

How to market and team with Primes

Description

This workshop series will coach emerging architect, engineering, and construction DBE/SBs (Disadvantaged Business Enterprises / Small Businesses) on best practices for networking, preparing capability statements, and other marketing basics. This is also an opportunity for participating primes to learn more about their paired DBE/SBs skills and services.

Workshop targets architect, engineering, and construction DBE/SBs. Framework and time commitment is outlined below.

Workshop framework and time commitment

Task	Date/Time/Location	Description
Kickoff Event - "How to market and team with Primes"	May 17, 2-3:30 p.m. Sound Transit – Ruth Fisher Board Room	Discuss need for workshop, framework and expectations.
1:1 Prime and DBE/SBs meetings	May 24 - June 14	Participants have three weeks to conduct (1) 30 to 45-minute session at Prime's office.
Conclusion and Networking Event	June 21, 2-3:30 p.m. Sound Transit – Ruth Fisher Board Room	Provide DBE/SBs initial feedback and time for Q&A. Allow DBE/SBs to put their new skills to the test during networking session.

Register online at:

soundtransit.org/diversity or www.conta.cc/2o4hoEB

Workshop registration closes on May 10, 2017

Prime and DBE/SB pairings published May 15, 2017

Contractors: Absher Construction, Atkinson Construction, Hensel Phelps, Hoffman Construction Company, Kiewit Infrastructure West Co., Parsons Construction Group, Skanska, Stacy and Witbeck, Inc. The Walsh Group

Consultants: AECOM, CDM Smith, CH2M, David Evans and Associates, Hill International, HNTB Corporation, Jacobs, McMillen Jacobs Associates, Parametrix Inc., Parsons Transportation Group, WSP/Parsons Brinckerhoff

For more info contact:

Jennifer Hoback

Diversity Program Specialist

(W) 206-903-7171 | (E) Jennifer.Hoback@soundtransit.org