

Winning Tips From **CLIENT SELECTION COMMITTEES**



Conducted By
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Video Clips

- ❑ Florida Sunshine Law
- ❑ 6 years - 600 tapes later
- ❑ Shot on location
- ❑ Real deliberations
- ❑ Simulated video



Selection Committee p.m.

**I have no confidence in
any of their numbers...
that anything that they
said today is where work
is going to be taking
place.**

I agree.....



Selection Committee 1

Some of these teams didn't do that.

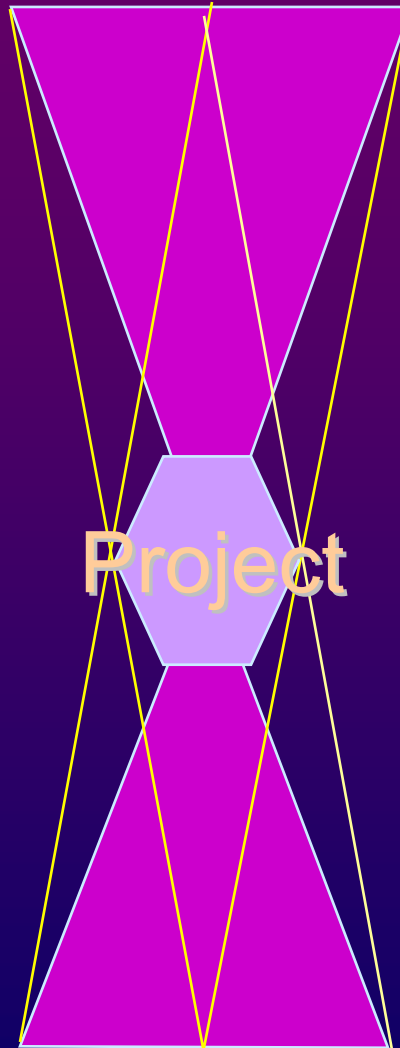
We had to ask questions, to get them to answer those things.



Firm vs. Client Priorities

Qualifications

- Resumes
- Org charts
- Schedules
- Process
- Past Projects



Services

- Feasibility
- Envir. Impact
- Site Studies
- Programming
- Design
- Construction
- Occupancy

Client's "End Game"

Client's Program = Solicitation for Expression of Interest (EOI)

Preliminary research = Response letter

Pre-qualified / Lose



Client's Program = Request For Proposal (RFP)

Research + Go - No/Go = Proposal submittal

Short List / Lose



Client's Program = Notice of oral Presentation (Short-list RFP)

In-depth research + Go - No/Go =

Team Presentation = Win / Lose



Client's Program = Design / Construct / Occupy / Achieve Goals

HAPPY CLIENT = END GAME



Selection Committee 2

He had more of a vision,... a precise vision on how he was going to attack, with his team, the problems of the project.



Selection Committee 3

That was mentioned, but nothing in any depth, and he showed no evidence of research into that area.

It was something we had talked about.



Selection Committee 14

The vacuum cleaner thing. It is funny, but it is in very poor taste given the group and what we were talking about...

The message, ...it showed poor judgment given what we're trying to do here....

and they should have known better.

