



moving an enormous amount of machinery and material across the water is a costly endeavor. “We don’t want to bid private projects unless we know the client’s financial position is good and that he will make payment at the end of the day,” he says. “In the meantime, we are mostly bidding Inter-American and Caribbean Development Bank funded projects.”

Another new service being offered by ISD is Design-Build. Design-Build is a relatively new method of project delivery to the Bahamas in which one entity – the Design-Build team – works under a single contract with the project owner to provide design and construction services. In traditional project delivery, an owner must manage two separate contracts and can sometimes get caught between the designer and the contractor,

as well as between their separate sub-consultants and sub-contractors. “It’s still a fairly new concept in the Bahamas,” admits Wilson, “and I think a lot of clients are a little bit wary having the contractor and the designer on the same side. And there aren’t too many companies that will undertake Design-Build here because they don’t like to take the additional risk. We’ll actually take the risk; we’ll bring on the designer and we’ll work with them to make sure that we stick within their budget.”

Gupta agrees that being willing to take risks is part of the company’s ethos. “We’re always looking for upgrades and trying to make ourselves better,” he states. “If we can see an opportunity, we will invest towards that opportunity.” Some of ISD’s other investments



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