Continuing Education Programs
Competing Successfully for DOD Architect-Engineer Contracts (4 hours)
Sponsored by the Society of American Military Engineers (SAME)

WHY YOU SHOULD ATTEND

- Gain a clearer understanding of the DoD AE evaluation and selection processes
- Learn how to interpret solicitation requirements
- Learn valuable tips on how to improve SF330 submissions
- Recognize and avoid fatal SF330 mistakes
- Improve skills in writing and organizing SF330 material

PROGRAM OVERVIEW

Preparing and submitting proposals in competing for Architect-Engineer Contracts is time-consuming, resource intensive and often financially risky, especially in highly competitive economic times. There is more to winning a contract for AE services than the submission of a single SF330. An understanding of the evaluation and selection processes driving the SF330 format is invaluable in producing quality and highly competitive SF330s.

This webinar will give an overview of the DoD AE Evaluation and Selection Processes with a special focus on key aspects of planning, preparing and submitting winning proposals. Whether a seasoned veteran of AE contract competitions or for those new to the game, you can learn more on how to improve your chances of moving up and into the winning field of the most highly competitive firms.

Participants will learn the following material:

- Background of FAR and guidance for DoD AE Evaluation and Selection Processes
- Typical solicitation requirements
- Expected content for highly competitive SF 330s
- Evaluations, selection processes, and award notifications for AE contract competitions
- Debrief protocol
- Protests and when they are appropriate

WHO SHOULD ATTEND

- Private Sector Architects, Engineers and Interior designers who compete to design projects for the military services
- Business Developers and AE firm managers responsible for critical proposal decisions
- Proposal writers charged with developing highly competitive submissions for AE services contracts

INSTRUCTOR BIOGRAPHY

Camille Krolikowski dba K2A Consulting

Since her retirement from Federal Service in May 2009, Ms. Krolikowski is providing consulting services for Architect-Engineering and Construction firms seeking contracts with various government agencies. At the time of her retirement, she held the dual position of Assistant Chief of Engineering, as well as Chief, Engineering Technical Specialties Branch, Savannah District, U.S. Army Corps of Engineers where she chaired numerous selection boards. From 1996 to 2001, Ms. Krolikowski fulfilled a tour of duty with the Corps' Europe District office in Wiesbaden, Germany, where she was the Program Manager for the $800 million Barracks Modernization Program. She began her federal service career in 1988 with the USACE Mobile District, where she was Chief of the Architectural Section. Prior to her federal career, she practiced architecture in Mobile, Alabama.

Ms. Krolikowski earned a Bachelor of Architecture degree from Georgia Institute of Technology. She is a Registered Architect and a member of the National Council of Architectural Registration Boards, a SAVE Associate Value Specialist and member of the Savannah District SAME.

COURSE POINT OF CONTACT

Camille Krolikowski, k2a@bellsouth.net