

Mastering the Shortlist Interview: Virtual Session Oct. 26, 12:00-2:00 p.m.



SAMESBC.ORG 🔄 @SAMENATIONAL 🎔 @SAME_NATIONAL | #SAMESBC22 🖬 "SOCIETY OF AMERICAN MILITARY ENGINEERS"



BE... THE WINNING PRESENTATION

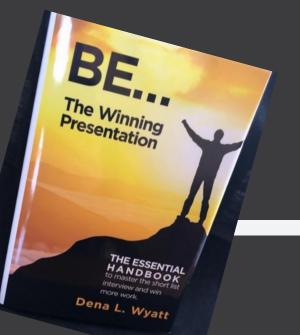
Dena Wyatt | marketingevolutionsinc.com

Meet Your Trainers

On-Site



Dena Wyatt - Coach, Trainer, Author Marketing Evolutions, Inc. <u>dena@marketingevolutionsinc.com</u> 303.424.9462 Colorado Native Born to Ski I HATE to lose





Misty Thurman Elevate Market Advisors SAME Tulsa Post Board Member Competed over 100 pursuits for Government Agencies Die Hard Sooners Fan Currently on an African Safari



Meet Your Facilitators for November 1, 2022



Martha Weekley, VP Operations FFE Engineering Architecture

Clean a fish with her eyes closed Sold toilet paper to the US Capitol



Stephanie Heibel, Federal BD Manager RLF Architecture Engineering Interiors

Die Hard Cornhusker Fan SLOTHS are favorite animal



Jodi Miler, Federal Capture Manager RLF Architecture Engineering Interiors

Loves to ride horses on vacation Bucket List vacation– African Safari



Kristen Miller, Marketing Coordinator FFE Engineering Architecture

Loves to fall off horses Studied in London Loves to travel – been to 9 countries so far...

POLL QUESTION

WHAT IS YOUR ROLE IN PRESENTATIONS?

I'm one of the presenters.
 I help plan, organize, and prep the team.
 I do both.

TODAY'S TOPICS

HOW TO DIFFERENTIATE YOUR TEAM HOW TO CONNECT WITH THE LISTENER MORE PERSUASIVE COMMUNICATION



WHAT IS THE PURPOSE OF A PRESENTATION?







CONVINCING SOMEONE YOU ARE THE RIGHT CHOICE TAKES ENERGY, LIKEABILITY & TECHNICAL COMPETENCE

HOW TO SUCCEED

Why Clients Choose You*

Understood my situation and needs 88%

Understood my business 86%

Presented an appropriate solution to my needs 83%

Communicated the **VALUE** of services 75%

Personally connected with the service provider 62%



Rain Group Study*

"We don't want a sales presentation – we want to see how you answer our questions and what you know about our project." We want you to follow the items in order so we can easily follow along and score."



"Follow directions. If we tell you to only bring two people, only bring 2 people. And, if we ask you to bring a certain position, that person needs to be there."



"There was no team culture. You seemed disorganized and like you didn't know one another."



"The team was flat – they lacked enthusiasm and passion for our project."



MAKE A CONNECTION You have to stand out.



INTRODUCTIONS THAT CONNECT

NAME/ROLE **PERSONALITY TRAIT** WHAT ISSUE YOU SOLVE WHERE YOU'VE DONE IT BEFO **BENEFIT TO THE CLIENT**

I'm Stacy, your project manager and day-to-day contact. I'm a planner and obsessive about details. I will organize and plan every last detail of this project to make sure nothing is missed, and the project runs smoothly and is completed by August 1." I just completed XYZ with similar size and complexity to your project and we saved \$50k.

I'm Mike, your money guy, I know your budget is tight – it's my job to get you the most in your project. The unique thing about me is I grew up in the field and understand what it takes to build the project – so my budgets are extremely accurate - I recently completed a similar lab project, where I was able to save the client \$1.5M. Marketing Evolutions, inc.

I'm Bob, your civil engineer, I'm a problem solver – which is critical on your large site to balance the need for parking, utilities, and additional site work. I will balance your site and protect the wetlands.



I'm Jane, your environmental specialist, I have worked in this area for the last 10 years and my relationships and experience help me to expedite your permits and make sure we have no delays due to environmental conditions.



MAKEA FIRST IMPRESSION

WHAT IS THE FIRST THING THEY SEE AND HEAR?

Marketing

WHAT MAKES YOU DIFFERENT?

Why clients choose you.

