



## Local Sponsor Assistance

"The Dawson team showed great professionalism and work ethic. I was very impressed with the far-reaching relationships and the professional respect that each team member received at our meetings with Army Corps of Engineers officials."

– John Noble

Chief Operating Officer, AshBritt Environmental

### CLIENT

AshBritt Environmental, a national, rapid-response disaster recovery contractor

### BACKGROUND

After floods and other natural disasters, the U.S. Army Corps of Engineers may be assigned substantial responsibility for Federal debris removal operations, which involves extensive private contracting. After Hurricane Katrina, the Corps spent more than \$1 billion for debris-related contracts; even for disasters involving less damage, total contracts can be \$700+ million. In 2013, AshBritt Environmental approached Dawson to help with its efforts to secure Federal "Advanced Contract Initiative" (ACI) contracts with the Corps for debris removal and other disaster recovery operations including project management. Specifically, AshBritt requested assistance in preparing proposals in response to Corps contract solicitations for debris removal following Federally declared natural disasters. This necessarily involved understanding Corps contract processes, including factors for contract evaluations.

### RESPONSE

Dawson & Associates assembled a team that included 3 retired Corps Commanders and multiple senior civilian officials including a former Deputy Director for the Corps' Military Programs Office. To address AshBritt's focus on Corps contracting rules, the Dawson team also included a former Corps Chief Counsel, Deputy Chief Counsel, and senior Federal contracting officials.

The Dawson team went to work for AshBritt on several fronts. Our members arranged and participated in a nationwide series of meetings between AshBritt officials and Corps HQ leadership, Division and District Commanders, emergency managers, and contracting officials. This helped develop mutually reinforcing relationships with the Corps' contracting and emergency management staffs, as the Corps gained new appreciation of AshBritt's capabilities and leadership.

Most important, over an intensive 4-day period, several Dawson members worked with company officials on a line-by-line review of AshBritt's draft proposal to ensure compliance with solicitation requirements.

As a result of these efforts, AshBritt was awarded two 5-year, multi-million dollar debris-removal contracts covering the jurisdictional area of two Corps Divisions.