



## MODULE 07 – SCENARIOS

### Introduction:

As you probably remember from your last project proposal, throughout the day we'll be in constant communication with the client and design team working to finalize any last-minute unknowns to ensure our proposal (should we decide to pursue the project) is as up-to-date as possible.

This means we'll be reaching out to you all for updates, answers, clarifications, and responses that we can feed back to the architect and owner. The topics that could come up through the day range from soil abatement to value engineering to scope gaps and everything in between. In essence, all things under the sun related to construction of the SenSys project.

We will be acting as the communication facilitator and will try to provide as much assistance and background information on the questions as possible. However, as part of your role as the proposal team, your in-depth knowledge of the scope of the project will be invaluable for providing the best response to the client and designers.

Each of the emails sent out will have a deadline associated with it, so please be sure to have a complete response returned to us prior to that time. That being said, there is no rush to get the emails answered before the deadline. Take your time to develop an intelligent and professional response that you would feel comfortable sending to the client or design team yourselves. Be sure to state your assumptions and concerns directly, so we can identify potential risks.

By working together as a team and using your combined knowledge to answer the emails in a timely manner, we know you'll be able to impress the client and help us out with another project win! Best of luck, and keep your eyes peeled for further updates.

### Required Deliverables:

Review the emails sent to your team throughout the day and answer the questions in those emails in a professional, business-like manner, while expressing a strong understanding of construction and the project. Be sure to have your response back to the management committee on or before the deadline stated in the email.