Marketing



onality & Attitude Team Culture

onality & Attitude Team Culture Project Approach

Personality & Attitude **Team Culture** Project Approach Similar Projects

SIMILAR PROJECTS

You must connect the dots

Be specific – what challenges did you solve Practice – keep it concise Share lessons learned / experience gained

Sprinkle throughout presentation*

UNDERSTAND HOW YOUR AUDIENCE THINKS

Do your homework and connect.



WIENS Provide the second secon

What's In It For Me?

HIT BOTH SIDES OF THE BRAIN

LEFT BRAIN

LOGIC DRIVEN

SCOPE OF WORK RESUMES OF PEOPLE SIMILAR PROJECTS TRACK RECORD

EMOTION DRIVEN

STORY TELLING & EMOTIONS LESSONS LEARNED CHALLENGES SOLVED SUCCESS ACHIEVED

RIGHT BRAIN

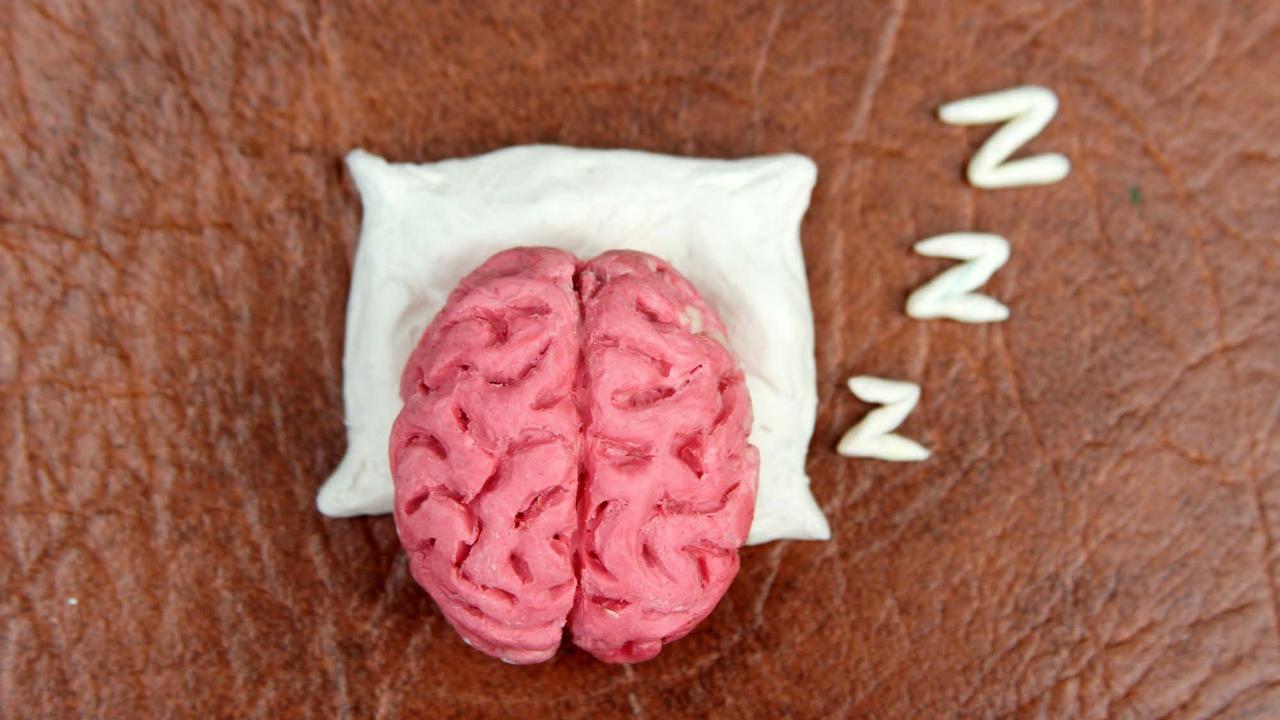
AUDIENCE CONNECTION



SOWHAT?

TOP CLIENT ISSUES

Save me time Save me money Make me look good Make it an easy process Keep me out of trouble



