

Why Choose BrewerEscalante?

In my role as marketer and business developer for BrewerEscalante I am often asked how we differentiate ourselves from other firms. This is a great question and it deserves a good answer. Here are some of the things that I say when I am asked: "Why Choose BrewerEscalante?"

1. We have the integrity and courage to admit our mistakes. We also have the endurance to learn from, correct and overcome them.

This may be the most important attribute to long-term success.

2. BrewerEscalante seeks enduring relationships with our clients, our employees and our communities.

Enduring relationships are based in commitment, truth-telling, mutual respect and service.

3. We work very hard to understand our client's business.

It ought to be obvious to us that our client's do not engage our services so that we can have the existential pleasures of practicing engineering. We need to remember this important fact and figure out how to function like an extension of our client's staff and become "wind in our client's sails." We measure our success by the value that we add to our client's enterprises.

4. We are very easy to do business with.

This is another key to growing relationships. We must be "transparent" (which means that our clients are not bumping into us all the time in the project process). Today, this means we will have a fast-company, accessible, "extra mile" service culture.

5. Our marketing and enterprise savvy keeps us focused on our client's goals and objectives.

This idea is really just a corollary to having an understanding of our client's business. It shows up in everything from our designs, our style and our delivery of service.

6. BrewerEscalante is a great place to work.

We have made a deep commitment to this goal. We do it because we believe that when our employees show up with their spirit and their enthusiasm intact, they are better able to serve our client's needs. This makes BrewerEscalante a better business partner and a better choice for our clients.

7. BrewerEscalante has been very successful in developing a vibrant culture that is highly transparent, efficient and resourceful.

We value quality, fun and profit. We believe that our people must be treated like the adults that they are. Further, we allow them to function in largely non-deterministic ways. This permits our organization to quickly and seamlessly adapt to different client and project needs.

David S. Brewer, President
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