

# FIFTY SHADES OF BLUE

An Engineer Calculates & Tells All



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# KASEY KETTERLING, PE

*Municipal Market Lead*

kketterling@to-engineers.com

(208) 631-1467



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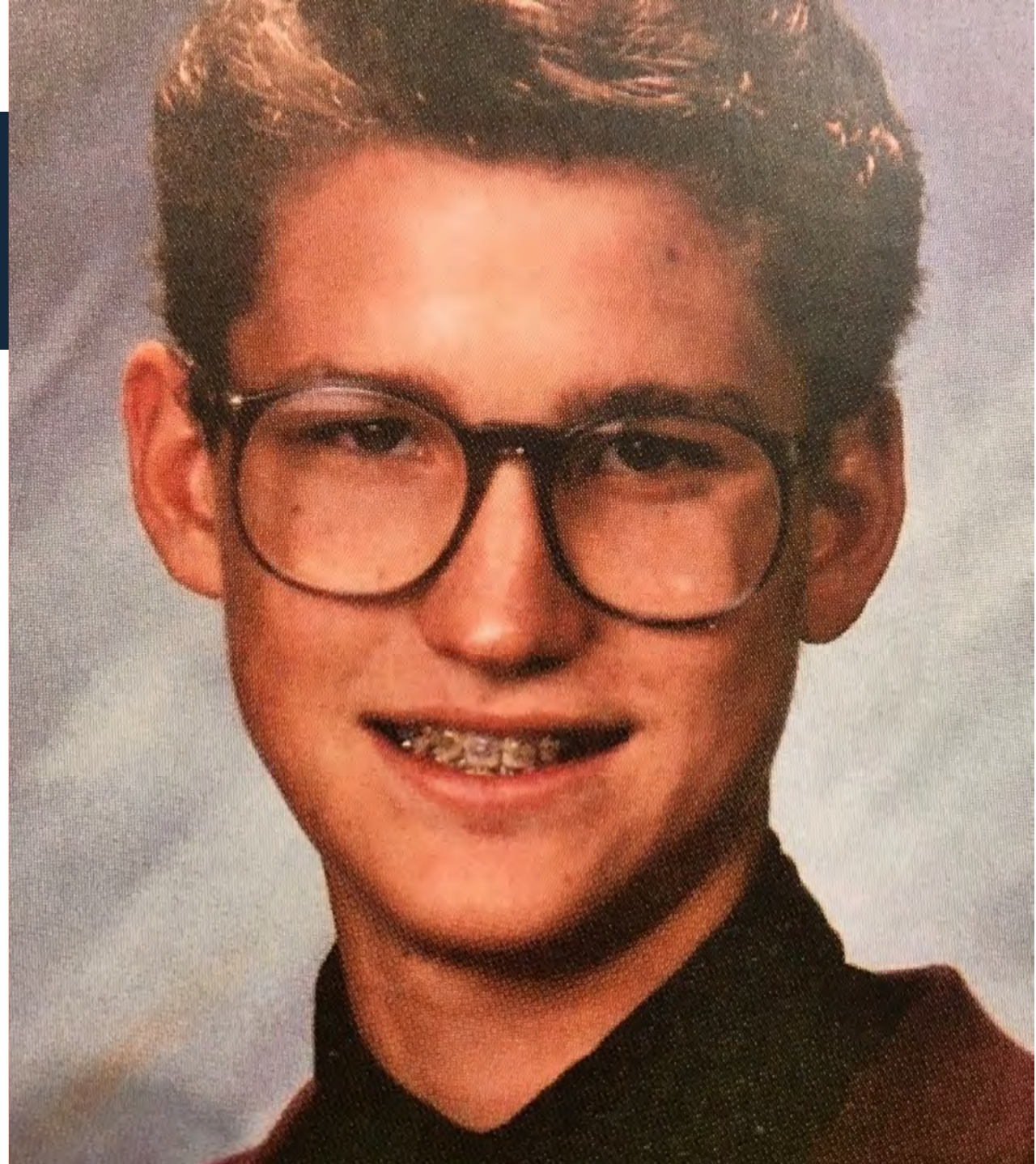
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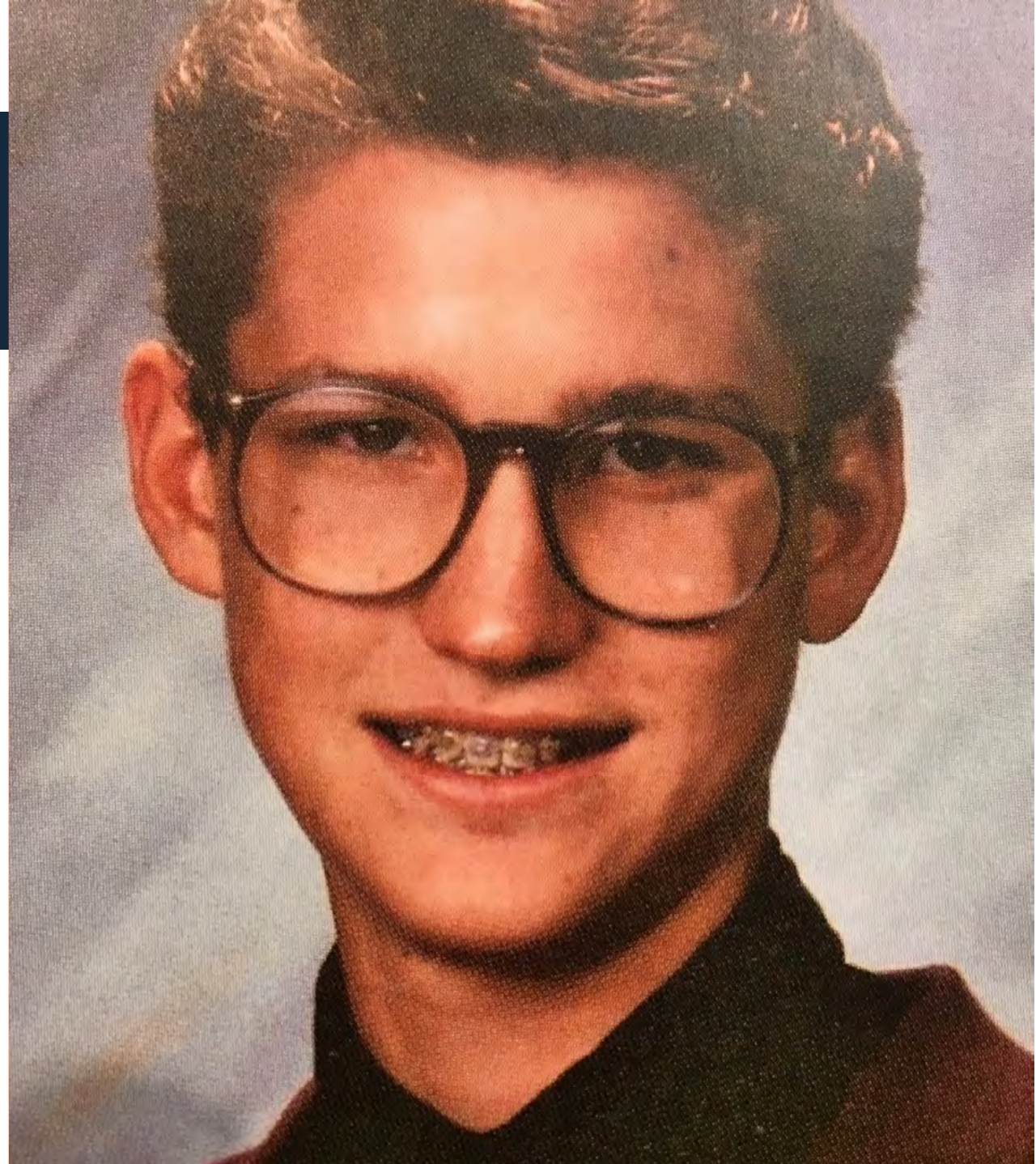
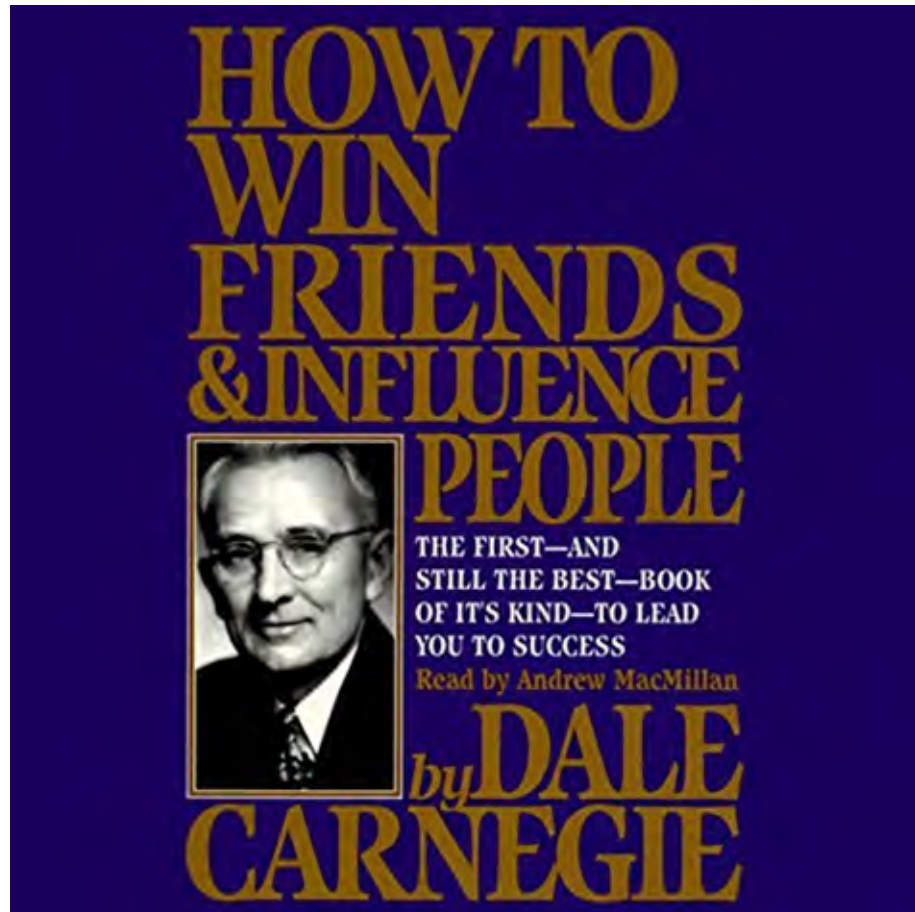
# Fifty Shades Of Blue

