



Getting to Success with your Consulting Engineer

...from an engineer's perspective.
Is it a "marriage" or just a
"one night stand"?

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Consider this experience as your “courtship” or “due diligence”

The Basic Questions...

- What are the responsibilities of the Local Government to have in place in order to have a successful project with your consulting engineer?



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- Based on my experience as a consulting engineer to local governments, identify the strategies for project success.
 - Finally, what would I repeat for future projects and, likewise, what would I try to avoid and WHY?

A Local Government should...

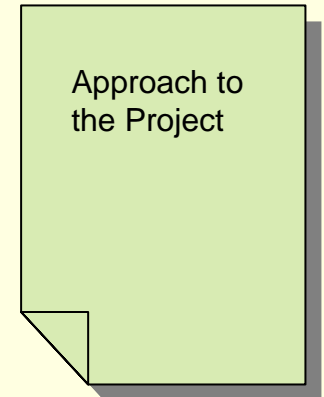
- Be actively engaged, informed and invested in the project.

- Understand why the project is needed
- Engage and educate yourself in the engineering selection process
- Invest your “resources” and expect a “return”
- Require full disclosure (services and price)



A Local Government Should...

- Establish the Rules for the RFP (“Engagement” Process)
 - State your project objective
 - Set forth the selection criteria
 - Require evidence of relevant project experience
 - Require proof of insurance and check references
 - Identify the project team (team exp. ≠ firm exp.)
 - Require an “Approach to the Project”



The Dilemma!!

Price ?

Or...

Service?

Or is it both? You know the answer...it's the order!!

The Evaluation Process



- Compare qualifications
- Compare relevant experience
- Validate references
- Evaluate/compare “Project Approach”

The Selection

- Preliminary selection should be based on...
 - Qualifications
 - Experience
 - Project Approach
- Negotiate fee with 1st choice based on a detailed scope of service.



Be...(a)...ware

- Project Approach
- Who actually performs the work
- Conflict Resolution
- Interaction with consultant

- Price before Service
- Low ball price
- Additional Services and Experience
- Hourly Rate Schedule



After the “Marriage”



- Remain engaged/involved/invested
- Ask for an explanation
- Have a consistent point of contact
- Monitor performance (still have a date)
- Require progress meetings (ROI)
- Communicate your concerns
- Communicate praise when deserved

Successes to be Repeated

- Establish a relationship
- Ask questions and define the project in advance (before quoting a fee)
- Provide what is requested, plus
- Provide what is required
- Long on scope; short on how to get paid
- Negotiate price and service
- Establish a relationship



Let's Avoid...

- The “closed shop”
- Those who cannot make decisions
- The blind date (quoting a price before the scope is defined)
- Bidding (or buying) the project
- Working for free

Celebrate your anniversaries!

