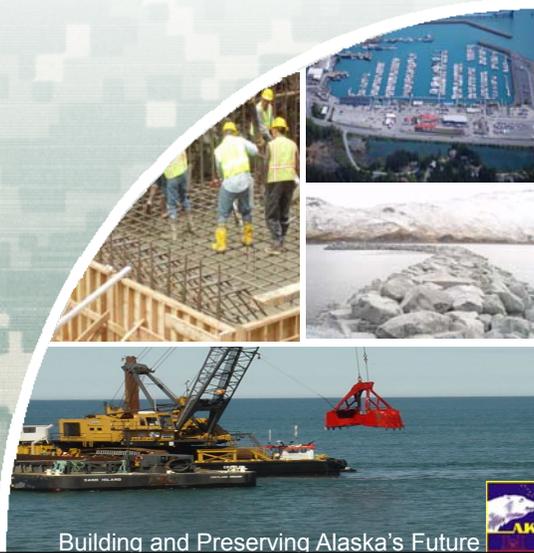


Corps-Contractor Communication Strategies – Recipes for Success

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Chief Operations Branch
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31 May 2012



US Army Corps of Engineers
BUILDING STRONG®



Building and Preserving Alaska's Future

What Works

- **Involve the Contractor early.**
 - ▶ Place DRAFT plans and specs on FedBizOpps
 - ▶ Pre-solicitation meetings w/ follow-up teleconferences

- **RFP vs IFP**
 - ▶ RFP best for complex projects.
 - ▶ IFP okay for routine work.

- **Partnering**
 - ▶ Put faces with names and get to know each other.
 - ▶ Discuss the tough parts of the job.



What Works

- **Progress meetings/teleconferences.**
 - ▶ Problems not like wine => gets worse with age.
 - ▶ Discuss the good, bad, and ugly.
- **Put your best people forward.**
- **Work the challenges together.**
- **Celebrate Successes.**



3

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What Doesn't Work

- **Withholding information.**
- **It's all about me, not the team or customer.**
- **Let them figure it out. After all, it's their job.**
- **I'll get it done when.....**
- **It's ALL about the \$.**



4

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Questions?

AK Alaska District

