



# Free Class for Small Businesses I Got the Contract, Now What?



Limited to 100 attendees, one per company [two if maximum allowance is not reached]. Continental Breakfast and Lunch included free of charge— compliments of the Nisqually Indian Tribe. Breakfast is at 8:30 am.

You have poured hours of effort into proposals and bids. You've finally found yourself successful, and are likely to receive the award. The excitement may quickly give way to anxiety - So I won a contract, now what?

## Manson Construction Co.

- Solicitation Process Review / Critical Sections of RFP
- Understanding Protests
- Award Letter Follow-Up, Contract Execution & NTP
- Executing Subcontracts & Purchase Orders
- Key Project Startup Scheduling Items
- Importance of Submittal Registers
- Change Orders
- Government Invoicing

## Parker Smith Feek

- Overview of Surety which includes Definition, Surety vs. Insurance, and Different Types of Bonds
- Basic Underwriting Pricing of Surety Bonds which includes Underwriting the Obligation, Three C's of Suretyship, Liquidated Damages, and Warranty Provisions
- Pricing of Surety Bonds
- Indemnity

Presentations by Native PTAC & PTAC / Presentations & Opportunities Available by WSDOT, Sound Transit and Department of Enterprise Services



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Where: Red Wind Casino at 12819 Yelm Hwy SE in Olympia WA

Date: September 14th, 2017 Time: 8:30 a.m. to 3:30 p.m. Registration starts at 8:00 a.m.

### Attendee Information:

Name

Company

Company Address

City

State

Zip Code

Email Address

Phone Number

Email Registration to: [sblo@mansonconstruction.com](mailto:sblo@mansonconstruction.com) by September 7th, 2017