
A Navy Perspective - *Managing the Contract Process (Post-Award)*

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Topics



- **Understanding Your Client**
- **Top Ten Problem Areas**
- **War Stories – Good, Bad, and Ugly (Backwards)**

Understanding Your Client



- **Know your Government Program Organization and Key Players**
- **Know your Contracting Officer and Technical Project Manager's expectations**
- **Know the Navy Operator's Needs (The Ultimate Client)**
- **Establish a Regular Communication Process**

Top Ten Problem Areas

Or – Sure fire ways to get a bad project evaluation!



- 10) **Not closing out final documents and punch-lists in a timely manner.**
- 9) **Not working closely with proper government reps EARLY when field changes arise.**
- 8) **Submitting poor quality plans, submittals, technical documents and as-builts.**
- 7) **Taking direction from government folks who do not have contract authority.**
- 6) **Waiting for the Government Manager to solve your problems.**

Top Ten Problem Areas

Or – Sure fire ways to get a bad project evaluation!



- 5) **Requesting Cost Modifications for problems you should have anticipated during pre-award.**
- 4) **Inadequate communication with Government Contracting Officer and Technical Managers.**
- 3) **Not taking Environmental Requirements Seriously.**
- 2) **Not knowing AND meeting the requirements in the solicitation.**

Top Ten Problem Areas

Or – Sure fire ways to get a bad project evaluation!



Our Top Area of Concern....

1) Not Taking SAFETY Programs Seriously!

War Stories



The Ugly

The Bad

The Good