



CASE to Feature Session on Coordination and Completion Document and Host New Liability Prevention Group (SELPP)

The CASE portion of the ACEC convention in Colorado Springs on May 10-11 at the Broadmoor Hotel (www.broadmoor.com) will highlight the very popular CASE publication "A Guideline Addressing Coordination and Completeness of Structural Construction Documents", and an organizational meeting of the Structural Engineers Liability Prevention Program (SELPP). Chairman Thomas Wosser of the CASE

National Guidelines Committee, which developed the publication, was named one of the Top 25 Newsmakers of 2003 by ENR magazine. The SELPP group will be looking at new ways to manage risk for exclusively for structural engineers and develop a list of preferred professional liability insurers.

The meeting is open to all structural engineering principals. Registration for the convention is not required. For more



information about the site, other parts of the program and registration go to www.acec.org for an e-brochure. If you plan on being there, you should take a look at the whole program. There is a plethora of business practice information available, not to mention networking opportunities and meetings with software vendors and others who can help your business prosper. Book early to get the best possible room rate - \$179.

Infrastructure Protection Services Included In Homeland Security's \$30 Billion Budget

Richard Cooper, of the U.S. Department of Homeland Security's Office of the Private Sector, told a packed house at ACEC headquarters in December that more than \$800 million has been budgeted for infrastructure protection in Homeland Security's F.Y. '04 \$30 billion budget.

Cooper outlined how the \$800 million would be used for the

engineering and analysis needed to develop appropriate measures that will reduce the vulnerability of critical infrastructure—such as water infrastructure and transportation systems—to terrorist attack.

Go to www.dhs.gov and look under the "business" section for a complete list of 2004 Contracting Opportunities from Homeland Security.

ACEC Seeks GSA "Supply Schedule" Compliance with QBS

ACEC is leading an industry coalition to make the General Services Administration (GSA) Federal Supply Schedule consistent with Qualifications-Based Selection (QBS), as mandated by the Brooks Act.

The GSA Schedule, which allows Federal contracting officers to purchase goods and services online, including engineering services, currently uses price selection.

ACEC has initiated discussions with GSA to create an engineering schedule that is fully compliant with QBS. "ACEC has made cooperative progress in its discussions with GSA and is working towards the goal of an engineering schedule that is 100% compatible with the Brooks Act," said Dave Greenwood, chairman of ACEC's Federal Agencies Committee.

Last month, ACEC successfully persuaded the U.S. Agency for International Development (USAID) to reverse course in its decision to procure services for two key international development programs without using QBS. ACEC maintained and prompted the policy change by arguing that the engineering nature of these programs required that they be procured under the Brooks Act.

Annual Convention Highlights Diversity

ACEC's 2004 Annual Convention in Colorado Springs, May 9-13, will include a special conference on diversity-related issues affecting the engineering industry.

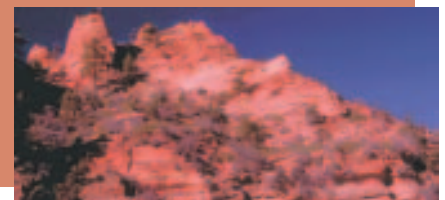


William A. Wulf

William A. Wulf, president of the National Academy of Engineering (NAE), will keynote the Convention's opening session on the importance of diversity in the engineering workforce (Monday, May 10). Wulf is widely acclaimed for a 1999 editorial on the importance of diversity in the engineering industry. Seven sessions addressing diversity are also scheduled within the Convention's eight-track educational program.

The Convention will also feature four professional business forums covering a variety of topics including: Human Resources, Information Technology, Sales and Marketing and Young leaders. Also scheduled as keynote speakers for the Convention are Interior Secretary Gale Norton, CNN's Tucker Carlson, and Olympic Gold Medalist Richard Fosbury.

Go to www.acec.org to register, and for more information on the Annual Convention.

