

# Your Guide TO DOING BUSINESS WITH



Georgia Department of Transportation



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## Atlas Selected for Combined \$4 Million Georgia DOT Contracts for Highway Right-of-Way Purchases

Atlas Technical Consultants, Inc. (NASDAQ:ATCX), a leading provider of professional testing, inspection, engineering, program management and consulting services, announced today that it has been selected to assist the Georgia Department of Transportation ("Georgia DOT") in procuring Right-of-Way Acquisition for the I-285 at I-20/East Side Interchange Reconstruction and the I-285 Express Lanes from I-20 to I-85. Both projects are located in DeKalb County, Georgia. Atlas will provide right-of-way project management, pre-location, acquisition, negotiation, relocation and valuation services for the two projects. "The demand for right-of-way services continues to grow and is consistent with our efforts to expand our self-perform capabilities in this area of backlog growth," said Atlas CEO, L. Joe Boyer. "We couldn't be more pleased to be selected to continue providing quality work for our long-term customer, the Georgia DOT."

The I-285/I-20 East Interchange project will improve traffic flow and safety by reconstructing ramps; constructing new collector-distributor (CD) lanes; adding auxiliary lanes along I-20 and I-285 and replacing bridges throughout the project.

The I-285 Eastside Express Lanes project proposes to add one optional, buffer-separated express lane in each direction on I-285 between I-20 and Henderson Road in DeKalb County. [Click Here to Read More](#)

### Mark Your Calendar!

#### DBE GOALS Consultation Meetings Virtual Meeting Schedule:

Date	Time
July 31, 2020	10:00 AM
August 7, 2020	10:00 AM
August 14, 2020	10:00 AM & 4:30 PM
August 21, 2020	10:00 AM
August 28, 2020	10:00 AM & 4:30 PM
September 4, 2020	10:00 AM

To Access Virtual Meetings, click the link below:  
<http://www.dot.ga.gov/ps/business/dbe>

[Click Here to Learn More](#)

### About The GDOT

The goal of the DBE Supportive Services Program is to increase the number of DBEs participating on GDOT contracts and facilitate the opportunity for DBEs to obtain contracts. The services are designed to:

- Assist established construction firms to move them from bidding as a subcontractor to bidding as a Prime Contractor to produce sound bids.
- Provide access to training increases DBE expertise in handling of daily business operations.



### About The Program

The Construction Estimating Institute (CEI) works with GDOT as the statewide provider of the federally funded Disadvantaged Business Enterprises (DBE) Supportive Services Program. We want to increase the number of certified DBEs participating in highway and bridge construction, as well as assist DBEs in growing and eventually becoming self-sufficient. Additionally, CEI provides supportive services by assisting prime contractors and consultants with identifying DBEs for subcontracting opportunities on priority projects.

# How to Cut Costs & Plan for a Future Beyond COVID-19

## Developing a strategy for handling cutbacks in the pandemic

As leaders steer their businesses through the fog of the coronavirus pandemic, fear and uncertainty are often two unwelcome, but likely, drivers of business decisions. COVID-19 related disruption is causing widespread panic. When companies sense a financial pitfall, it's tempting to cut costs—and to do so promptly. However, aimless, short-term cost-cutting initiatives that are not connected to a strategy can cause irreparable damage in the long term.

Strategy must be the driver for cutting costs—not an afterthought. Research reveals that most companies' large-scale cuts are unrelated to their strategies. By narrowly focusing on cutting costs for today, companies are neglecting the critical insights that lead to sustainable expense reduction for the future.

When margins are squeezed, many companies' knee-jerk reaction is to cut expenses that are easy to pinpoint, often eliminating fixed costs such as head count and overhead. Careless cost-cutting initiatives, such as head-count reductions, can have negative implications to morale and operations. In addition to unforeseen opportunity costs, cutting fixed costs yields a lesser impact on profitability than decreasing variable costs. For example, Coltivar research revealed that by decreasing fixed costs by 1%, nonresidential builders experience a mere 1.7% positive impact on profitability. In contrast, by reducing variable costs by 1%, nonresidential builders can capture a 25.1% positive impact on the bottom line.

Cost-cutting initiatives must be driven by accurate data and work in tandem with a larger umbrella strategy. It's a quick fix to lay off 10% of the workforce. It's an effective solution to determine how to innovate the delivery model to be leaner, more productive and more impactful. Effective cost management calls for a strategic program that regularly evaluates opportunities to redesign, restructure and reallocate in your firm.

A cost management program allows you to analyze your strategy and align your budget to make informed cost-cutting decisions. Examining your strategy components, organizational advantages and activities can reveal where and how you generate value for the customer and capture value for your company. In doing so, you can use data and strategy to prioritize important investments.

### Examine Organizational Advantages

The goal of this high-level analysis is to understand your advantages, defined as unique conditions or elements that position your organization ahead of its rivals. The following three sources of advantages allow companies to create and capture outsized value.

- Positional – A company's market focus and customers' perception of your brand and offerings.
- Asset – A company's possession of a scarce (tangible or intangible) resource that provides...

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### Supportive Services Offered:

- Estimating Training
- Building Capacity
- Mobilization Financing
- Bonding Assistance
- Marketing Plan Development
- Creating a Business Plan
- Building a Website
- Plan Reading



Within the past 3 months,  
CEI assisted DBEs  
in obtaining

**\$6 MILLION  
IN BONDING!!**

Contact CEI for Bonding,  
Financing or Insurance needs!

 (855) 432-1323

 [www.gadbesupport.com](http://www.gadbesupport.com)

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CEI is an educational organization providing the highest quality construction training in the industry. Over 100,000 owners, estimators, project managers, field supervisors, office support staff, foremen, laborers, and key management personnel have attended courses that are offered nationwide. The courses provide students with construction skills training and the critical information needed to be effective within their companies and organizations.