



# Networking & Teaming

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# Introductions!

- Tell us your Name, Title, & Company
- Something *interesting* about yourself 😊



# Why Networking?

- Build Your Network of Industry Colleagues
- Access to Information and Expands Your Knowledge Base
- Selling Yourself in Addition to the Firm/Agency
- Putting a Name to a Face
- Leads to Teaming





# Networking Basics

- Introduce Yourself - “The Elevator Pitch”
- Embrace Your Personality
- Be Memorable
- Smile More....Talk Less
- Authentic Connection
- It takes Time...



# Virtual Networking

- Keep Camera On
- Make Sure to Listen
- Dress Appropriately
- Mute Your Microphone when Not Speaking
- Leverage the Live Chat
- Turn Off/Silence Other Devices

# Virtual Networking cont.

- Make Sure Name is Correct
- Come Prepared. Know Your Meeting Topic
- Strike Up a Conversation
- Breakout Rooms
  - Engage Others
  - Participate



# On – Line Presence

- Social Media
  - Instagram
  - Facebook
  - Twitter
  - LinkedIn
- Website
- Produce Content
  - Quals
  - Newsletter
- Develop Email List



# Linked in

- Complete your Profile
- Join Groups
- Join the Conversation
- Share Content
- Clickable Content





# In-Person Networking

- Introduce Yourself and the Firm/Agency You Represent
- Name Badge Orientation
- Get to Know Your Audience
- If Your First Time Joining, Let Registration Desk Know
- Keep Conversation Casual at First
- Review Caltrans Lookahead Report
  - <https://dot.ca.gov/-/media/dot-media/programs/procurement-contracts/documents/ae-lar/lookahead.xlsx>



District	Temp ID	Date Created	Cal eProcure Est Ad Begins	Status	RFQ Number	RFQ Ad Date	Term	Type of Work	Amount	Description, Outreaches & Changes	New or Replacement Service	Current or Expired Contract Number	Contract Awarded
6	06ICE0005	06/16/2020	02/2021	Advertised	06A2681	02/26/2021	4	A&E "On-Call" for independent cost estimating services in support of the CMGC Program.	\$1,800,000.00	The consultant will perform independent cost estimating and scheduling services in support of the CMGC Program in District 5.	New		
6	06NewGen5	03/03/2021	07/2021	Planning			2	A&E Independent Cost Estimating in support of the CMGC program in District 10.	\$300,000.00	The consultant will perform independent cost estimating and scheduling services in support of the CMGC Program in District 10.	Replacement	53A0171	Stanton
6	06NewGen5	03/10/2021	08/2021	Planning			3	A&E On-call Claims Contract (after contract acceptance of the construction project) for Districts 5, 6 and 10.	\$800,000.00	OUTREACH PLANNED MAY/JUNE TBD Information to be posted at: <a href="https://dot.ca.gov/programs/procurement-and-contracts/ae-contract-information/a-e-outreach-events">https://dot.ca.gov/programs/procurement-and-contracts/ae-contract-information/a-e-outreach-events</a>	Replacement	06A2476	Arcadis
6	06NewGen5	03/10/2021	08/2021	Planning			5	A&E On-call for Roadway Construction Inspection, Material Testing, Office Engineering, Scheduling Support Services in District 10.	\$20,500,000.00	OUTREACH EVENT PLANNED FOR 3/16/21, 9:00-11:30 by WebEx - Flyer will be posted on DPACs website with more details. Consultant shall perform professional and technical services required for Roadway Construction Inspection, Material testing, Office Engineering, and Scheduling Support in District 10.	Replacement	06A2435	NV5 INC
6	06NewGen5	03/10/2021	08/2021	Planning			5	A&E On-call Environmental Generalist District 5	\$5,000,000.00	OUTREACH PLANNED MAY/JUNE TBD Information to be posted at: <a href="https://dot.ca.gov/programs/procurement-and-contracts/ae-contract-information/a-e-outreach-events">https://dot.ca.gov/programs/procurement-and-contracts/ae-contract-information/a-e-outreach-events</a>	Replacement	06A2498	ICF
7	07NEWC01-22	03/12/2021	11/2021	Planning			3	A&E On-Call for Electrical Engineering Construction Inspection Services in Ventura and Los Angeles Counties	\$6,750,000.00	Consultant shall perform professional and technical services required for Electrical Engineering Construction Inspection Services in Ventura and Los Angeles Counties (District 7)	Replacement	07A4568	Fountainhead
7	07NEWC02-22	03/12/2021	08/2021	Planning			5	A&E Project Specific for Roadway Construction Inspection, Office Engineering, and Scheduling Support Services in LA county	\$5,000,000.00	Consultant shall perform professional and technical services required for Roadway Construction Inspection, Office Engineering, and Scheduling Support Services for EA 2332E and EA 32680	New		
7	07NEWC04-21	12/21/2020	04/2021	Planning			3	A&E On-Call for Roadway Construction Inspection, Office Engineering, Scheduling Support Services in South Los Angeles county (District 7)	\$6,000,000.00	Consultant shall perform professional and technical services required for Roadway Construction Inspection, Office Engineering, and Scheduling Support Services in South Los Angeles county (District 7)	Replacement	07A4430	TRC Engrs.
7	07NEW01-21	02/19/2021	07/2021	Planning			3	A&E on-Call	\$1,500,000.00	Consultation, research, professional and	Replacement	07A4305	ICF

# Caltrans Lookahead

# In-Person Networking cont.

- Be Prepared to Answer Questions Regarding:
  - What do you do?
  - Where is your local office?
  - How big is your firm?
  - Are you an SBE/DBE/DVBE?
  - What Service(s) does your firm provide?
  - What Market(s) do your firm provide services for?





