Using **VisibleThread** for
Contract Management and Compliance in Construction and Infrastructure Domain Projects

VisibleThread

SALESAUTOMATION**SUPPORT**

Operational Notes

1. Call will last about **45 minutes.**

2. Please ask any questions using the 'Questions' facility.

3. We'll make the **recording** available in next few days. We'll mail you once available.

4. We'll make these **slides** also available.

5. **Q&A** at end

Presenter Introduction

About Sales Automation Support, Inc.
www.SalesAutomationSupport.com

Federal, State, Municipal and B2B Bid and Proposal Management firm founded in 1998. SAS offers extensive experience in civil, vertical, and horizontal construction, utilities, municipal transit automation, for-hire vehicle automation, and Federal Background Investigation contracts. Headquartered in Pewaukee, Wisconsin – **Go PACK Go**.

Michelle Keshel
CEO & Founder

Agenda

- **VisibleThread Features SAS uses most.**

- **Project Examples**

- High Hazard Dam Removal and Wetlands Restoration – MasterFormat Specifications Shred Example

- Electric and Natural Gas Utility Privatization - Contract Management and Transition Due Diligence for 50 year period of performance

- **Objective Examples**

- Accelerate and improve the accuracy of information provided to supporting subject matter experts, engineering, and contract management teams

- Accelerate Subcontractor bid package development and review Bid Item conformance / compliance including material and labor gap analysis

- Specification, contract, and engineering change analysis

- Questions and Answers

VisibleThread features used most by SAS

VisibleThread Features provide virtually unlimited opportunities to automate discovery across specifications and requirements documents - It is a True "Experts' System." Features we use most:

- Concept Review*

- Quality Review*

- Document Compare

- Document Grading - readability

We rely on domain specific / project specific dictionaries

Project Use Example (Winning the Contract): Boardman Dam Project

Scope

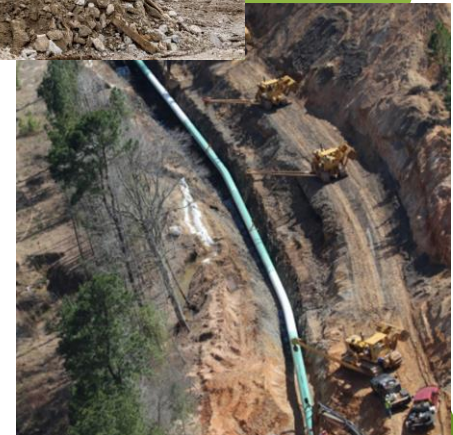High Hazard Dam and Powerhouse Demolition and Removal w/ 10 miles of wetlands restoration

Agency

USACE - United States Army Corp of Engineers

Use Example 1: Rough Order of Magnitude (work)

Use Example 2 – Identify unique personnel requirements

Use Example 3: MasterFormat Specifications Shred - Extract Specifications for Engineering teams and Subcontractor Bid Packages

Project Use Example (Executing the Contract): Privatization of Electric and Natural Gas Utility Systems for Joint Base San Antonio (JBSA)

Scope

Purchase, then Renew and Replace (R+R) and Operate and Maintain (O&M) utilities for 50-year Period of Performance

Agency

Defense Logistics Agency - Energy (DLA-Energy)

Use Example 1:
Extract QASP, Contract, and SOW requirements for supporting transition and due diligence teams

Use Example 2:
Extract deliverables to support process builds, assignments, plans and SOPs

Thank you!

Any Question?

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