



Presolicitation Discussions

- **Define good project?**
 - Well thought out
 - Thoroughly discussed
 - Executed efficiently
 - Result - Unnoticed

- **Define good engineer?**
 - Dreams big
 - Works with what he has
 - Follows through
 - Result – Noticed!



The background of this slide is a faded image of a dredging vessel. A smaller, clearer inset image in the bottom right corner shows a similar dredging vessel on the water, with a red hull and a black metal structure. The vessel's name "LIBERTY ISLAND" is visible on the side of the hull in the background image.



CONGRATULATIONS!!!!!!!
To Corps of Engineers!!!

STIMULUS (ARRA)

- This time last year question mark???
- \$440 million added funding for dredging
- Shovel Ready Backlog
- Lot of concerns, but also lot of confidence



CONGRATULATIONS!!!!!!! **To Corps of Engineers!!!**

STIMULUS (ARRA)

- Money flowed Day One
- Established Corps/Industry Partnering paid off
- Successful Legacy Program
- Model for future!!



ARRA AAR Observations

What Worked ?

- Schedules
- Calls
- Urgency
- FULLY FUNDED!!!



Goal – Presolicitation SOP

What

- New Work
- O&M with New Requirements
- Market Change

When

- Before Permits
- After Draft Specs

Where

- Meeting (elaborate)
- Or Conference Call (painless)

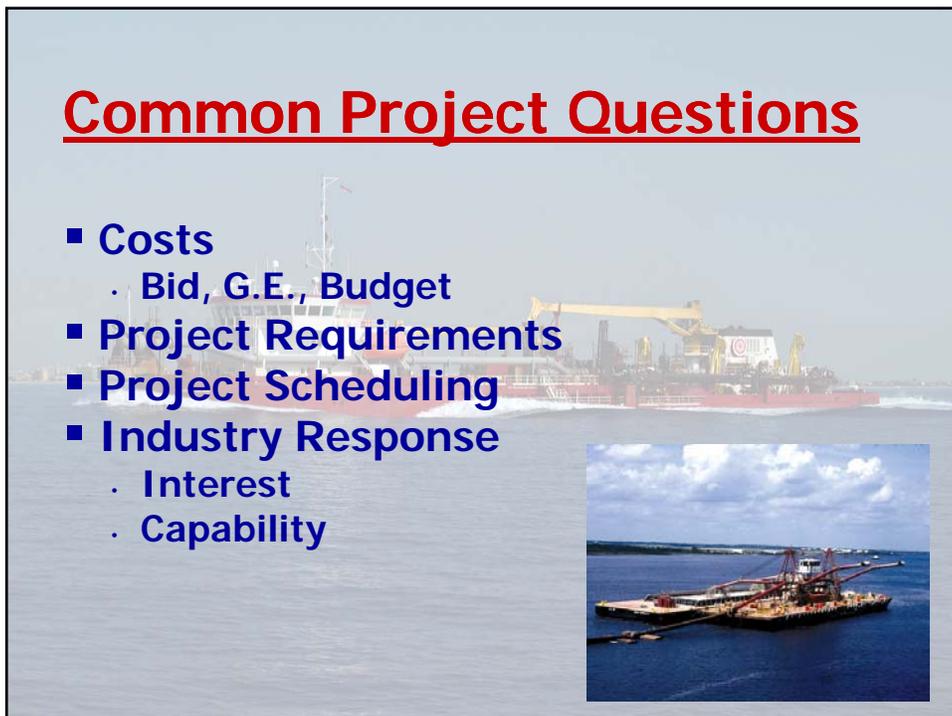
Why

- Right thing to do!
- Better bids!
- Shhhhhh!!! Quiet Projects!



Common Project Questions

- **Costs**
 - Bid, G.E., Budget
- **Project Requirements**
- **Project Scheduling**
- **Industry Response**
 - Interest
 - Capability



Challenge

Without PS – Roll Dice - 3 combinations

1. **Lucky bid, Lucky Execution**
 - Awardable, smooth execution
 2. **Lucky bid, Unlucky Execution**
 - Awardable, poor execution
 3. **Unlucky bid, No Execution**
 - Not awardable
- With Result 1, Congratulations, you should go to Vegas!
 - With Result 2 or 3, now what??
 - Forfeit Right to Monday A.M. QB
 - Need to look in mirror

Feeling Lucky?? Better to be good!!

GET PROJECT RIGHT BEFORE IT BIDS !



Presolicitation Success

- Anchorage
 - Portland
 - Savannah
 - New York
 - Mobile
 - Jacksonville
-
- Galveston
 - Wilmington (pending)

All Quiet Jobs!!!!



Resources

- HQ Guidance or Regulation?
- Stakeholders
- DIS
- WEDA Conferences
- National Dredging Meeting
- National Dredging Team
- Other industry groups



Quiet Projects Wanted!

- Dredgers need Corps
- Corps needs Dredgers
- Lets be good (GREAT) engineers
- Lets strive for good (GREAT) projects!

Lets strive for
Quiet Projects!



