

SPLOST Lessons Learned

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ATLAS

Read the Scope of Work



Study the bid documents



Study your contract



Don't let you Zeal eat up your House



Don't over extend your forces



Be honest about your abilities



Take risks is a part of business but we honest with GC/Owner before and if things change



Document Everything



Document Contracts



Document Change Orders



Document Completion



No Documentation, No Proof! – It Never Happened



Prequalified vs Capability vs Experience



Being a prequalified vendor does not automatically qualify to be best company to perform the work



Prequalification does not mean your firm is currently capable to perform the work



Prequalification does not exempt you from having the necessary experience for services requested



Prequalification \neq Exemption



Prequalification does not mean rules and regulations do not apply to your firm.



Prequalification does not excuse unsatisfactory performance



Partnership and Gleaning Works



Subconsultants/Subcontractor partner with the Primes creates long lasting success.



Learn from the firms you're working with.



Questions and Answers

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