right people in the right position.



#### Leading Talent

Recruit and assign thousands of technical, engineering, and IT experts with accuracy and speed.



#### Partner Approach

Customized, collaborative service engagements made possible through deep customer and industry knowledge, resulting in high value and satisfaction.



#### Contractor Engagement

Employer of choice with hands-on connection to workforce.



#### Flexible

Quickly adapt to ever-changing landscape and customer needs.

## Project Outcome

Belcan's self-perform contract provided considerable cost-savings to the customer while providing a high-level of quality thanks to the enhanced level of control over the workmanship versus GCs. Belcan used the customer's insurance program (OCIP) to simplify operations and reduce costs while maintaining comprehensive coverage of the work. Belcan's pricing model and workforce solutions delivered significant savings (an estimated 20-25% lower costs, on average, than alternative options) while providing a high quality of talent with quick turnaround.

Belcan continues to work cradle-to-grave with the auto manufacturer, delivering expertise in every phase of construction and manufacturing support as we move past construction and into tool installation, maintenance and production with this customer.

See how Belcan's integrated and adaptive engineering services can work for you.

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