

Hani Michel—Carollo Engineers

- Planning, design, and construction management
- Dedicated solely to water and wastewater Treatment



Subconsultant Selection Tips

- Establish relationships with prime firms before RFQ is issued
 - Set up 15 minute appointments with senior project managers or marketing manager
- Present your qualifications professionally
- Provide a company brochure, business card, and/or marketing materials
- Summarize your strong points
- Understand the client's expectations
- Be persistent and patient (i.e., Austin WTP No. 4)



After Award

- Talk-the-talk and walk-the-walk
- Exceed prime's expectations
- Work hard on maintaining relationships—
as much as on developing it.

“Carollo realizes it is a two-way street—We learn from each other. By growing others, we grow ourselves and contribute to making Austin a great place to live.”



Carollo Engineers

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