

BENEFITS OF THE DREDGING INFORMATION SYSTEM

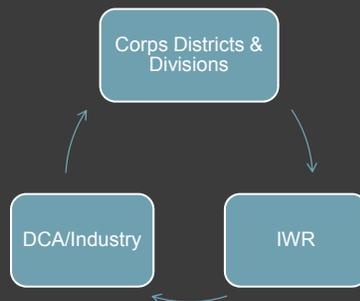
◉ Advertising Data

- ◻ Only National & Comprehensive Database for Upcoming Project Statistics
 - Prevents Corps Districts from scheduling multiple simultaneous bid openings
 - Enables industry to effectively plan their equipment utilization

◉ Award Data

- ◻ Only National & Comprehensive Database for Awarded Project Statistics
 - Helps both Industry & Corps understand the market, perform trend analysis and develop arguments to achieve strategic objectives
 - Provides national perspective for regional companies
 - Assists prospective small businesses in assessing the market prior to entry
 - Allows small businesses with limited resources to track data
 - Serves as unbiased, 3rd party data when seeking investor financing

THE DATA COLLECTION & QUALITY CONTROL CYCLE



Who is Counting on an Accurate & Complete Data Set?

Congress

The Administration

Ports

Investors

WHY ALL THE RED?

- ◉ Projects were missing (MATOCs & RFPs)
- ◉ Better classification suggested for Small Business (S-small, H-Hubzone, 8(a), SDV-Service-Disabled Veteran)
- ◉ Better classification suggested for solicitation type: call a MATOC a MATOC, an RFP an RFP
- ◉ “1” bidder for MATOCs and RFPs distorts the data set
- ◉ Track additional data with new columns:
 - # of Option Years
 - Revised Government Estimate, if applicable
 - Award, if different from winning bid (sometimes options are not awarded)

DCA Annual Report

- ◉ Key Facts We Track
 - Small business national market share requirement (less hopper & dustpan projects) of at least 20%
 - Award totals for various SB set-aside programs
 - Complete list of all awardees and all other bidders & their size classification
 - Divisional and District Analysis
 - Company market share
 - Winning Bid vs. Government Estimate Comparison
 - Rate of competition
 - Long-term trends
 - Any other relevant data that can serve a purpose