



New Contract, New Training Tools for Your Use: Mohave's Architects & Engineers (A&E) Services Contract Award

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For many months, the Contracts Team at Mohave Educational Services Cooperative has been carefully working to award its latest new contract offering, Architects & Engineers Services (**RFQ 08F-0608**).

For many of our members, this type of contract is very new. In particular, some of our members have not had to do their own price and contract terms negotiations with A&E firms. With that in mind, we have developed several tools to assist members in understanding and utilizing this contract award.

First, before using this contract, members should read the actual Request For Qualifications (RFQ) solicitation and award documentation. This may be found in our "Contract Documentation" section of the web site. In addition, we have developed several other items to assist you in understanding this new contract.

Next, the Contracts Team has developed an A&E Use Guide. This may be found in the "Training Corner" section of our web site. This is a step-by-step guide to help members understand how this award is to be used. For example, this contract was awarded to the most qualified vendors on a regional basis. In other words, there are certain vendors who have been awarded certain regions. As a member, you may only select for use from the vendors awarded in your region. You select the firm that best fits your need based on their qualifications and then you negotiate pricing and contract terms.

The next tool for your use is the Mohave A&E 101. This powerpoint presentation was designed for members who wanted a little more information on A&E Services and negotiating pricing and contract terms with A&E firms. We offer some suggestions on some things you may want to consider when negotiating with your selected firm.

If you still have questions after you have reviewed the contract, use guide, and the A&E 101 feel free to contact myself Mark Kinsey, (markk@mesc.org) or Craig McKee (craig@mesc.org). We would be glad to provide additional information as needed. We would also appreciate any additional comments or feedback on this contract. We look forward to hearing from you soon. Thanks and I hope you are having a great summer!

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