

The Benefits of Pre-Solicitation Conferences



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Channels and Harbors Project

Portland District

USACE/DCA National Dredging Meeting

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US Army Corps of Engineers
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Purpose of Pre-Solicitation Meetings



**Provide a forum for open, honest communication
between the contractor community and the
government, resulting in a successful contract.**



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Recent Conferences

North Coast Hopper Maintenance Dredging 2011

Portland Harbor Clamshell Dredging 2011

Mt. Saint Helens Flood Control Measures



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Tangible Benefits

- Early Contractor Involvement
- Minimizes Amendments, Modifications, and Claims
- Market Survey and Equipment Availability
- Resolves Potential Issues Upfront
- Aids in the Creation of a Biddable Contract Spec



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Intangible Benefits

- **Teamwork between Industry and Government**
- **Open and Honest Communication**
- **Spirit of Partnering**
- **Education of Corps Contracting Professionals**



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North Coast Hopper 2011 Pre-Solicitation Conference Key Points

- **Survey Methods: Single Beam vs. Multi-Beam**
- **Mouth of the Columbia River Quadrant Splits**
- **Coordination with the Government Dredges**
- **Schedule Discussion and Input**
- **Lessons Learned from Past Contracts**

Follow-on Actions:

- **Revised Contract Specs for Industry Review & Comment**
- **Provided Conference Minutes for Comment**



Phone Conference Published in FBO, with GLDD and Manson Construction Attending



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Portland Harbor Clamshell 2011 Pre-Solicitation Conference Key Points

- Open Communication on Project Status
- Lessons Learned from Similar Work Done by Port of Portland
- Discussed Risks of Changing Fuel Costs
- Pump Ashore Operational Requirements
- Equipment Requirements
- Industry Concerns with Strict Environmental Requirements
- Overall Contract Challenges



Phone Conference with Over
10 Companies Represented



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Mt. St. Helens Sediment Control Alternatives Meeting with Dredging Industry

- Status of Flood Control
- Review of Alternatives
- Market Survey
- Dredge Capabilities:
Production and Portability
- Historical Input from the
Old Guard
- Practicality of Dredge in
Various Reaches
- Challenges and Concerns



Meeting in Person, Webinar, and Conference Call with over 70
Participants



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**Comments?
Questions?**



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