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A Winning Strategy – How to Know a Project is Right for You

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Moderator: Dan M. Neal, P.E.

Panelist: Whit Friend, P.E., Jeff Wesanen, P.E., K.D. Warach, P.E.

Go or No-go Decision Making

How to know a project is right for you.

Walking through the go or no-go decision-making process, discussing firsthand experience and strategies to pursue and win work with TxDOT.

What do you look for in a project or procurement that gets you interested in performing that work for TxDOT?

There can be a number of procurements in a wave.

What factors or criteria do you consider in choosing which ones to pursue?

What steps do you take to be the firm
selected for your target
projects/contracts?

What elements of a project
procurement make it less attractive to
your firm?

Is there such a thing as too many
pursuits?

Looking through the pursuits that you have lost, what would you consider to be the most valuable lesson learned?

How do you avoid pitfalls and ensure success?

Each of you have that one project that
you are most proud of.

What was your key to success on that
one?

Questions and Discussions



Whit Friend

American Structurepoint



wfriend@structurepoint.com



512-702-1006

Jeff Wesanen
Stantec



jeff.wesanen@stantec.com



520-604-3350

K.D. Warach
CDM Smith



warachkd@cdmsmith.com



214-636-0142