-  Attracting the Right Engineer
-  Controlling Costs
-  Request for Qualification
-  You can't have it all
-  General Tips
-  Questions & Discussion

# INTRODUCTION



# INTRODUCTION



# ATTRACTING THE RIGHT ENGINEER

- Be a good client
- Relationships Matter
- Consultants like working for Clients that...
- You get what you pay for



# BE A GOOD CLIENT

The best is  
always in  
demand



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# RELATIONSHIPS MATTER

- Relationship = better customer service.
- Say yes to a quick meeting
- Let them know you are taken.
- Or... let them know what you are looking for



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Empire State Bldg, 1929



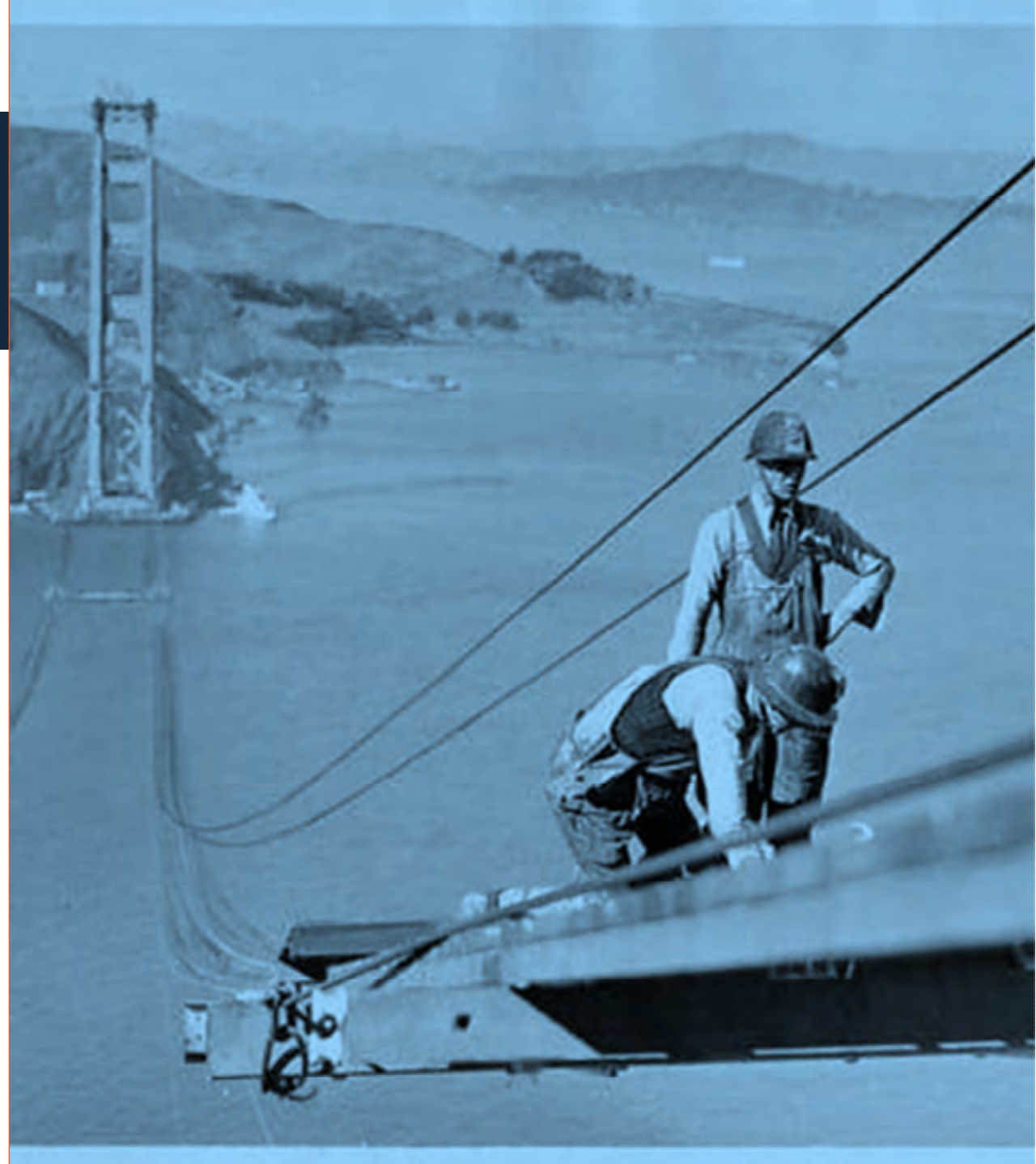
# CONSULTANTS LIKE WORKING FOR CLIENTS THAT... WORK WITH CONSULTANTS

- Are you communicating?
- Are you reasonable on changes?
- Are you respectful?



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# YOU GET WHAT YOU PAY FOR

- Cheap engineers are available
- If you pay less – you get less
- Use your relationship to discuss costs



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# CONTROLLING COSTS

- Offer a scoping phase
- Make a plan to address future unknowns
- Engineer contingency
- Find the money suckers
- Provide timely reviews
- Don't ask the engineer to be cheaper



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# OFFER A SCOPING PHASE

- Develop an limited initial budget
  - *Better understand project*
  - *Better scope for the whole project*
- Risk & unknowns cost money



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# PLAN TO ADDRESS FUTURE UNKNOWNNS

- Agree that certain lines in the scope may/will be adjusted once we all know more
