

AMWA 2018 Annual Water Policy Conference
*Straight Talk About Alternative Project Delivery and P3s: Public and
Private Sector Perspectives*

Private Sector Perspective- Scott Haskins

Evaluation of Client:

Communication and Positioning
Team Quals and Commitment
Transparency of Process, Basis of
Selection

Own Competitiveness:

Certainty of Price, Schedule, C
Performance
Likelihood of Winning and Su
Need to make profit

Partnership Opportunity:

Adapt to Changing Conditions
Long Term Relationship- Win/Win
Risk Management