

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

2024 PEPS Conference

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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?

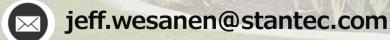
Each of you have that one project that you are most proud of.

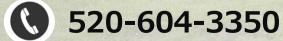
What was your key to success on that one?

Questions and Discussions









K.D. Warach CDM Smith

