

A large concrete arch bridge with a decorative railing, spanning a creek in a rural landscape. The bridge features a prominent arch structure and a series of smaller arches along its length. The surrounding area is lush with green vegetation and a forested hillside is visible in the background under a cloudy sky.

US101: Big Creek Bridge Project

Procurement Negotiation Success Stories

Bridge Rail Rehabilitation



Negotiating the Scope of Work

- Parties
- First Draft
- Methodology & Tools



SOW: CA/CEI TEMPLATE

1. General instructions for CA/CEI SOW (“SOW”) template use. This template includes standardized language approved by the Construction Section – Contract Administration Unit and DOJ. Adherence to these instructions is required to expedite review and approval of your Contract, PA, WOC or amendment.

a. Use Track Changes when editing:

- Insert the unedited CA/CEI SOW into the Contract, PA, WOC or amendment (per 1.b below) before making any edits. After the CA/CEI SOW is inserted, turn Track Changes on and leave all Track Changes showing for any needed reviews.

- Advantages

- Disadvantages

Costs

- Initial Estimate
- Fairness
- Agreements
- Disagreements



Summary/Overall Outcome

- Mutual Understanding
- Win-Win?
- Prepared?
- Lessons Learned



Questions?

