

Pre Bid Communications

National Dredging Meeting

7 May 2008

Washington, DC

Clear Communication from the Start is Essential to Good Partnering

Pursuant to the Contract Clause in Section 00700 entitled, "*Commencement, Prosecution and Completion of Work (FAR 52.211-10)*", if required, shall be ...Yada, yada, yada. The Government's rights under any other Contract Clause are preserved.



Pre-Solicitation Communication

Why?

More Information = Lower Contractor Risk

Lower Contractor Risk = Lower Bids

Lower Bids = More Dredging

When?

Always ... but especially when

Deviate from routine (dredging or environmental requirements)

Technical Challenges on New Work

Take Advantage of Industry Knowledge or New Technology

(Steal Good Ideas Shamelessly)

Increase Bidability

Avoid Unintended Limits to Competition

Pre-Solicitation Communication

How?

- WEDA program reviews
- Synopsis posted to the Federal Business Opportunities website www.fbo.gov
- Pre-Solicitation Meetings/Workshops
- Draft Specs -Public Review of Solicitation, posted to FBO. Questions and responses submitted to ProjNet, www.projnet.org.
- Solicitation package and amendments posted to FBO www.fbo.gov
- Questions and responses submitted to ProjNet, www.projnet.org.

Special Circumstances

Sometimes Unanticipated Issues Develop Anyway

- Overdepth Clarifications
- Air Quality Requirement Changes
- Load Line Certifications Requirements for Derrick Barges

Communication with Bidders *during* Advertisement is even more carefully controlled in order to assure consistency and maximum competition

- Legal and KO reviews when necessary
- Publishing of “test pit” data (or similarly advantageous information)