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## **Mahmudiyah contractors discuss bidding how-tos**

By Norris Jones  
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**BAGHDAD, Iraq** — The U.S. Army Corps of Engineers (USACE) hosted a 2½-hour seminar recently attended by 15 Iraqi contractors representing 13 construction companies at the Mahmudiyah Civil Military Operations Center. The purpose of the meeting was to provide an overview on regulations and practices to bidding on USACE-level contracts.

Sherry Gaylor, Gulf Region Division Central District's Chief of Contracting, led the discussion assisted by Victory Area Office South Officer in Charge, Maj. Steve Martinelli.

Gaylor pointed out that access to the Internet was a critical first step as all tenders were advertised on the Iraqi Business Center Web site - [www.baghdadbusinesscenter.org](http://www.baghdadbusinesscenter.org). She briefed the contracting process from the Statement of Work, Advertisement and Site Visit, Amendments, to the receiving of proposals, and awarding the contract. Her presentation was titled "Writing a Successful Proposal."

Gaylor emphasized the critical need to meet bid deadline requirements along with the importance of past performance



Sherry Gaylor with the U.S. Army Corps of Engineers leads a discussion with Mahmudiyah construction firms Feb. 20 about what documents are required when bidding on proposed pro-

evaluations. She then went step by step explaining the various sections of a solicitation offer and concluded her remarks answering questions.

Martinelli presented his role and responsibilities in solicitations, project management and payment. He told those in attendance that by "being here today it demonstrates your willingness to learn professionally how you can become an important part in the building of Iraq."

**Note:** For additional information, contact Norris Jones, Public Affairs Specialist at the U.S. Army Corps of Engineers, Gulf Region Central District at (540) 665-2644 or [Norris.Jones@tac01.usace.army.mil](mailto:Norris.Jones@tac01.usace.army.mil). For more information on the U.S. Army Corps of Engineers in Iraq, email [cegrd.pao@tac01.usace.army.mil](mailto:cegrd.pao@tac01.usace.army.mil) or visit our Web site at [www.grd.usace.army.mil](http://www.grd.usace.army.mil).