

## BEYOND THE BASICS

# Success Strategies for Construction DBEs



Communication, trust, and mutual respect help define expectations of common goals which create opportunities to level the playing field, providing a solid foundation for Generational Success.

What are practical ways this can be achieved?

### PRE-BID MEETINGS

- Does your company have a pre-bid meeting with all responsible staff members present?
  - Owner(s)
  - Project managers
  - Professional support staff
- Does your company have a standard agenda that includes current month proposals your company is interested in?
- Does your company review the region/proposal breakdown and other information in the DBE Alert at your pre-bid meetings?
- Has your company reached out to prime contractors and/or first tier hiring subcontractors for upcoming bid lettings by **routinely checking** the **HCCI webpage** for the following:
  - **Schedule of Bid Items:** This is now in an Excel format and provides information including, but not limited to, all bid items by item number, description and quantity, work type, region/county and DBE assigned goal.
  - **Plans and Specifications:** Review on the WisDOT HCCI current month letting webpage the proposals your company might be interested in quoting.

- **Eligible Bidder List:** Only includes bidders who are interested in bidding as the Prime Contractor.
- **Plan Holder List:** Includes companies interested as the prime contractor as well as companies that are not bidding – but who may be bidding on other parts of the proposal as a **first tier hiring subcontractor**.

*Often times there are smaller work types that DBEs can provide a quote for within a larger work type. For example: A bridge builder might have DBE sub-contractable opportunities for bridge painting and/or iron work.*

- **Eligible Bidder and Plan Holder Lists:** These lists are updated by BPD every Friday, plus Monday, Wednesday, and Monday right before the letting. This information can be found on the **current month letting webpage**; it is good practice to check the lists frequently before the upcoming bid letting.

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**TRUST** Mutual Respect **COMMON VALUES**  
**OPPORTUNITY** Common Goals **EQUITY** Success  
LEVEL THE PLAYING FIELD **INCLUSION**  
**INCLUSION** Generational Success **PARTNERSHIP**  
**Communication** Common Goals

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### POST-BID MEETINGS

- Does your company have a post-bid meeting with all responsible staff members present?
  - Owner(s)
  - Project managers
  - Professional support staff
- Does your company utilize a Post-Bid Meeting standard agenda **and** have a process where your company tracks:
  - Successful quoting strategies that should be optimized
  - Quoting and/or prime contractor challenges that your company perceives as a trending issue
- Does your company follow-up with prime contractors post-bid if:
  - Your company **was selected** but prime contractor was not the low bidder
  - Your company **was not selected** but prime contractor was the low bidder

**IT IS HELPFUL** to understand why a prime contractor **did** or **did not** select your quote and identify potential adjustments you can make for future success

### PRE-CONSTRUCTION MEETINGS

- Does your company have a process/protocol to attend Pre-Construction Meetings?
- Pre-Construction Meetings are an important start to any project which helps both the prime contractor and DBE work towards common goals.
- Very important information is discussed in Pre-Construction Meetings (scheduling, staging, material requirements, payments, special provisions, etc.) and project expectations.
- All DBE subcontractors and suppliers should attend the Pre-Construction Meeting. Refer to Pre-Construction Meeting invitations to determine if the meeting will be held virtually or in person.



TAKE A MOMENT TO VISIT

### WISDOT'S DBE PROGRAM ONLINE

Find more information regarding Support Services, Forms and Information for DBEs, Newsletters, Stakeholder Meetings, and more.

Are you ready to take your business to the next level and work with a knowledgeable prime contractor on a variety of different topics? **Consider the Mentor/Protégé Program!**

The **Mentor/Protégé Program!** is a business-to-business relationship that allows prime contractors to share their expertise with DBE firms to create a stronger economy with a more competitive business environment. DBE firms benefit as the protégé by learning best practices and building upon their existing strengths in a structured setting with industry professionals. Mentors assist with growing the DBE community by teaching valuable technical and/or business skills on a 1:1 basis.

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