

Project Steps

Preliminary Project	Target Project	Active Project	Bid Project
<ul style="list-style-type: none">Initial ContactGeneral Project DiscussionsProcess CompetitionFundingTimingPreliminary DesignPresentation of DesignCompetition ComparisonProject BudgetInitiate Bid, Procurement DiscussionsDecision Maker Contact	<ul style="list-style-type: none">Define Design ApplicationOperating DataInstallation InformationSpecific Competition DiscussionsBid Procurement DiscussionsContinue Decision Maker ContactProject Timing ConfirmationFunding ConfirmationGeneral Seminar / Project WorkshopInstallation Visit	<ul style="list-style-type: none">Continue Decision Maker ContactProject WorkshopFinal DesignCompetition NeutralizedPlanview Drawing Specification DevelopmentDetail Drawing DevelopmentProject Timing ConfirmationFunding ConfirmationBid Procurement Confirmation	<ul style="list-style-type: none">Receipt of Final Bid DocumentsReview of Final Bid Documents and Resolution of All Exceptions and ClarificationsFirm Price and Proposal Directly to Owner or Through All Bidding ContractorsProposal PresentationPurchase Order NegotiationsOrder Received
STEP 1			
STEP 2			
STEP 3			
STEP 4			