WAKE UP THE BRAIN - REFRAME



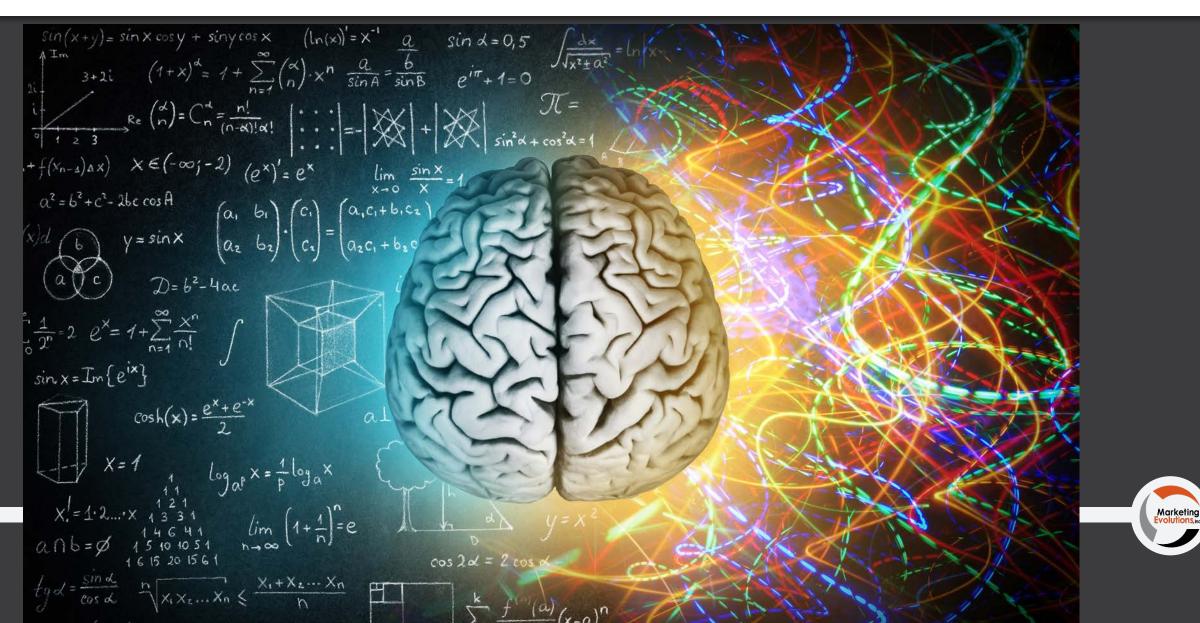
Marketing Evolutions, inc.

WAKE UP THE BRAIN – TEACH IT

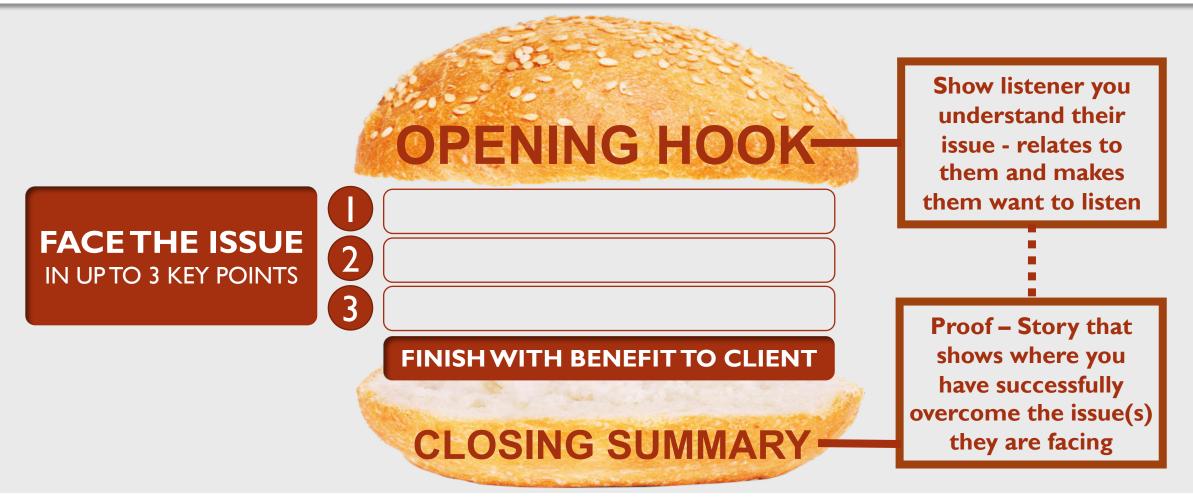




WAKE UP THE BRAIN - HOOK THEM IN - AHA MOMENT



THE BUN METHOD



How to answer common questions...

How do you communicate with your sub consultants?



THE BUN METHOD

2

3



Kick – off -

Dedicated Teams Channel -

OPENING HOC

Weekly Check in -

This level of coordination and communication will assist in moving through the design quickly and completing design in under 6 months.