- Trust each other that you'll both be fair



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# CONSIDER AN ENGINEERING CONTINGENCY

- Include a budget item in the scope of engineering contingency.
- Only use if authorized
- Don't have to go back to council



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# FIND THE MONEY SUCKERS

- Too many planning meetings.
- Too many review cycles
- All hands kick-off meeting
- Requiring the boss to be at all the meetings.
- Other ideas?



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# PROVIDE TIMELY REVIEWS

- Time = money
- If your review period goes long every time, your engineer has a longer contract = more cost.
- Define a point in the process where you won't make big changes.



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# DON'T ASK THE ENGINEER TO BE CHEAPER

- Ask them to reduce scope.
  - *Starts with a well defined scope.*



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# REQUESTS FOR QUALIFICATIONS

- Level of effort = project
- Transparency is important
- Ask for what you want
- Well defined project
- Give a tour
- Be responsive



# RFQ: LEVEL OF EFFORT

- Don't ask for so much in the proposal they can't make money if they win it.



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# RFQ: TRANSPARENCY IS IMPORTANT

- Where are you at in the process?
- Has another consultant already worked on the project?
- Do you have a solution in mind.. Open to new ideas?



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# RFQ: ASK FOR WHAT YOU WANT

- Are you looking for local?
- Are you looking for a company or a specialist?
- Is there more work on the horizon.
- Ask for what you don't want.



