## US101: Big Creek Bridge Project

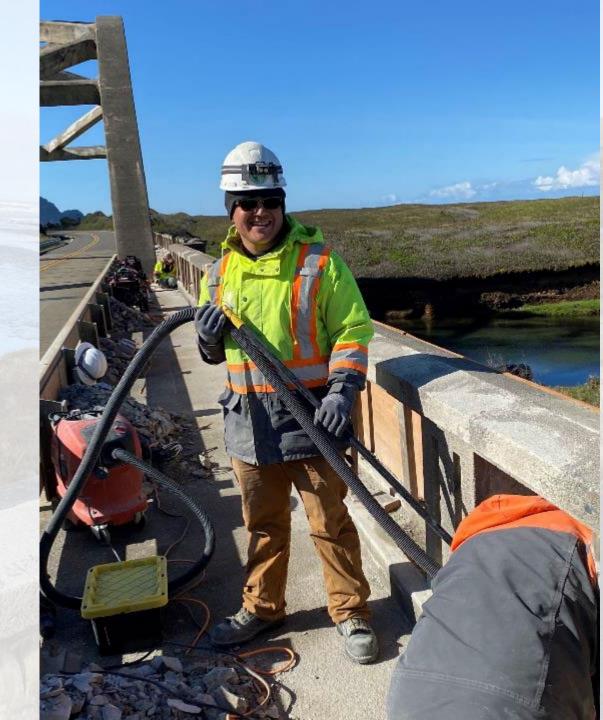
**Procurement Negotiation Success Stories** 

## **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?



