

A large industrial barge is positioned on a body of water. The barge is dark-colored and features a prominent tall, reddish-brown crane structure on its left side. A complex network of dark metal beams and supports is visible on the right side of the barge. The background shows a line of green trees and a hazy sky with light clouds. The text is overlaid in a bold, blue font.

**Pre-Bid Communication....
OR
Pre-Solicitation Communication**

Bill Hanson

Thank you!!!!

- Many Districts have made it work!
- Some Still Struggle
- Many different opportunities



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

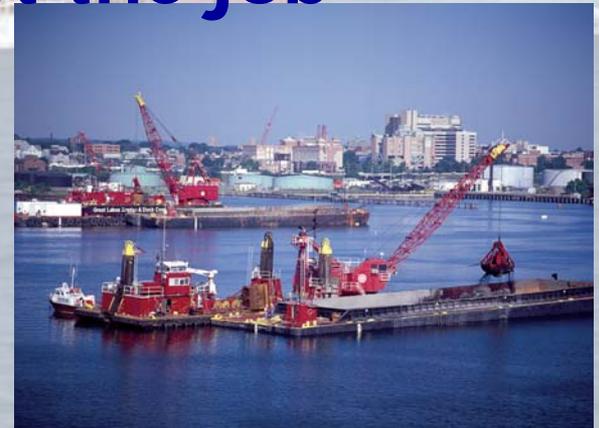
- Introduction at NDM or WEDA
- Project Meeting (Industry Day) one year or more in advance
- Draft Specs
- Follow up
Conference Calls



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.

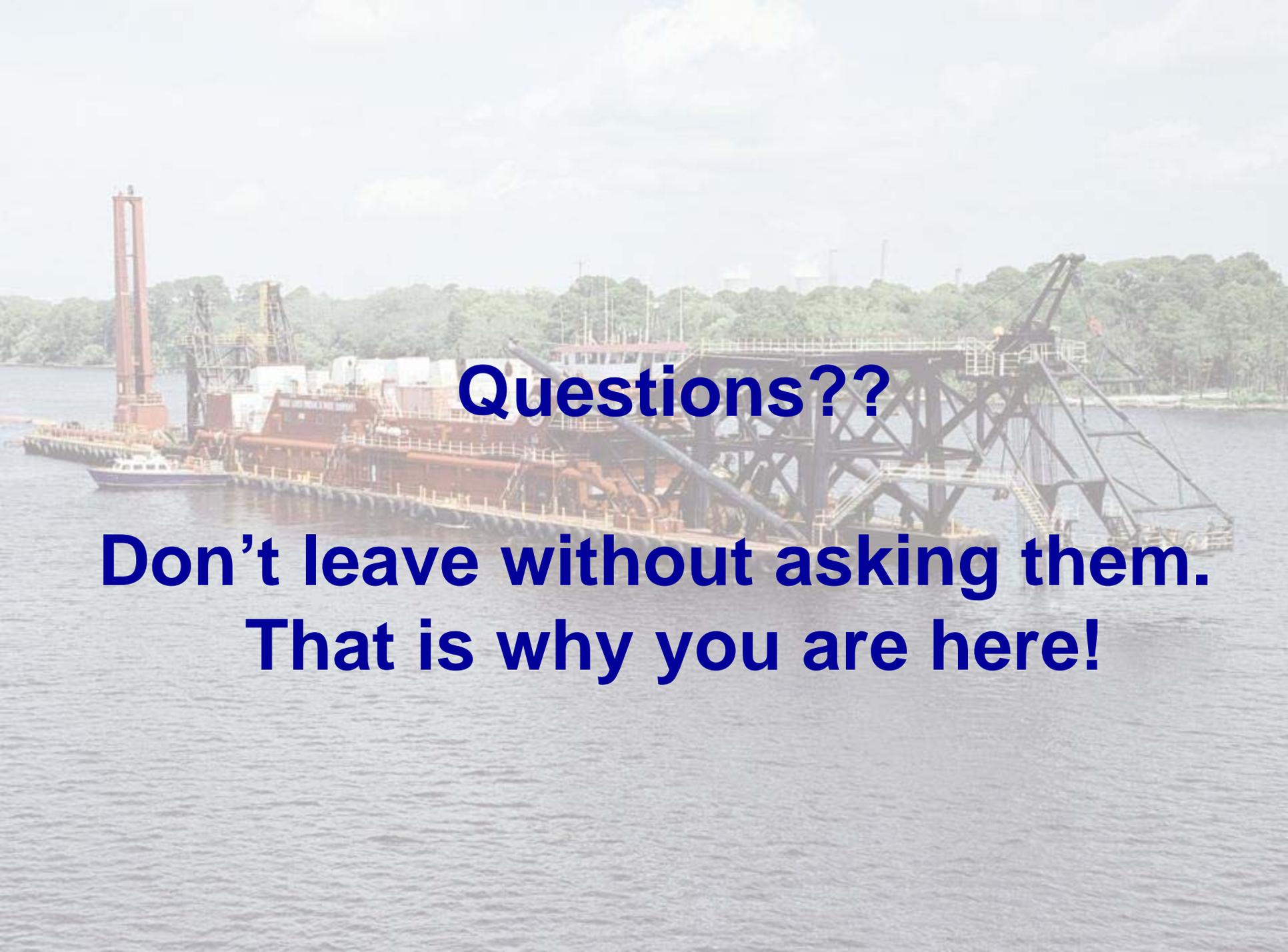
Together

- Technical
- Policy
- Stimulus
- Others?

DCA

- RAMP HMTF
- Others?





Questions??

**Don't leave without asking them.
That is why you are here!**