# Teaming

- Find a Way to Bring Value to a Prime Team
  - Previous Work on Projects
  - Knowledge of Project Background
- Sharing of Information is Key to Successful Teaming
  - Teaming is a Two Way Street
- Trust Factor
  - Small vs. Large Contract



# Teaming

- Ability to Respond to Proposal/SOQ RFI
- Ability to Provide Financial Information
  - Audited Financials
  - ICR, ICR Schedule, Balance Sheet
- Sufficient Resources if Selected

# **BREAKOUT!**

## **“The Elevator Pitch”**

- **Keep it Short and Sweet**
- **Focus on the Essentials**
  - **Who**
  - **What you do**
  - **Value you add**
- **Be Positive and Persuasive**
- **Practice, Practice, Practice**
- **Have a business card ready - Virtual**





**Equity Matters**  
**2021**  
**SUMMIT**

**Register Today** >  
[tiny.cc/dbesummit](http://tiny.cc/dbesummit)

**March 30, 2021**  
12:30 p.m. - 4:30 p.m.

**FEATURING**

- **Finding Contract Opportunities**  
*Caltrans and PTAC*
- **The Power of Capital**  
Meet financial resources for your business  
*JP Morgan Chase, IBank, and SBDC*
- **Meet the Primes**  
Insight into working as a Subcontractor  
*Granite, Flatiron, NV5, and Teichert*
- **DBE Listening Session**

**Caltrans**

ed to invite you to the 2021  
ed Business Enterprise (DBE)  
virtual event will provide  
o public works subcontractors,  
suppliers and consultants  
ble to become or are currently  
isadvantaged Business  
Caltrans is committed to equity  
otion of DBE participation  
n in contracts. Attendees will  
nto the Caltrans contracting  
help identify barriers to DBE  
Register today!

# Upcoming Events

- Calmentor Central Region Quarterly Meeting
  - May 18 starting at 3:00 pm
- Caltrans 2021 Statewide Disadvantaged Business Enterprise (DBE) Summit
  - March 30 from 12:30 pm to 4:30 pm





## MENTOR/PROTÉGÉ TRAINING MODULES

is a program that you do not want to miss! Registrants will be provided training sure your firm is prepared to work with Caltrans and local agency clients. We will topics such as teaming, SOQ submittal, preparing for the interview, and the negotia process. In addition, we will talk about what to expect after the contract is execute Trainings will be held via Zoom. Register TODAY!

### REGISTRATION

[https://forms.office.com/Pages/ResponsePage.aspx?id=LG88QZohkkaXO\\_02AKB5yWceYDs23VGjJdkckJ9u2tUMIFGQkdPNEVRN00zRkhYUkZMOE1QQEIGWC](https://forms.office.com/Pages/ResponsePage.aspx?id=LG88QZohkkaXO_02AKB5yWceYDs23VGjJdkckJ9u2tUMIFGQkdPNEVRN00zRkhYUkZMOE1QQEIGWC)

### TRAINING MODULES

ing and Networking.....March 24, 2021 at 10 am

### CORE TOPICS:

- aring SOQ Documents
- tract Negotiation Docs/Submittal Checklist
- ing Contract Obligations

### CONTACT INFORMATION

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### FOLLOW US

@CRCalmentorSC



# Upcoming Events cont.

- Caltrans A&E Outreach Events
  - <https://dot.ca.gov/programs/procurement-and-contracts/ae-contract-information/a-e-outreach-events>
- DGS Procurement Division Outreach Events
  - <https://www.dgs.ca.gov/PD/Events?eventCategoryFilters=5bed0fde764a4639821670812038b513>



# Q & A



# Thank you!



- Official Mentor/Protégé Application
  - Will be emailed to you
  - Complete with a one-page company profile
  - Send to Jin Thao: [jin.thao@dot.ca.gov](mailto:jin.thao@dot.ca.gov)
- Contact
  - Darcy Taylor, [dtaylor@ghirardelliassoc.com](mailto:dtaylor@ghirardelliassoc.com), 209.914.7320
  - Julianita Jauregui, [Julianita.Jauregui@stantec.com](mailto:Julianita.Jauregui@stantec.com), 559.776.5786
- Next Classes
  - April 2021 – SOQ Documents
  - May 2021 – Contract Negotiation Docs / Submittal Checklist
  - June 2021 – Fulfilling Contract Obligations
- Follow Us - @CRCalmentorSC
  - Instagram
  - Twitter