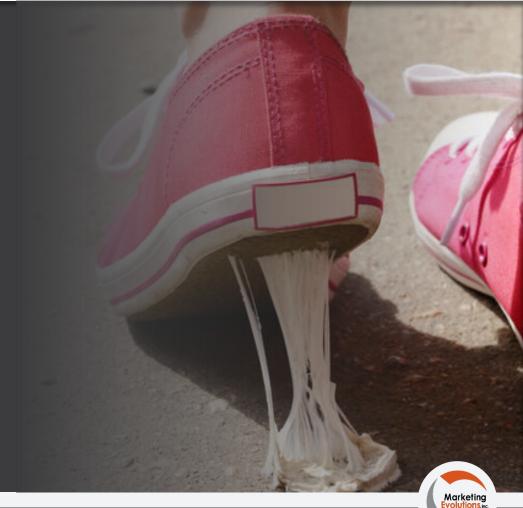
CLOSING SUMMARY

Communication and coordination of our Sub Consultants are critical on every project – especially when speed to market is a concern.

Last year we designed a Net-zero project for XX with 8 sub consultants two months sooner than their original schedule.

MAKE IT STICK - MEMORABLE

Descriptive Words Repetition Quotes **Metaphors Analogies** Stats **Stories & Examples**



Be Positive

LESSONS LEARNED VS EXPERIENCE GAINED PROBLEMS VS CHALLENGES/OPPORTUNITIES



SAY IT WITH CONFIDENCE

Try Hope Think* Might Could Maybe Should **Believe*** Possibly

NO WIMPY WORDS



MASTERING THE VIRTUAL WORLD



POLL QUESTION

ARE ANY OF YOUR PRESENTATIONS ON-LINE or OVER THE PHONE?

 Some are on-line
 Some are a phone call
 We have both on-line and phone calls
 Hybrid – at least one person is virtual while others are in person.

