



LOW VOLTAGE LESSONS LEARNED

U.S. ARMY CORPS OF ENGINEERS

BUILDING STRONG®

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More than 80 percent of task orders come to the U.S. Army Engineering and Support Center's Electronic Security Systems, Utility Monitoring and Control Systems and Cybersecurity programs during the last quarter of the fiscal year. The following lessons learned from previous fiscal years may help to streamline the process for all stakeholders.

Implement following steps to level the playing field for proposers and capture the end-user's requirements.

- **Provide as many details (drawings) as the government can so proposer's understand the needs of the stakeholder up front, requesting more details is time consuming and many times futile.**
- **Government should provide assumptions during Request for Proposals (RFP).**
- **When permissible, allow pre-proposal on-site visits.**
- **Communicate early with contractors especially on End of Fiscal Year awards.**

What level of government oversight would help improve vendor ability to achieve an effective controls installation?

- **Procure and install projects evolve into design-build projects.**
- **Lack of details hinder contractors' ability to understand needs of customers requesting more details is time consuming and many times futile.**
- **Government should provide assumptions during Request for Proposals (RFP).**
- **When permissible, allow pre-proposal on-site visits.**
- **Communicate early with contractors especially on End of Fiscal Year awards.**

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