

The Staff of Providence recognizes the difficulties of the marketplace in which our Clients work and we commit to the following Partnering Principles we believe enable us to serve our Clients with forthrightness.

### **1. We Partner by Protecting Your Estimating Costs:**

We understand the costs expended by our Clients in bringing work in-house. In an effort to Partner with our Clients, we offer to provide preliminary engineering to enable bidding, holding our fees for payment only when our Clients are successful and Providence is engaged in design. To do so, we need reciprocal Partnership through the following protections:

Limit requests for preliminary engineering to those projects in which the Owner intends to do the work. (If your estimate and our engineering are to help an Owner determine financial feasibility, we should be compensated for the effort.)

Limit requests for preliminary engineering to those projects for which our team has a reasonable shot at the work. (i.e. repeat business, one of (3) qualified bidders, not a project broadcast across the industry, etc.)

### **2. We Partner by Protecting Your Confidentiality in the Marketplace:**

Our Clients cannot afford the possibility that information might pass through our office to their competition, no matter how inadvertently.

If we receive multiple requests to participate on the same project, we will not perform preliminary work on the same project with more than one Client unless all parties are aware of and agree to the arrangement.

### **3. We Partner by Protecting Your Standing with Your Client:**

Your Client is your client, not ours; you are our Client.

If we are ever asked by your Client to look at other work, we refer them back to you. We are not on board to seek further standing with your Client, but to assist you in serving your Client.