DRESS THE PART – COLOR MATTERS







STANDING vs SITTING





LEADER AND TRANSITIONS





PRACTICE





































MILE HIGH YOUTH CORPS





THE BRIDGE TO YOUR CAREER IN THE TRADES









SR 189 - International Border To Grand Ave Activity ID Activity Name			Start	Finish	_			2020								07-Nov-19 14:39									2021	Data Date - 07-Nov-19				
Ivity ID	Proving manne	Original Duration	Start	rinsn	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr		Jun	Jul	Aug	Sep	Oct	
SR189 - li	nternational Border To Grand Ave	454	08-Nov-19	12-Aug-21																										
	& Segment Completion	454	08-Nov-19	12-Aug-21																										
A1000	Submittal of Technical & Price Proposal	0	08-Nov-19*			• Sut	mittal of	Technica	al & Price	Proposa	1							1				1		1	1				1	
A1010	Conditional Award	0	16-Dec-19*						Award																					
A1020	SCA& POA Execution	30		29-Jan-20						POA Exe	ecution																			
A1030	Contract Execution	0	15-Jan-20*		1	† -	†	• 0		xecution			11					<u>†</u>	1		÷	·	+	+	·	†	1	÷	<u>†</u>	
A1180	Utility Relocation - UniSource Energy	140	15-Jan-20	28-Jul-20					1		i	i	i i		Utility R	elocation	- UniS	ource En	erav					1	1				1	
A1200	Utility Relocation - Century Link	160		24-Aug-20	-				<u> </u>	<u> </u>					-			Centu							1					
A1210	Utility Relocation - MediaCom	120		-	-				1	<u> </u>				Utility F	Relocation															
A1140	Material Procurement - Bridge Girders	80	29-Jan-20						<u> </u>				Aaterial P																	
A1150	Material Procurement - Roadway Signs	100	29-Jan-20		+	+	†		+	1	}				ocureme			gns	<u> </u>		+	·	+		·†···	†	1	†	+	
A1160	Material Procurement - Light & Traffic Signal Poles	80		19-May-20	-				<u> </u>	i	i		aterial P																	
A1040	NTP	0	10-Feb-20*					3	♦ NT	P														1					1	
A1100	Office/Yard Set Up	5	10-Feb-20	14-Feb-20	-		1	2		fice/Yard	Set Up		1 1					1	1				1	1	1	1		1	1	
A1110	Establish Construction Water	5	10-Feb-20	14-Feb-20	-					stablish C			er																	
A1120	Establish Survey Control	5	10-Feb-20			+	÷		- E	stablish S	urvey C	ontrol					+	+	+		÷	ł	+	• +	+	÷	·	÷	÷	
A1190	Utility Relocation - City of Nogales	100	10-Feb-20											Utility R	elocation	- City of	Nonale	9												
A1130	Traffic Control - Initial Set Up (Project Signage)	5		11-Mar-20						- Tra	fic Cont	ol - Initia	Set Up					1											1	
A1170	Holiday Moratorium - No Additonal Lane Restrictions	32		04-Jan-21	-					0.00									<u>i</u>	Holid	av Mora	forium -	No Addi	tenal Lan	Restric	tions				
A1070	Segment 3 Completion	0		15-Jul-21	-																			1			agment 3	Comple	tion	
A1050	Segment 1 Completion	0		11-Aug-21	+	+	÷		+		·							÷	+		·	·	· • · · · · ·	· +	+		Sec	ment 1	Compl	
A1060	Segment 2 Completion	0		12-Aug-21	-																							ment 2	1	
A1080	Substantial Completion Construction Phase	0		12-Aug-21																								bstantial		
