

The Bid Process

Rep / Vendor's Perspective

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What Happens on Bid Day?

* The Magic of Bid Day



What is a Rep/Vendor's role?

- * Play Golf
- * First line of Defense
- * Be a “Consultant” to the Consultant
- * Provide timely & accurate information
- * Check for accuracy on information transferred
- * Information Highway



“Open Minded” Engineering

- * Processes & Regulations are changing
- * New Technologies & New ways of doing things
- * “Do you have one installed in Texas?”
“You ain’t from around here, are ya boy”?
- * State regulations on new equipment / processes
- * Existing Processes are still tried and true
So please keep specifying them too



Selecting the Correct Gear

- * Evaluate the Customer & Requirements
- * Determine ease of maintenance, reliability, & customer preference
- * Know what fits



Cost Drivers

- * Preurchased Equipment by City or Contractor
Who takes ownership??
- * Simple Changes, Big Dollars
- * Adders
- * Utilize manufacturer's buying power



Project Experiences

- * Installation Assistance
- * Been there, Done that
- * Paper Napkin Engineering
- * Look & Listen



Pet Peeves

- * Brown Bags, Lunch-n-Learns, Dine-n-Dash
- * Expected information return
- * Spec Writing
- * “Or Equal”
- * Late comers by Addendum
- * Perception of the Rep

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What Happens on Bid Day?

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- What is a Rep / Vendor's role?
- Open Minded Engineering
- Selecting the correct gear for the project
- Reduce Cost Drivers
- Project Experiences
- Manage the Pet Peeves

* Ultimate Goal:

Put our manufacturers in the best position to be successful on Bid Day.



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Q & A