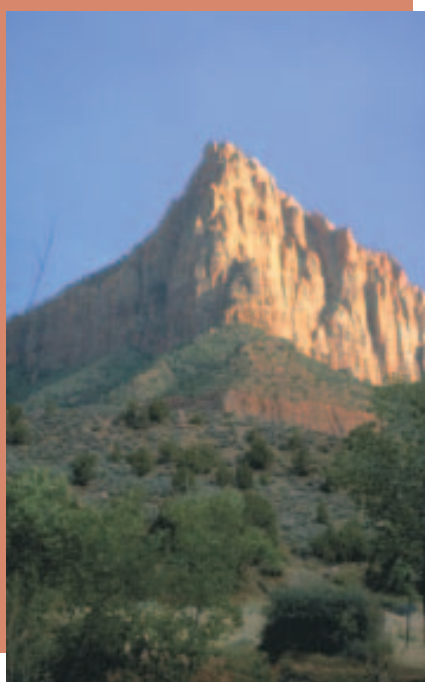


Professional Forums The ACEC Annual Convention's "Best-Kept Secret"

One of the best-kept secrets of ACEC's Annual Convention, May 9-13 in Colorado Springs, is its popular Professional Forums – networking events structured in an interactive roundtable format. ACEC will offer four professional business forums covering a variety of topics including:

- Human Resources—HIPAA, employee relations issues and FLSA;
- Information Technology—budgeting, security, staffing and best practices;
- Sales and Marketing—tools & techniques for measuring sales performance, professional vs. technical sales staff and QBS vs. bid;
- Young Leaders—ownership transition/succession, strategic planning, and understanding the business of the industry.

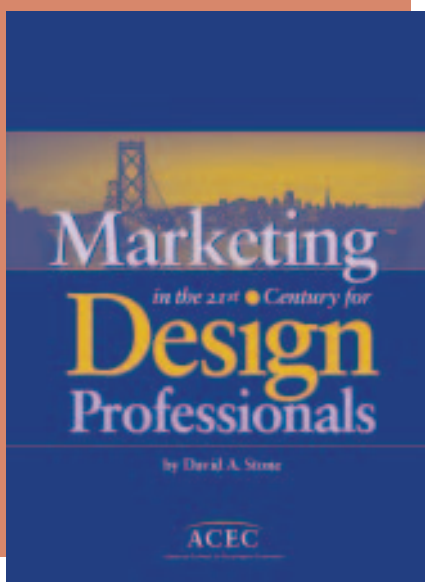
Eight PDH credits are awarded for each professional forum. These Professional Forums were the highlight of the Fall Conference in Phoenix, so don't miss this opportunity in Colorado.



ACEC Publications Offers Special on New Marketing Book

For a limited time, purchase *Marketing in the 21st Century for Design Professionals*, and receive a 50% discount on our newest publication, *Creating Brochures That Work!* These publications include unique insight into marketing professional design services. Use intelligent, proven promotional strategies to position your firm for success. These publications show you how to increase the name recognition of your firm, enhance your reputation and build the level of awareness among your targeted audience.

Both books are offered for the special price of \$89. For more information, and to order, visit www.acec.org/publications and click on the "marketing" icon. Or call publications at 202-347-7474.



Insider's Guide to SF330 Preparation

This new insider's guide provides full details on the new SF330 form. With a side-by-side comparison of SF254/255 and SF330, this book ensures a smooth transition between forms and will prevent you from being caught off-guard.

It includes instructions on completing the SF330, shares tips on how to highlight credentials, and illustrates pitfalls you'll want to avoid when government marketing. The text is augmented with numerous checklists and forms—plus eye-opening interviews with federal contracting officers on their likes and dislikes in A/E submittals.

Expected to ship early 2004, #1154-03;
Members/non-members: \$145

2004 AEC Industry Outlook

2004 AEC Industry Outlook: Strategy and Insight for Design & Construction Firms – this year's business trends survey – will help position your firm as an industry leader.

Drawing from an exclusive survey of AEC firm leaders, interviews with industry leaders, and expert management consultants, this report contains a wealth of knowledge that will give you a unique edge on the competition.

It also provides an outlook for the major private- and public-sector markets served by the AEC industry, such as how your firm can succeed in 2004 and future years. Don't set your strategic business or marketing plan for 2004 without first consulting this resource. \$195.

To order both of the
publications above,
go to
[www.acec.org/
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