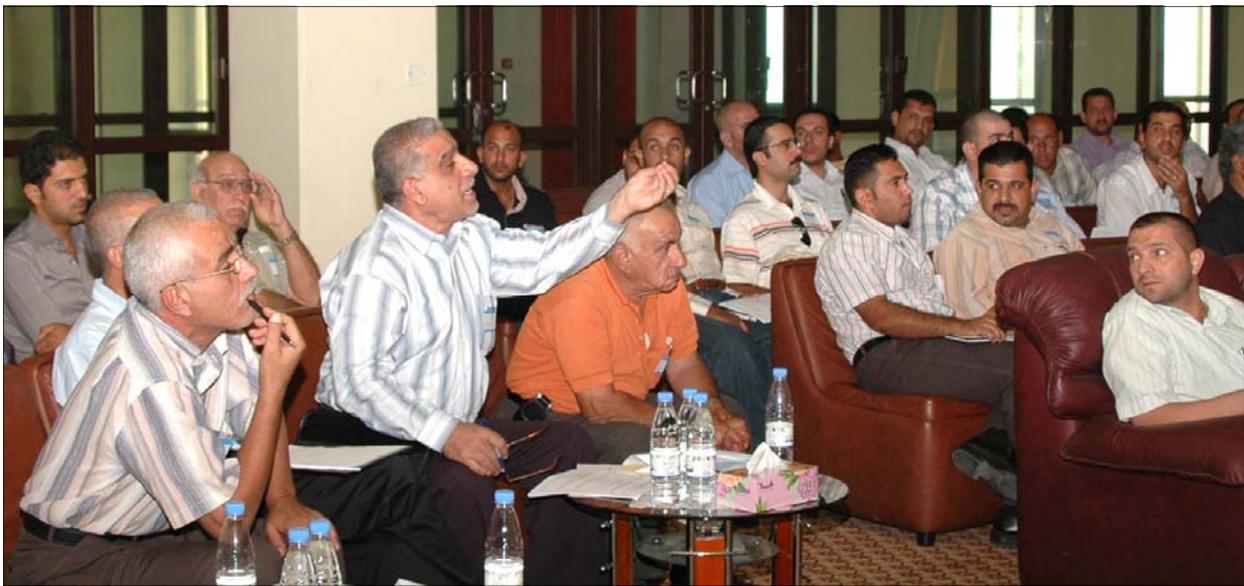




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USACE experts prepare Basrah contractors for success; sharing mastery of contracting

By A. Al Bahrani
Gulf Region South District



About 85 Iraqi businessmen attended a workshop in Basrah Oct. 9 to get a better understanding of what's required when submitting a bid proposal for a construction project. The event was hosted by the U.S. Army Corps of Engineers. [USACE Photo by A. Al Bahrani]

Basrah, Iraq – The U.S. Army Corps of Engineers is working closely with Iraqi businessmen to teach them how to bid on contracts for work with the U.S. government.

At a workshop in Basrah on Oct. 9, USACE contract specialist, Karen Johnson and project manager, Sheila Hyde provided information on topics such as how to read and understand government solicitation requirements; the key steps in the USACE contracting process, from initial scope of work to contract award; adhering to the Defense Base Act insurance re-

quirements; other important documents (i.e. past performance evaluations, letters of recommendation, security plan); the need for accurate Electronic Fund Transfer information for payment purposes and accessing solicitation web sites such as www.baghdadbusinesscenter.org.

"It was great to see this kind of turnout," said Johnson. "They were very interested in learning about the fundamental requirements of a 'winning' proposal for new construction projects. I enjoyed interacting and networking with them."



Project Manager Sheila Hyde with the U.S. Army Corps of Engineers was among those providing information to 85 Iraqi businessmen during a seminar Oct. 9 in Basrah about the fundamental requirements of a successful construction bid. [USACE Photo by A. Al Bahrani]

Ammar Fadhel, a civil engineer and a representative of Al-Minnen Company for General Construction said, "This was a very helpful session. Through this meeting we have learned how to avoid mistakes that we made in our old proposals. It's a positive step as those of us in Basrah Province continue to move forward."

Sabah Khaduim, an executive manager for Alghasag Iraqi Engineering Company said, "We all have the qualifications to do business and we don't have any problems with the English language. The issue that we have faced is understanding what's specifically required to make a good proposal. Now we know. This is exactly what we needed."

The workshop is part of a major USACE effort to develop Iraq's ability to build and manage all the new infrastructure on its own.

The businessmen were provided an information packet with copies of the discussed material translated into Arabic and a compact disc with electronic copies of regulations and other information.

During the last year, Gulf Region Division, U.S. Army Corps of Engineer's South district overseeing work in Iraq's nine southern provinces, awarded 95 new projects valued at \$400 million and completed 174 projects in a variety of

areas including new hospitals, schools, water treatment plants, courthouses, roads and bridges.



Contract Specialist Karen Johnson with the U.S. Army Corps of Engineers answers questions from an Iraqi businessman during the workshop Oct. 9. [USACE Photo by A. Al Bahrani]



Maj. Daniel George, Basrah Provincial Reconstruction Team engineer, discusses bid submittal procedures and requirements with local Iraqi businessmen who participated in a Oct. 9 contracting workshop, sponsored by the Basrah area office, Gulf Region Division, U.S. Army Corps of Engineers, South district. [USACE Photo by A. Al Bahrani]

Note: A. Al Bahrani is a public affairs officer for the Gulf Region South district, U.S. Army Corps of Engineers, Iraq. For more information, contact public affairs by phone at 540- 665-5339, by e-mail to CEGRD.PAO@tac01.usace.army.mil, or visit www.grd.usace.army.mil.