

# Business Development Initiative

How to make your project a success.

# Prior to Bidding

- Read the plans completely
- Understand everyone's role
- If there are liquidated damages, be sure you understand them
- As the prime contractor you are the ultimate responsible party for this project

# Role of the FDOT

- Make sure all work is done according to specifications
- Make sure the contractor is performing according to the contract.
- They are not the contractor of record you as the prime are, the project is your responsibility.

# After the Contract Award

- Mobilization costs
  - Will you need a loan?
  - Will you need to hire another crew?
- Out of area projects impose bring additional costs and considerations
  - Housing and food for crew
  - Prices may differ from those of your normal supplier
- Start the project on time!!
  - If you start the project late you are more likely to finish late this could but not always have additional costs.

# After the Start of the Project

- Additional work outside of scope
  - Could but not always add time and possibly cost
- Communicate with FDOT staff
  - One reason some projects fail is poor communications
- District offices have staff who can help
  - FDOT wants you to succeed

# Finish on Time

- Allow time for the final inspection
  - Plan to finish early to allow for corrections
- When you finish a project on time it could start you on the road to success.

# Tips for Completing the Project Successfully

- Know what you have bid on.
- Know the cost and schedule.
- Understand your role as the prime.
- Understand cash flow.
- Understand mobilization and its cost.
- Start on the day you are supposed to start.

# Completing the Project Successfully

- If you fall behind:
  - Keep FDOT informed.
  - Try to mobilize additional crews.
- Allow time for the final inspection and correction of any items that do not conform to project specification.
- Maintain documentation as the project progresses.
- **COMMUNICATE!**