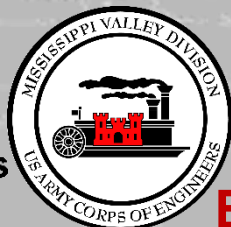


SUCCESSFULLY PARTNERING WITH THE FEDERAL GOVERNMENT

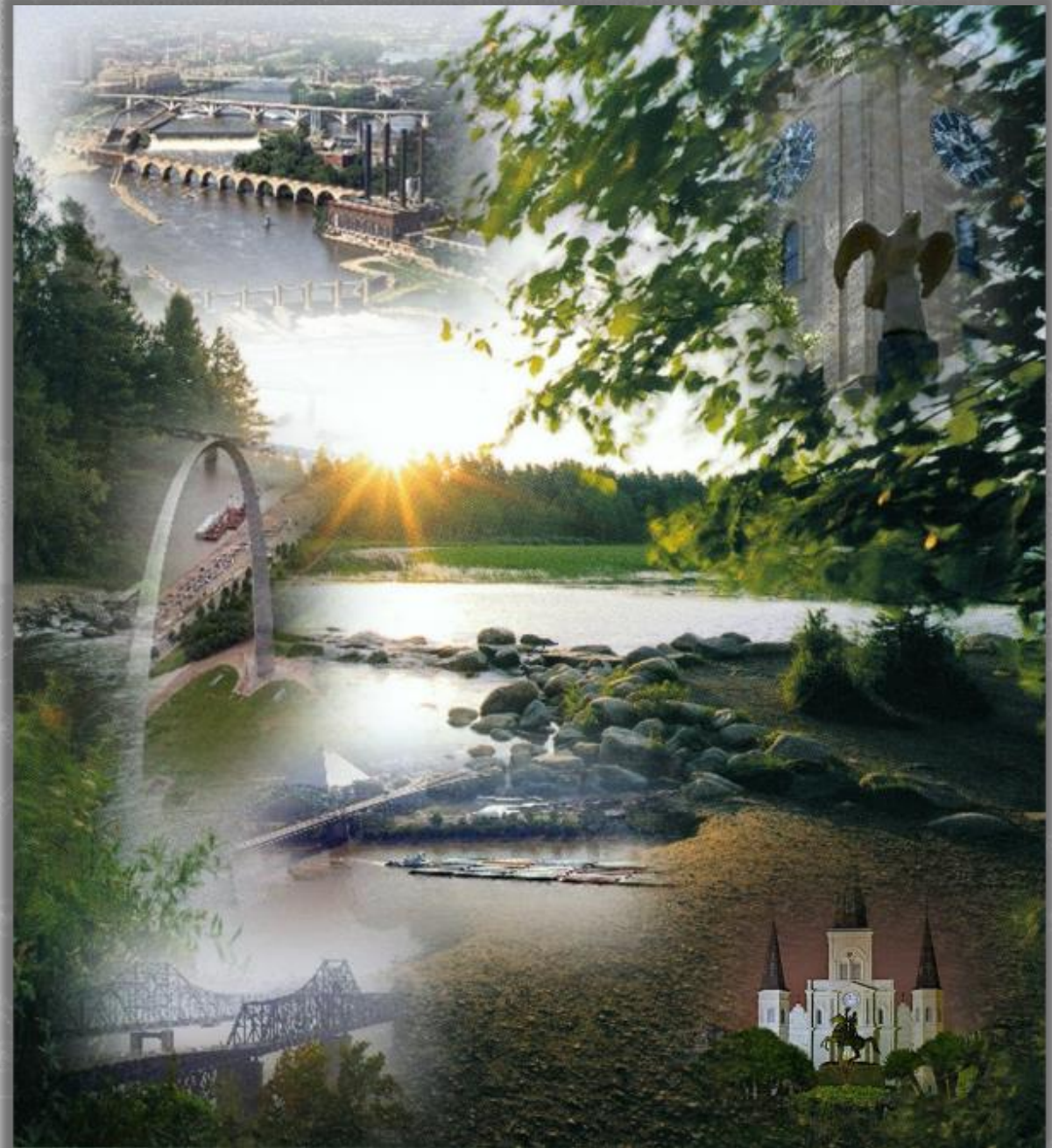
Panel Discussion



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Panel Members

- ❖ **Betty Foster – Branch Chief Contracting/Contracting Officer**
- ❖ **Jacob Prebianca – Administrative Contracting Officer**
- ❖ **Garett Fleming – Branch Chief Operations**
- ❖ **Aaron Sanford – District Contracting Chief**



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AGENDA



- ❖ System for Award Management
- ❖ Solicitations
- ❖ Partnering
- ❖ Working Through Issues Productively
- ❖ Q&A

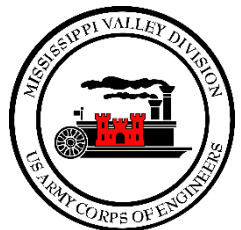


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SYSTEM FOR AWARD MANAGEMENT (SAM)

