



## Case Study

### Contract

Contract number: W911SA-17-D-1002  
Contract Award date: June 14 2017  
Contract Amount: \$6,960,308.20  
Contracting officer: Ms. Eve Day  
P: (608)388-2263  
eve.k.day.civ@mail.mil

### Requirement

- Mission and Installation Contracting Command MICC Fort McCoy required delivery of about 98,800 tons of aggregates. The requirement was for the delivery of Quarry Materials to Fort McCoy, WI. This contract was a firm fixed price, multiple years, indefinite delivery indefinite quantity (IDIQ) contract. The Ordering periods were from 07 July 2017 through 06 July 2022, and a six-month option to extend.
- The project location was Directorate of Public Work, 2171 South 8th. Ave. Fort McCoy WI, 54656

### Challenges

- The client had clearly made it clear in the contract that time is an important essence and would terminate the contract in the case of delay.
- Due to high demands for trucks in the summer season, lack of available trucks was a challenge and affected the cost and speed of the project.
- Fort McCoy is offering an Installation Access Control Solution called the RAPID Gate Program. This program is available, with installation approval, to new and existing vendors, contractors, subcontractors and service providers who require routine access to Fort McCoy and desire streamlined entry into the Installation.
- Legal Compliance: The Contractor shall comply with all Federal, State, and Local Laws, codes and regulations applicable to his performance under this contract, and shall be solely responsible for all costs associated with said compliance.

### Result

From the very first PO, Green Dream was determined and committed to complete the project satisfactorily. Therefore, it took every measure to achieve that goal. Some of these measures included:

- GDI assigned a project manager plus a team of highly experienced staff to monitor problems closely and seek resolution immediately.
- GDI team were persistent to go by the schedule and paid every price to deliver the quantity specified in the plan, on time.
- GDI used experienced and professional drivers to pass every road hurdle.
- GDI kept a systematic and close communication with the Fort McCoy personnel. Thanks to all of them for the great support, they provided.

## Key Factors Contributing to the Success

### • *Persistency*

Persistency is one of the main characteristics of GDI staff. They don't get tired and keep working till they reach the result.

### • *Quality Control*

Green dream was committed to supply the required specification at all costs. So it took every measure to search and find the best material available in the area and finally did achieve the goal.

### • *Management*

The key element of success in this project was close and momentary control over all aspects including time, quality, probabilities, possible delays and ... We did not fear to face the problems. Instead we had the determination to solve them.