

## Georgia Department of Transportation Wins National Award for Achieving Excellence in Procurement



The Georgia Department of Transportation's Office of Procurement-Operational Procurement Section won this year's

Achievement of Excellence in Procurement Award from the National Procurement Institute, Inc. For 23 years, the institute has recognized public and nonprofit organizations that excel in procurement innovation, professionalism, e-procurement, productivity, and leadership. Georgia DOT is one of only 13 agencies in Georgia and one of only eight state agencies in the United States and Canada to receive this award.

According to Mary Zirock, Assistant Chief Procurement Officer, the department's Procurement Operations section excelled on improving processes and standards in a variety of areas particularly as it relates to the recent addition of the Transportation Funding Act (TFA) which passed in 2015 by the Georgia Legislature. The passage of TFA raised the department's status among other state agencies as a billion dollar organization and the ninth largest transportation intermodal network in the country. "We are honored to be recognized as a recipient of the

2018 Achievement of Excellence in Procurement Award and one of only 8 state agencies in the United States and Canada to receive this award," said Zirock.

"We are proud to join the ranks of our professional peers as we continue to move the department forward. With our supportive leadership and our topnotch team, we will continue to drive change and be leaders within the procurement profession in the State of Georgia and across the nation," Zirock added.

For the award, NPI evaluated 18 focus areas that specifically addressed Procurement Ethics Standards; eManuals for Procurement and Policy/Procedures; Professional Development Program; Internal/External Customer Survey; Internal/External Customer Training; Formal Supplier/Contractor Training; Performance Metrics and Centralized Procurement Functions to name a few.

Other national organizations have recognized GDOT over the years for its programs and projects. Procurement Operations has been recognized internally by GDOT leadership, but this is the first National award bestowed on this office adding to the Georgia DOT legacy of being simply the best in transportation.

Read Excerpt: <https://us13.campaign-archive.com/?u=80dbe14272ec0b5e1a1bf5b4e&id=a5b50969eb>

### DBE Opportunities

**Want to learn more about the DBE Program?  
Call or email us today to receive assistance in the below categories!**

- Getting a letter of bond ability
- Capability Statement Development and Assistance
- Website Development and Assistance
- How to become DBE Certified
- Training and Technical Assistance

**Phone Number:** 855-432-1323

**Email:** [Info@gadbesupport.com](mailto:Info@gadbesupport.com)

### About the Program

The Construction Estimating Institute (CEI) works with GDOT as the statewide provider of the federally fund Disadvantaged Business Enterprises (DBE) Supportive Services Program.

Our goal is 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.

# What Causes the Failure of a Business

## Strategies to avoid disaster for your company



Revenue is booming, and times are swell for many construction organizations. What could possibly go wrong? Many leaders in the industry believe that the most challenging aspect

businesses face currently is the availability of personnel. However, this cycle has played out several times before, and the conclusion is always the same: Undisciplined management and a lack of good strategy lead to failure. In 2007, FMI Corporation released a groundbreaking study titled “Why Large Contractors Fail: A Causal Analysis of Large Contractor Bankruptcies.” The study was a deep examination of more than 30 large engineering and construction companies that neglected to search for the root causes of their decline before failing. While each of the participating business owners had their own reasons for failure, the majority of factors could be summarized into three common key areas:

- *Strategy* – Unrealistic growth, volume obsession, etc.
- *Organization* – Poor cash flow, operational inefficiencies, legal problems, etc.
- *Factors beyond control* – Banking or bonding issues, poor economic conditions, etc.

Business owners’ fixation with the last item remains a curiosity. Many view this item as the primary cause for failure when, according to the study, misguided strategy and poor organizational performance were the leading causes of failure, and factors beyond control were simply exacerbating factors. In other words, it is always easier to

blame the economy than it is to admit the role of poor leadership when a business falters.

Yet, the cycle continues to play out. Contractors are once again seeing record highs in many categories, both good and bad. With strong revenue comes increased risks due to higher receivables and demands for cash and time.

Construction companies should use their current position and internal inventory to benchmark against not only superior companies, but also against their own risk profile.

### *The Talent*

Often, leaders say, “If we only had more people, we could do more.” In fact, the talent crunch has served as a de facto governor for some business owners, allowing them to live within their means. However, it often becomes hard to say no when saying yes to customers feels so good. And thus, the cycle begins. Companies acquire more work and end up shelving their strategic plan for growth and the development of people in favor of engaging new talent and unproven entities.

For example, a snapshot of what happens during this process usually includes the following events:

1. New, unplanned work is acquired
2. The company hires free agents to complete the new work
3. The new hires lack connection to company culture

Read Excerpt: <https://www.constructionbusinessowner.com/strategy/business-management/disaster-artist>

### ***Don't Let Your Certification Lapse!***

**If you fail to submit the annual No Change Affidavit for your DBE certification by your anniversary date each year, your DBE certification may be at risk of being suspended pending decertification.**

## Supportive Services Offered

**BONDING,  
FINANCING,  
AND  
INSURANCE**

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



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.

Call 855-432-1DBE (1323) or visit us online at  
[www.gadbesupport.com](http://www.gadbesupport.com)

CEI, 3350 Riverwood Pkwy. Suite 1900, Atlanta, Georgia, 30339