

## RFP Development and Coaching

### What we DON'T do

“Hollywood Lean”. We won't help companies fake a lean RFP or interview.

### What we do for Designers and Builders

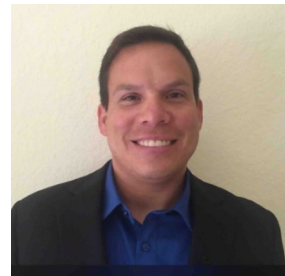
- Analyze RFQ/RFP documents to identify areas where lean expertise and efforts can be included to make a full presentation of your skills, experience and personnel
- Facilitate a pull plan for the response to the RFQ/RFP
- Help you assess your individual and corporate lean strengths and history
- Provide all or part of our basic 12-step lean design and construction training to your staff to shore up any gaps in their understanding of lean as you are practicing it and of the characteristics and behaviors the owner is seeking
- Help draft, craft and review lean-related responses including how they tie into the overall presentation
- Help with lean-related graphics from our extensive library
- Facilitate a pull plan for the short-list interview
- Coach preparation for the short-list interview
- Optional: participate with you in the short-list interview if we have chosen to be exclusive to your team (please see Caveat #2 below)
- Conduct a Lessons Learned retrospective after the award to identify why you got the award and how you can be better next time (or why you flubbed it).



Dan Fauchier has 9 years experience as a private sector owner in the with experience in training and team selection.

### What we do for Owners

- Help you assess your goals in utilizing or requiring lean design and/or construction teaming
- Help you clearly understand your project delivery system options – design-build, progressive design-build, CMAR or Integrated Project Delivery
  - We can help you better understand the implications and complications of your choices and constraints to be proactive
- Help draft, craft and review lean-related sections, criteria and requirements
  - We can provide some tailored specifications language to assist your efforts
- Analyze early draft of RFQ/RFP documents to identify any areas which may conflict with your lean intent
- Provide basic 12-step lean design and construction training to your staff and consultants so they have a clearer understanding of your lean intent and of the characteristics and behaviors they will be seeking in respondents
- Help you evaluate responses as regards meeting your lean criteria
- Help you prepare a list of questions for the short-listed interviews including follow-up questions to smoke out “Hollywood Lean” fakers.



Andy Fulton has 10 years US Navy experience as a public sector owner with experience in specs and team selection.

Caveat 1: If we already coach the owner, before we also coach the respondent, we will do a conflict of interest check with both parties.

Caveat 2: We rarely offer our services exclusively to one Design, Build, Design-Build, CMAR or IPD team.