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# RFQ: WELL DEFINED PROJECT

- Specific detail help engineers
  - *Decide to do the job.*
  - *Make a better SOQ.*
- Budget information
  - *Fund source*
- Timing
- Maps / Diagrams



# RFQ: OFFER A TOUR

- This is very important. Be willing to show the site and discuss the project while on site.
- If you only want to do one - put the date in the RFQ.



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# RFQ: BE RESPONSIVE

- Engineers determine how the job will go based on how the RFQ goes.



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# RFQ: HINTS AND TIPS

- Only do interviews if you need to do interviews.
- Don't get tricked by an easy solution.
- Give preferred consultants a heads up.
- Be an open book
- Be honest

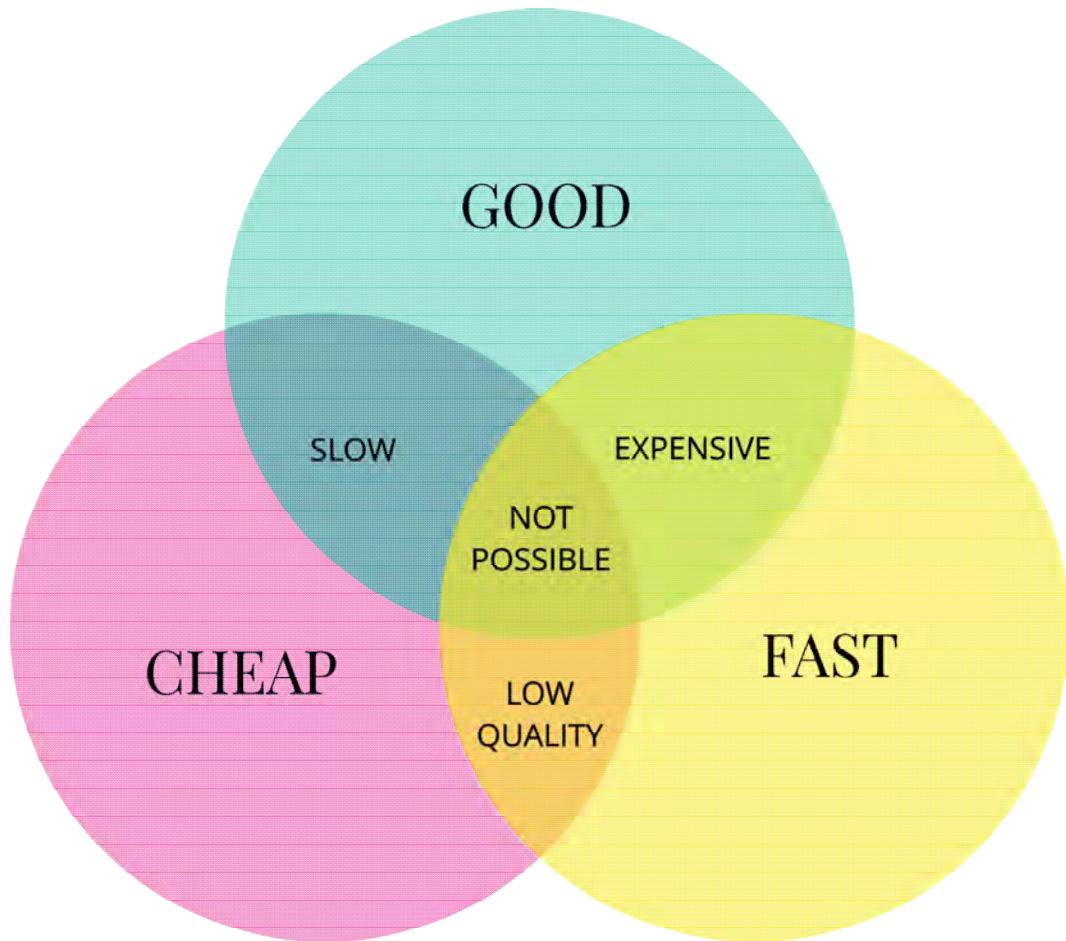


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**YOU CAN'T HAVE IT ALL**



**GOOD  
FAST  
CHEAP**

A blue-tinted photograph of construction workers sitting on a ledge overlooking a city. The workers are wearing hard hats and work clothes. The city below is densely packed with buildings. The text 'GOOD FAST CHEAP' is overlaid in large, white, bold letters.