- ❖ SAM.GOV
- ❖ APEX Accelerator Feb 1st 10:30 am Virtual Training
 - ❖ <https://www.eventbrite.com/e/system-for-awards-management-training-usace-stl-apex-tickets-520165337527>
- ❖ Registration is free
 - ❖ 3rd party websites will help you register for a fee
- ❖ Federal Service Desk – www.fsd.gov
- ❖ Why SAM?
 - ❖ Payment
 - ❖ Exclusions
 - ❖ Size Status



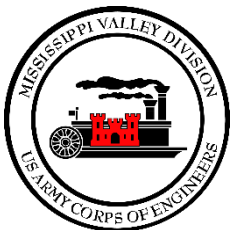
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SYSTEM FOR AWARD MANAGEMENT (SAM)



- ❖ Search Often
 - ❖ DODAAC – W912P9*
 - ❖ Use asterisk wildcard "*"
- ❖ Keyword
- ❖ NAICS
- ❖ Saved Search
 - ❖ Set Notifications
- ❖ Interested Vendors



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SOLICITATIONS



- ❖ Sources Sought – Determines Set-Asides
- ❖ Read and Understand Solicitation
- ❖ Ask questions – Solicitation will indicate how to do so
- ❖ Attend Pre-Bid Site Visits
 - ❖ Information
 - ❖ Industry Partnering
- ❖ Looking at other ways to advertise opportunities
 - ❖ Facebook
 - ❖ District Website



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U.S. Army Corps of Engineers Partnering Philosophy

“Committed to working together with partners to accomplish the mission and build enduring relationships through trust, transparency, and shared values.”

- Lt. Gen Scott Spellmon

Sound partnerships require proactive engagement at all echelons of the organization and the embracement of a partnering mindset which embodies a set of behaviors rooted in three interdependent and mutually supportive elements: Commitment, Communication, and Collaboration.

3C's of Successful Partnering

Collaboration

- ✓ Builds and Sustains Strong, Cohesive, and Diverse Teams
- ✓ Works Together to Proactively Solve Problems in a Manner That Achieves Mutually Beneficial Outcomes
- ✓ Routinely Manages Risk, Relationships, and Performance
- ✓ Collectively Sets and Documents Shared Goals and Expectations

Communication

- ✓ Promotes Clear, Open, Consistent, and Timely Communication
- ✓ Fosters Shared Understanding
- ✓ Solicits Input to Continuously Learn, Adapt, and Improve
- ✓ Resolves Conflicts Constructively and Expeditiously

Commitment

- ✓ Always Puts the Mission First
- ✓ Ensures Leaders Are Invested and Actively Engaged
- ✓ Seeks Out and Establishes Relationships Founded on Trust, Transparency, Accountability, and Mutual Respect
- ✓ Embraces Innovation and Accepts Measured Risk



22 OCT 2021

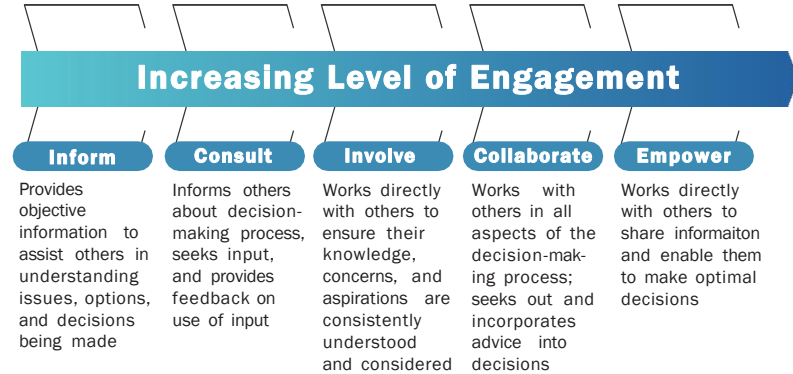


7



Relationship Spectrum

Each partnering relationship is unique and exists along a spectrum with transactional relationships at one end and strategic relationships on the other. Where these relationships fall along that spectrum and the extent of collaboration are influenced by the type of partnership, maturity of the relationship, and commitment towards partnering.



“We must always strive to maximize partnering outcomes to enable the safe delivery of quality projects that are on time and within budget.”

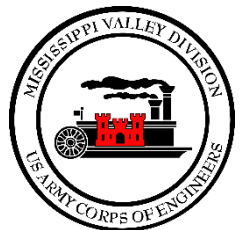
- Lt. Gen Scott Spellmon



PARTNERING



- ❖ Formal
 - ❖ Separate multi-day session led by facilitator
 - ❖ USACE/Contractor/Stakeholders
 - ❖ Partnering Agreement
- ❖ Informal
 - ❖ Smaller audience
 - ❖ No facilitator
 - ❖ Shorter duration
 - ❖ Partnering agreement



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PARTNERING SESSION



- ✦ Partnering Style
- ✦ Communications Matrix
- ✦ Discussion Topics
- ✦ Partnering Agreement/Charter



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WORKING THROUGH ISSUES



- ❖ Be professional
- ❖ Listen to Understand
- ❖ Look for common ground
- ❖ Be willing to compromise
- ❖ Contract Modifications/REAs



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Questions

