



**ALMEDA-GENOA**  
CONSTRUCTORS

DRAGADOS USA - PULICE CONSTRUCTION - SHIKUN & BINUI AMERICA

## **Procurement**

Introduction  
Vendor Evaluation/Expectations  
Our Commitment  
Proposal Details  
Meet & Greet



# Introduction

JP Matschiner – Procurement Manager

Gloria Montes – Procurement Administrator

Mary Campbell – DBE Liaison



## Vendor Evaluation, key areas that we look for in a partnership.....

- Safety Awareness
- Quality of Work
- Capabilities
- Experience
- Financial Stability
- Reputation within the surrounding area
- Resources
- Flexibility and cooperation when resolving potential issues
- Knowledge of construction regulations and local material specifications
- Open Communication
- Responsiveness, having the ability to adjust if need be
- Integrity
- Honesty



**Partnering decisions are made based on “Best Overall Value”**



## Our Commitment to Our Partners



*We recognize that our relationships with our Subcontractors and Suppliers, and our ability to collaborate with them effectively, play an enormous role in the success of our project.*

*In every finished project, the quality of the project relies as heavily on the skill and integrity of our Partners as it does on our supervision and management of the work.*



## Proposal Details

- Your Company Name
- Address, Phone, Fax, Email
- Quote/Proposal Date
- Project Name: SH288
- Contact Name: First, Last
- Submitted To: Almeda-Genoa Constructors  
2636 South Loop West, Suite 300  
Houston, Texas 77054
- Quote/Proposal Expiration Date
- Material and or work scope description(s) for each item quoted
- Quantities for each item quoted
- Unit of Measure for each item quoted
- Unit Price for each item quoted
- Extended price for each item quoted
- Tax – If Applicable
- Total Proposal or Quote Amount
- **General Notes**
- **Inclusions**
- **Exclusions**





## Meet & Greet



Lets discuss what type(s) of work your firm performs, what type(s) of materials your firm supplies, what type(s) of Services your firm offers?

What types of experiences have you had on similar type projects in the past? Both Good and bad experiences..... What helped build positive experiences, what aided bad experiences? Lets openly discuss these experiences and define expectations early.

Lets define potential areas of opportunity based on your firms expertise and needs within the project.

***Our goal is to establish mutually beneficial partnerships and involve your firms expertise into potential areas of opportunity so we "together" grow and build a successful project.***



To obtain general updated project information  
please visit [www.drive288.com](http://www.drive288.com)

Mary Campbell – DBE Liaison  
[dbecoordinator@a-gc-sh288.com](mailto:dbecoordinator@a-gc-sh288.com)

Gloria Montes – Procurement Administrator  
[gmontes@a-gc288.com](mailto:gmontes@a-gc288.com)

JP Matschiner – Procurement Manager  
[jpmatschiner@a-gc288.com](mailto:jpmatschiner@a-gc288.com)



**Thank  
You!!!**

www.emojiart.com