

Project Steps

STEP 1			
Preliminary Project	<ul style="list-style-type: none">• Initial Contact• General Project Discussions• Process Competition• Funding• Timing• Preliminary Design• Presentation of Design• Competition Comparison• Project Budget• Initiate Bid, Procurement Discussions• Decision Maker Contact		
STEP 2			
Target Project	<ul style="list-style-type: none">• Define Design Application• Operating Data• Installation Information• Specific Competition Discussions• Bid Procurement Discussions• Continue Decision Maker Contact• Project Timing Confirmation• Funding Confirmation• General Seminar/Project Workshop• Installation Visit		
STEP 3			
Active Project	<ul style="list-style-type: none">• Continue Decision Maker Contact• Project Workshop• Final Design• Competition Neutralized• Planview Drawing• Specification Development• Detail Drawing Development• Project Timing Confirmation• Funding Confirmation• Bid Procurement Confirmation• Continue Decision Maker Contact• Review of Eng./Owner's Plans/Specifications		
STEP 4			
		Bid Project	<ul style="list-style-type: none">• Receipt of Final Bid Documents• Review of Final Bid Documents and Resolution of All Exceptions and Clarifications• Firm Price and Proposal Directly to Owner or Through All Bidding Contractors• Proposal Presentation• Purchase Order Negotiations• Order Received