Design		211	06-Jan-20																											
Design D 100	Segment 1 Design, Review and Approval	190		25-Sep-20															ian, Revie					1					1	
D 200	· · ·	175		25-Sep-20 04-Sep-20			÷			i	}		ii				Segme	nt i Des	ign, rtevi	w and A	proval	ļ	. .							
D 200	Segment 2 Design, Review and Approval	1/5		23-Oct-20	-				:							 Segn 														
	Segment 3 Design, Review and Approval	335	27-Apr-20											2				Segmer	t 3 Desig	n, Revie	wandA	provai		1	1				1	
_	1 Construction																												1	
Segment 1		210	27-Apr-20																											
S1P1A 100	· · · · · · · · · · · · · · · · · · ·	1	27-Apr-20			<u>.</u>	÷		÷				Control-4								<u>.</u>	ļ	. <u>.</u>		÷	<u> </u>		Ļ	<u>.</u>	
S1P1A 110		2	28-Apr-20	30-Apr-20	-							Traffic	Control-				pe 4 lan	es P1A	South											
S1P1A 130	Exc/Emb-WB 76+00 to 128+00	20	30-Apr-20	-											6+00 to 1															
S1P1A 150		5	-	04-Jun-20								-	Remo											1	1			1	1	
S1P1A 170	Storm Drain Pipe/CB's WB 76+00 to 128+00	25	28-May-20									-			Drain Pi				8+00					1						
S1P1A 140		5	04-Jun-20		l	Ļ	Ļ		_	l	L	L			R, Curb,			6+00	ļ		_	l				L		.	.	
S1P1A 220	Remove AC WB 76+00 to 128+00	2	04-Jun-20												WB 76+0														1	
S1P1A 200		3	08-Jun-20							1			Ren		WB/Med															
S1P1A 120		20	25-Jun-20		-		1		1	1			; 1		Exc/Emb		F	P	4		1	1	1		1			1	1	
S1P1A 190		3	26-Jun-20		-								4	Remo	e AC W					212 200]									
S1P1A 160	Storm Drain Pipe/CB's WB/Med 48+00 to 76+00	25	02-Jul-20	06-Aug-20		.L	Ļ		<u> </u>	l	L	L	ļİ						ed 46+00	to 76+00	<u> </u>	l	. <u> </u>	. <u>.</u>		Ļ	ļ	ļ	ļ	
S1P1A 250		20	02-Jul-20	30-Jul-20					1						Subgra										1			1		
S1P1A 230	Subgrade/ABC WB 46+00 to 64+00	10	30-Jul-20	13-Aug-20						1				2	Sul	-	i	1	1										1	
S1P1A 280	Mill 3" WB (PSS9) 76+00 to 128+00	2	30-Jul-20	03-Aug-20					1	1				3				00 to 12												
S1P1A 340	C&G/Barrier WB 76+00 to 128+00	20	30-Jul-20	26-Aug-20					1					9					to 128+0	P		8							1	
S1P1A 260		10	-	26-Aug-20		<u>.</u>	<u> </u>		÷	i	ļ	L	ļİ					16+00 to			.	ļ	. <u>.</u>			.	ļ	ļ	.	
S1P1A 270		2	-	17-Aug-20				120200										46+00 t												
S1P1A 290		4		20-Aug-20						1								1	WB 46	+00 to 6+	4+00									
S1P1A 350	ABC WB 76+00 to 128+00	15	27-Aug-20												=			:	128+00						1				1	
S1P1A 300		6		25-Sep-20			1		1	1									SS1,PSS					1	1	1	1	1	i i	
S1P1B 100	•	2	-	29-Sep-20	1		L		1	l		L					Traffic		76+00 to			ipe 4 lar	nes PIB	North	1	L		<u> </u>	<u> </u>	
	Exc/Emb EB 76+00 to 128+00	20	29-Sep-20	26-Oct-20					1	1									b EB 76				1	1	1				1	
S1P1B 120																				1	·	1	the second					:	:	
S1P1B 120 S1P1B 180	Remove-GR, Curb, Signs EB 46+00 to 128+00	5	26-Oct-20	02-Nov-20															ove-GR.				128+00		1 3			÷ .	1	
	Remove-GR,Curb,Signs EB 46+00 to 128+00 Remove AC EB 46+00 to 128+00	5		02-Nov-20 04-Nov-20															we AC E		to 128-	po								

