



2026 **EUROPE TRI-SERVICES REGIONAL SUMMIT**
MARCH 3-5 · 2026 · FRANKFURT, GERMANY
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Outbrief & Follow-on Actions

Mastering the Art of the Estimate
Building High Confidence MILCON Cost Products



IGE Roundtable: Mastering the Art of the Estimate: Building High-Confidence MILCON Cost Products

Facilitators:

- Richard Stump, AIA, LEED AP BD+C, F.SAME, 
- Larry Taber, P.E, F.ACI, CxA, CQM, Black & Veatch 

Panelists:

- William Dailey, Client Strategy Manager - Strategic Value Solutions, Inc. 
- James Partridge, Director of Strategic Growth – Strategic Value Solutions, Inc.
- Ray Best, Senior Vice President – Stantec - Germany 
- Britta Ayers, Master Planning Practice – Stantec – Germany
- Roland S. Moreau, Vice President ECC 
- Dan Lowry, Section Chief Cost Engineering - USACE 
- Sorbo Francesco, Senior Cost Engineer - NAVFAC 
- Ashley Arnold, Senior Cost Engineer - AFCEC 

March 5, 2026 | 11:30 a.m. – 3:00 p.m.

Mastering the Art of the Estimate

TOP 3 Key Takeaways:

- 1. A standardized EU specific cost template and cost book are needed, which incorporates local pricing data; CONUS data is irrelevant*
- 2. Scopes for estimates must be clearer and include information on basis of design and include requirements for better Basis of Estimate brief back*
- 3. Continue discussion at round table panel level*



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ACTION ITEMS: GOVERNMENT

- 1. Review design instructions for modified qualifications***
- 2. Require AE to develop detailed scope statement or briefing slides for design to provide to contractor as high-level review***
- 3. Standardize instructions on sequencing of markups applied***
- 4. Review CMMC impacts and how to limit impact to including Host Nation in process***
- 5. Align AE Scope of Work to allow Uniforamt***



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ACTION ITEMS: INDUSTRY

- 1. Improve Basis of Estimates and documenting assumptions***
- 2. Provide feedback on correct timing of CRSA***
- 3. Work with Government on detailed project scope descriptions***



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ACTION ITEMS: SAME

- 1. Hold Follow-on Panel Discussion – including risk discussion held pre-bid and timing of CRSA***
- 2. Review German quantity/pricing system***