# GENERAL TIPS

- Be a good client.
- Relationships matter
  - *Make the first move.*
  - *Ask for advice*
- Tell engineers how you like to be marketed.
- Loyalty runs both ways



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# GENERAL TIPS

- Being organized and clear will save you money.
- Pay fast and fair
- Make adjustments for personality conflicts.
- Remember – the best ones are already busy.



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# DISCUSSION / QUESTIONS?

- Have ideas to share?
- Questions?



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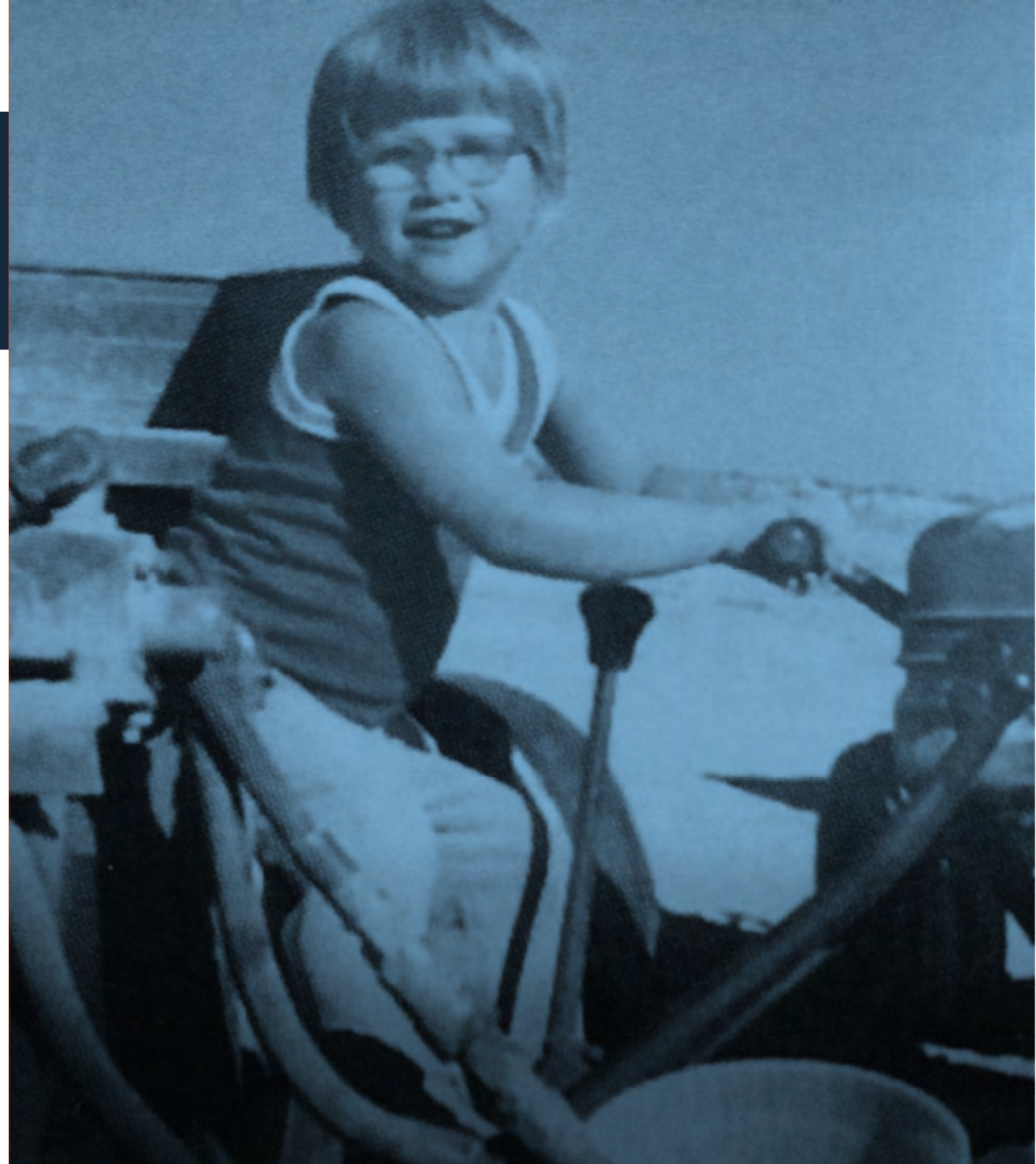
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# THANK YOU

Kasey Ketterling, P.E.

[kketterling@to-engineers.com](mailto:kketterling@to-engineers.com)

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