R189 - Intern vity ID	ational Border To Grand Ave Activity Name	Original	Start	Finish			07-Nov-19 14:39 2020														2021	Data L	Data Date - 07-Nov-19						
ity iD	Activity Name	Original Duration	start	FINISN	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr			Jul	Aug	Sep	Oct
R189 - In	nternational Border To Grand Ave	454	08-Nov-19	12-Aug-21							-													inay				p	-
	& Segment Completion	454	08-Nov-19	12-Aug-21																									
A1000	Submittal of Technical & Price Proposal	0	08-Nov-19*		-	• Sut	mittal of	Technic	a & Price	Propos	a																		
A1010	Conditional Award	0	16-Dec-19						alAward	1	T																		
A1020	SCA & POA Execution	30		29-Jan-20	7						ecution																		
A1030	Contract Execution	0	15-Jan-20*			+	+					<u>†</u>			1	·	·†	+	1	+	·	·		+	+	†	1		<u>†</u>
A1180	Utility Relocation - UniSource Energy	140	15-Jan-20	28-Jul-20									i i		Utility F	elocatio	n - UniS	ource Er	erav					1					
A1200	Utility Relocation - Century Link	160		24-Aug-20													elocation								1				
A1210	Utility Relocation - MediaCom	120	15-Jan-20	-										Hity	Relocatio														
A1140	Material Procurement - Bridge Girders	80	29-Jan-20						-							dge Gird													
A1150	Material Procurement - Roadway Signs	100	29-Jan-2			-	+	+	+	1					tem	ent - Ro	adway Si	ians	+	+		·	-+		-}	+	1		t
A1160	Material Procurement - Light & Traffic Signal Poles	80	29-J-						<u> </u>	1	<u> </u>		ate.				flic Signa								1				
A1040	NTP	0	17				1		♦ NT	P							1		1				1	1	1				
A1100	Office/Yard Set Up	5	/	7							d Set Up																		
A1110	Establish Construction Water	5										tion Wat	er																
A1120	Establish Survey Control	5				+	+		T B F	stablish	Survey (ontrol			1			+	+	+	+	ł	-+	• +	+	÷	·		+
A1190	Utility Relocation - City of Nogales	1	-20											Utility R	elocat		gale												
A1130	Trafic Control - Initial Set Up (Project Signage)		ar-20	11-1						I Tr	afic Con	ol - Initia	SetUp					1											
A1170	Holiday Moratorium - No Additonal Lane Restrictions			04-Jan-															<u> </u>	Holid	av Mora	forium -	No Addi	tenal Lan	Restric	tions			
A1070	Segment 3 Completion			15-Jul-21																			1	1			agment 3	Complet	tion
A1050	Segment 1 Completion			11-Aug-					i		+	;			1				· · · · · · · · · · · · · · · · · · ·	+	÷	·	- †	· •	÷			ment 1	
A1060	Segment 2 Completion			12-Aug						1																		ment 2	
A1080	Substantial Completion Construction Phase			12-Aug-									i 🔪											1				stantial	
	Substantial Competitin Construction Phase		n.	23-Oct-		117																					- Ju	o tai iuai	Conny
Design			Jan-																										
D 100	Segment 1 Design, Review and Approval	_	Jan-2	23-Oct- Sep-		-i							F		† -			Des	ign, Revi eview an	ew and A	proval	ļ				.			
D 200	Segment 2 Design, Review and Approval	_		ep-				1			1				-														
D 300	Segment 3 Design, Review and Approval		Mar-20										: :		:			me	nt 3 Desi	n, Revie	w and A	pproval		1					
	1 Construction		Apr-20																										
Segment 1			Apr-20																										1
S1P1A 100	Traffic Control-46+00 to 76+00-Oblit/Stripe 2 Lanes P1A South		Apr-20		_	<u>.</u>	÷						Control-4					P1AS			<u>.</u>	ļ			÷	÷			<u>.</u>
S1P1A 110	Traffic Control-76+00 to 128+00-Oblt/Stripe 4 lanes P1A South			30-Apr-20	_		1					Allic	Control-					5 PIA	South										1
S1P1A 130	Exc/Emb-WB 76+00 to 128+00			28-May-20											6+00 to 1			A											
S1P1A 150				04-Jun-20	_		1		1				Remo		Curb, S	7		8+00						1	1				1
S1P1A 170	Storm Drain Pipe/CB's WB 76+00 to 128+00			01-Jul-20											Drain P			00 to 12	8+00										
S1P1A 140	Remove-GR, Curb, Signs 46+00 to 76+00		20			.	_		. .						R, Cur		to /	6+00			L	ļ	_ _			Ļ	l		L
S1P1A 220	Remove AC WB 76+00 to 128+00	2		08-Jun-20										°,	WP'														
S1P1A 200	Remove AC WB/Med 46+00 to 64+00	3		11-Jun-20													o 64+00												
S1P1A 120	Exc/Emb-WB/Med 46+00 to 64+00	20		Jul-20	_		1			1							ed 46+00		9										1
S1P1A 190	Remove AC WB 64+00 to 76+00	3	2	20													to 76+0	1											
S1P1A 160	Storm Drain Pipe/CB's WB/Med 46+00 to 76+00	25	02-5			<u> </u>	L	ļ	<u> </u>	J	_L	L							ed 46+00	to 76+00	<u> </u>	l	.l			L	J	l	l
S1P1A 250	Subgrade WB 76+00 to 128+00	20	02-Jul-2			-									-	•	76+00 to	•											
S1P1A 230	Subgrade/ABC WB 46+00 to 64+00	10	30-Jul-20				i l										ABC WB												
S1P1A 280	Mill 3" WB (PSS9) 76+00 to 128+00	2	30-Jul-20	03-											Mill 3		SS9) 764												
S1P1A 340	C&G/Barrier WB 76+00 to 128+00	20	30-Jul-20	26-Aug-2-											<u> </u>				to 128+0	φ.									
S1P1A 260	Curb WB Med 46+00 to 64+00	10	13-Aug-20	-													VB Med 4				<u> </u>	İ					İ		<u> </u>
S1P1A 270	Mill 3" WB (PSS9) 46+00 to 64+00	2	13-Aug-20	17-Aug-20															o 64+00				1	1	1				
S1P1A 290	AC Pave WB (PSS1,PSS9) WB 46+00 to 64+00	4	17-Aug-20	-											• /				9) WB 40	+00 to 6	4+00								
S1P1A 350	ABC WB 76+00 to 128+00	15	-	17-Sep-20			1								-				128+00					1					
S1P1A 300	AC Pave WB (PSS1,PSS2,PSS9) WB 76+00 to 128+00	6	17-Sep-20	25-Sep-20											1				SS1,PS					1					
S1P1B 100	Traffic Control-76+00 to 128+00-Oblit/Stripe 4 lanes P1B North	2	25-Sep-20	29-Sep-20													Traffic		-76+00 to			ipe 4 lar	nes PIB	North					
	Exc/Emb EB 76+00 to 128+00	20	29-Sep-20	26-Oct-20	1	1	1	1	1	1	1	1			1	1	<u> </u>	Exc/Er	nb EB 76	00 to 12	8+00	1	1	1	1	1	1		1
S1P1B 120			-		-	1.1		1			£11		. 1		1	1	1	1	dve-GR,	that Cin	-			1	1	1	E		:
S1P1B 120 S1P1B 180	Remove-GR, Curb, Signs EB 46+00 to 128+00	5	26-Oct-20	02-Nov-20		÷	:			:	÷					i		Rem	dve-GR,	yurb, Sid	TS EB 40	3400 10	128+00						
	Remove-GR,Curb,Signs EB 46+00 to 128+00 Remove AC EB 46+00 to 128+00	5		02-Nov-20 04-Nov-20															nove-GR				128+00						



