

PRE BID COMMUNICATION

Goal is to emphasize and respect important dialogue between all project stakeholders prior to projects being bid.

Ralph Banse-Fay – Corps, Portland District
Bill Hanson – Great Lakes Dredge & Dock

Frustration on All Fronts

- **Contractors – Bid Protests**
- **Corps – Contractors not timely or thorough**
- **Sponsors – Delayed Projects**

Partnering

Allows/Requires Frank Discussion



Ground Rules

- **Legal – KO's ARE in charge after solicitation is advertised – NON NEGOTIABLE**
- **PARC – Corps has to communicate effectively with its vendors.**



Contractors Need to:

Karen Garmire – Portland District

- **Know and understand job**
- **Send “A” team**
- **Be problem solvers, not makers**
- **Respect enviro partners**
- **Participate in lessons learned meetings**

Corps Needs to:

- **Be salesmen**
- **Advertise Attractive Projects**
- **Be an attractive client**
- **Talk to your vendors...part of the solution, not the enemy**

Specific Recommendations Part 1

30 day bid period is a problem

IE



Specific Recommendations Part 2

Pre Solicitation Meetings

- Project Specific
- District Specific
- Division Specific
- WEDA Chapter Meetings
- National Dredging Meeting



Specific Recommendations Part 3

Pre Bid Meetings

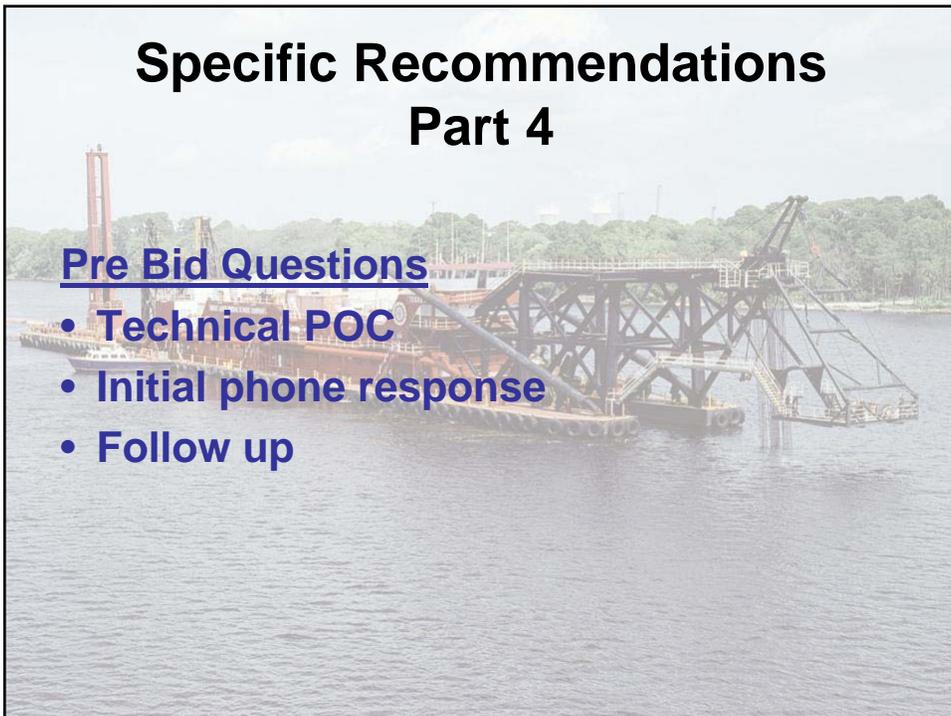
- Consider Value
- Evaluate Participation
- Evaluate Scope
- Determine Venue



Specific Recommendations Part 4

Pre Bid Questions

- Technical POC
- Initial phone response
- Follow up



Good Progress

- Keep dredgers involved in discussions.
- Keep us informed of changes to market or projects.
- Perpetual market requires that we continue to partner.

Thanks

Overdepth

- Regulatory issue effecting contracts
Several projects postponed
- Corps Guidance in 2006
- Pending Characterization Depth Tech Note in 2007



Silent Inspector

- Program has value
- Guidance issued late last year
- No PDT established, use SI Board

SI – Definition Matrix

- Data Type
 - Tracking
 - Volume
 - Production
- Project Type
 - Rental
 - Hard Dollar
- Dredge Type
 - Hopper
 - Cutter
 - Scow

An aerial photograph showing a large orange and white dredging vessel, likely a hopper, moving through a wide, shallow waterway. The vessel is leaving a white wake behind it. In the background, a long bridge with tall pylons spans across the water. The sky is overcast.

SI – Industry Concerns

- Punitive Specifications
- Proprietary Information?
- Need for tracking vessels off contract?
- Usefulness of information for project management?
- Need to rescind Guidance?

- Cutter and scow BETA program only at this time!!!

Continuing Contracts

- Guaranteed Protest
- In FARS Review Process
- Consistency Needed
- No PDT assigned

Hydrographic Surveys

- Inconsistent Application
- Inconsistent Capability
- Corps Survey Meeting in New Jersey
- Better use of surveys in Corps Planning

Cost Estimating

- Corps Budget and Bid Estimates
- Projects delayed or cancelled
- Workshops with Districts
- Build flexibility into Corps Estimating