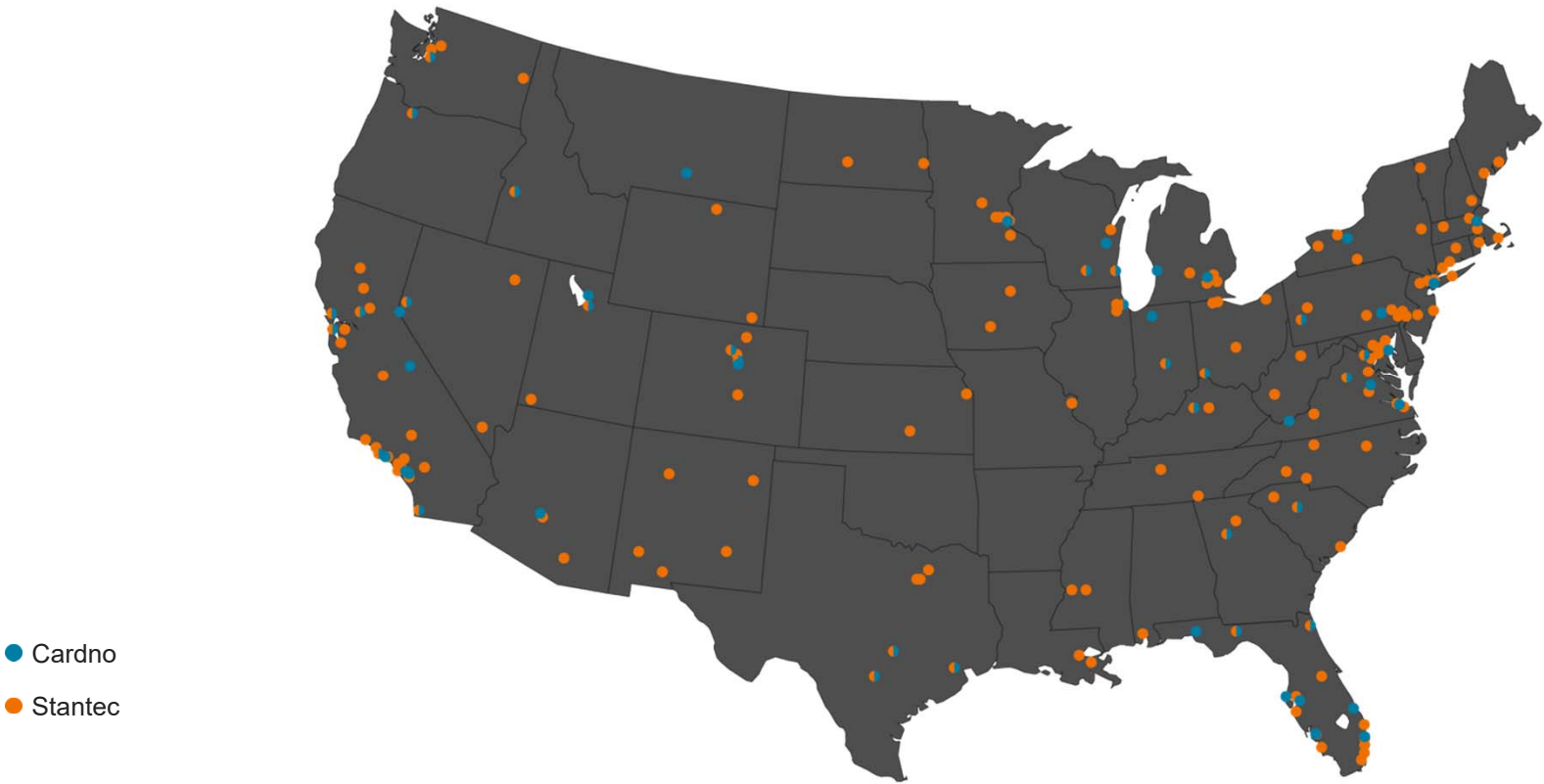




Society of American Military  
Engineers – San Diego Post

Small Business  
Contracting with  
Stantec and Cardno

# Stantec and Cardno



# Services provided to the Federal Government

- Water Resources Engineering
- Environmental Services
- Site Civil
- Airfield Design & Engineering
- Geotechnical Engineering
- Architecture & Interior Design
- Buildings Engineering
- Program and Project Management

# Major Federal Clients

- US Army Corps of Engineers
- US Navy and Marine Corps
- US Air Force
- US Coast Guard
- Federal Emergency Management Agency
- US Bureau of Reclamation
- Bureau of Land Management
- National Park Service
- US Forest Service
- Bureau of Indian Affairs
- Bureau of Ocean Energy Management
- TVA
- US Dept. of Veterans Affairs
- GSA
- NOAA
- US Fish and Wildlife Service
- Federal Highways
- Amtrak
- USAID/MCC
- DOE
- IBWC

# Partnering with Stantec and Cardno

## **Key Contacts**

- ✓ Project Managers
- ✓ Account Mangers
- ✓ Service Area Leads
- ✓ Small Business Liaison

## **How to make Connections**

- ✓ Networking Events
- ✓ Referrals from Small Business Contracting Officers
- ✓ Professional Organizations
- ✓ Matchmaking/Face To Face Meetings

# Partnering with Stantec and Cardno

## **Successful Strategies:**

- ✓ Building Trust
- ✓ Mutual Respect
- ✓ Identify and Pursue New Work Together
- ✓ Share Client Relationships
- ✓ Joint Networking
- ✓ Identify Joint Strengths and Weaknesses
- ✓ Identify Joint Goals

**Goal = Mutually Beneficial Relationship**

# How to Work with Us

## Steps to getting prequalified:

1. Prequalification Form [Vendor Certification Form \(stantec.com\)](#) found at Stantec.com under Federal Small & Disadvantaged Business program
2. Health and Safety Questionnaire
3. Terms and Conditions
4. Email to: [FedSmallBiz@stantec.com](mailto:FedSmallBiz@stantec.com) and Anna Maydannik, Subcontracts Manager [anna.maydannik@cardno-gs.com](mailto:anna.maydannik@cardno-gs.com)