Be Confident

BELIEVE IN YOURSELF – OTHERS WILL TOO



POLL QUESTION

WHAT IS YOUR COMFORT LEVEL WITH PRESENTING?

- 1. Shine the light on me I love it!
- 2. I'd rather be a fly on the wall.
- 3. Only if I must.





Be Prepared

TIME SPENT BUILDS CONFIDENCE



HOW TO PREPARE – individually

- 1. Understand what your client's needs are
 - main challenges and issues
- 2. Understand your value
 - develop an introduction that is concise and meaningful
- 3. Plan out your message BUN formula
 - let the client know you have solutions to their challenges
- 4. Practice
 - Come prepared to group meetings



DO NOT. . . MEMORIZE. JUST WING IT.

WRITE IT FULLY OUT.



YOU GET BETTER WITH PRACTICE

DO...

WORK OFF OF BULLET POINTS. KEEP IT CONVERSATIONAL. PRACTICE OUT LOUD.



YOU GET BETTER WITH PRACTICE

HOW TO PREPARE – as a team

- **1. Understand your strategy**
 - -determine your key messages & win theme
- 2. Outline your presentation agenda
 - -speaking roles and visuals
- 3. Stumble through dry run & plan transitions
 - -self introductions or exec introduces
- 4. Practice Run Through with Q & A
- 5. Dress Rehearsal with Q & A



MAKE A GAME PLAN

Start early Practice Q&A Know the client needs **Spread out prep sessions** Understand the project details

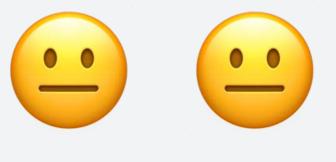


DELIVERY SKILLS



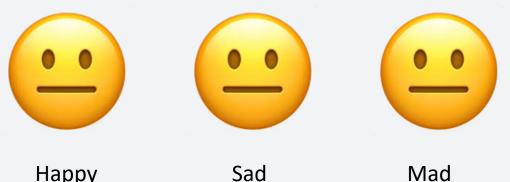


Нарру



Нарру

Sad



Нарру

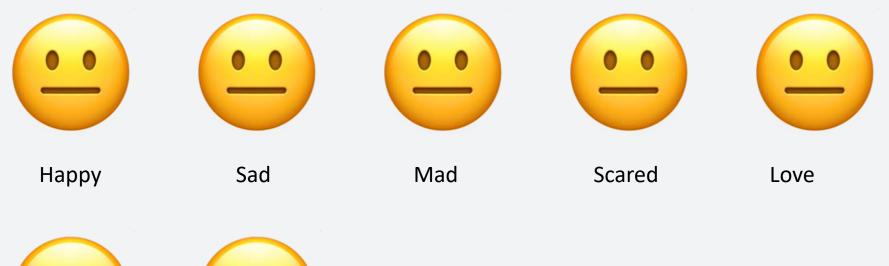








Surprised



Surprised Disgust





WHAT YOU NEED TO KNOW

- You will be assigned your teams day of.
- Each team will give a 20-minute presentation.
- You will be given a baseline PPT to use for your presentation for talking points.
- Winner will be announced on Thursday.



WHAT YOU NEED TO KNOW

- Think about past work – pull in thoughts and examples from past work. (experience can be drawn

from you, your firm, or other consultants you've worked with.)

- Think about your introduction.
- Bring your computers to the session.



GUIDELINES

- You have freedom to make assumptions and specifics about the project.
- Not everyone on your team needs to speak.
- You'll have 90 minutes to work with your team.
- Each team will make a 20-minute presentation.
- Bring your computer with you.



THE PROJECT

This is a Small Business set aside. Speed to market is critical. LEED Silver.

The project is for a new 50,000 SF administration building and parking garage. Supporting facilities include utilities (electric service, water, sewer, gas, HVAC, steam and/or chilled water distribution), paving, parking, parking garage lighting, walks, curbs and gutters, access roads, site improvements, antiterrorism force protection (ATFP) measures, building information systems, and access for individuals with disabilities.

This is a greenfield site near a wetlands area. The site work associated with this project shall include, but not limited to, environmental permitting, environmental protection, sedimentation and erosion control measures, demolition of existing site features and structures, tree clearing, grading and excavation, fencing, modified and new utilities, constructing storm water, new pavements and walkways, restriping/reconfiguration of an existing parking lot, vehicular and pedestrian circulation on the site, and landscaping.

ARCHITECT-ENGINEER (A-E) SERVICES are required for: site investigation and development, planning, programming, topographic survey, hazardous materials identification, geotechnical report, space planning, engineering studies including vehicular traffic studies, sustainable design, interior design, schematic design (charrette), concept design, final design (option), parametric and construction cost estimating, and construction phase services.

Questions to address

1. Describe the firm's ability to sustain the loss of key personnel while maintaining continuity of services and adhering to schedules and budgets.

2. Describe the firm's ability to manage many subconsultants during the decision-making process. How do you manage competing interests?

3. What are the key project decisions you see as critical in the first three months?

4. Describe lessons learned from previous projects and how that is going to help on this project?

BECOMING A BETTER PRESENTER



BE YOU. BE EVOLUTIONARY.

BELIEVEIN Volutions, inc. BELIEVEIN OURSELF

WIN MORE WORK

Dena Wyatt | dena@marketingevolutionsinc.com