

How to do Business with the Primes - I

2025 Defense Industry Forecast

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About Us



Year established



40+ Countries with ongoing projects

100% Employee owned

\$1.49M raised by global employee

donors (in 2022) for the **HDR Foundation** which provides grants to the communities where we live and work

Our Impact



13,500+ Employees worldwide



200+ Offices around the globe



14 Countries with permanent offices



16 Markets we serve



20 Envision®-verified projects

What do we mean by “Prime”

TYPES OF RELATIONSHIPS

- Large
- Large with Small
- Small
- Small with Large

MECHANISMS

- Stand Alone
- Subconsultant
- Joint Venture
- Mentor-Protégé

Contracts and their uses : The “Prime” viewpoint

TOOLS

- C-Type
- IDIQ

SELECTION

- Firm Fixed Price
- Best Value

COMMUNICATIONS

- FAR-base
- ECI mechanisms
- IPD

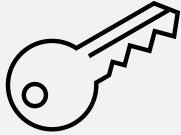
SOURCES

- Unrestricted
- SB Set-aside
- Direct Award

PRICING

- Lowest Price Technically Acceptable
- Cost Plus
- Fixed Fee

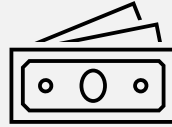
Scope



REQUIREMENTS

Clear and Empirical

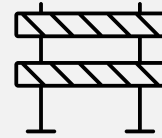
Stable



COST

Program Amount

Design Readiness



RISK

Cost and Schedule Risk Analysis

Mission Need

Perspectives from both sides

- ✓ Define what matters most: **price, schedule, performance**
- ✓ The **easy button** is really the hard and costly button
- ✓ **Vague** = Expensive and Frustrated Client
- ✓ **Changes** = Expensive and Frustrated Client
- ✓ Industry has solutions, **give them a try**

HDR Values

Our Unique Approach:

- Live the Network.
- Listen First.
- Hold Ourselves Accountable.
- Push Boundaries.
- Design Smart.

Employee ownership is a cornerstone of our culture.

Trusted client relationships.

