



Good Effort, Great Results

- Anchorage
- Portland
- Mobile
- Savannah
- Jacksonville
- New York



Background

- DCA/Corps HQ Partnering
- Key Issue
- Protests/Little communication
- Pre Bid PDT Formed
- Co chaired with
Ralph Banse-Fay,
Portland District



Background

- Encouragement from PARC that Corps HAS to talk to industry!!
- PDT Paper offers solution to improve communication during bid period.
- Most important recommendation is to encourage communication before solicitation.
- Corps as Project Salesmen!!!



Pre Solicitation Communication

- Many forums to talk about projects engineer – to- engineer.
 - Meetings
 - Calls
 - Conferences



Pre Solicitation Communication

Best Sequence to date for specific project

- Introduction at NDM or WEDA
- Project Meeting (Industry Day) one year or more in advance
- Draft Specs
- Follow up Conference Calls



Pre Bid Communication

Contracting Officers in Charge!

- Questions to be submitted in writing
- Important to have technical help
- Avoid vicious circle of industry questions and Corps responses.
- Goal is to have bids that get the job done!



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DCA/Corps HQ Partnering

Confidence to tackle serious issues.

Together

- Technical
- Policy
- Stimulus
- Others?

DCA

- RAMP HMTF
- Others?



