



TEXAS DEPARTMENT OF TRANSPORTATION



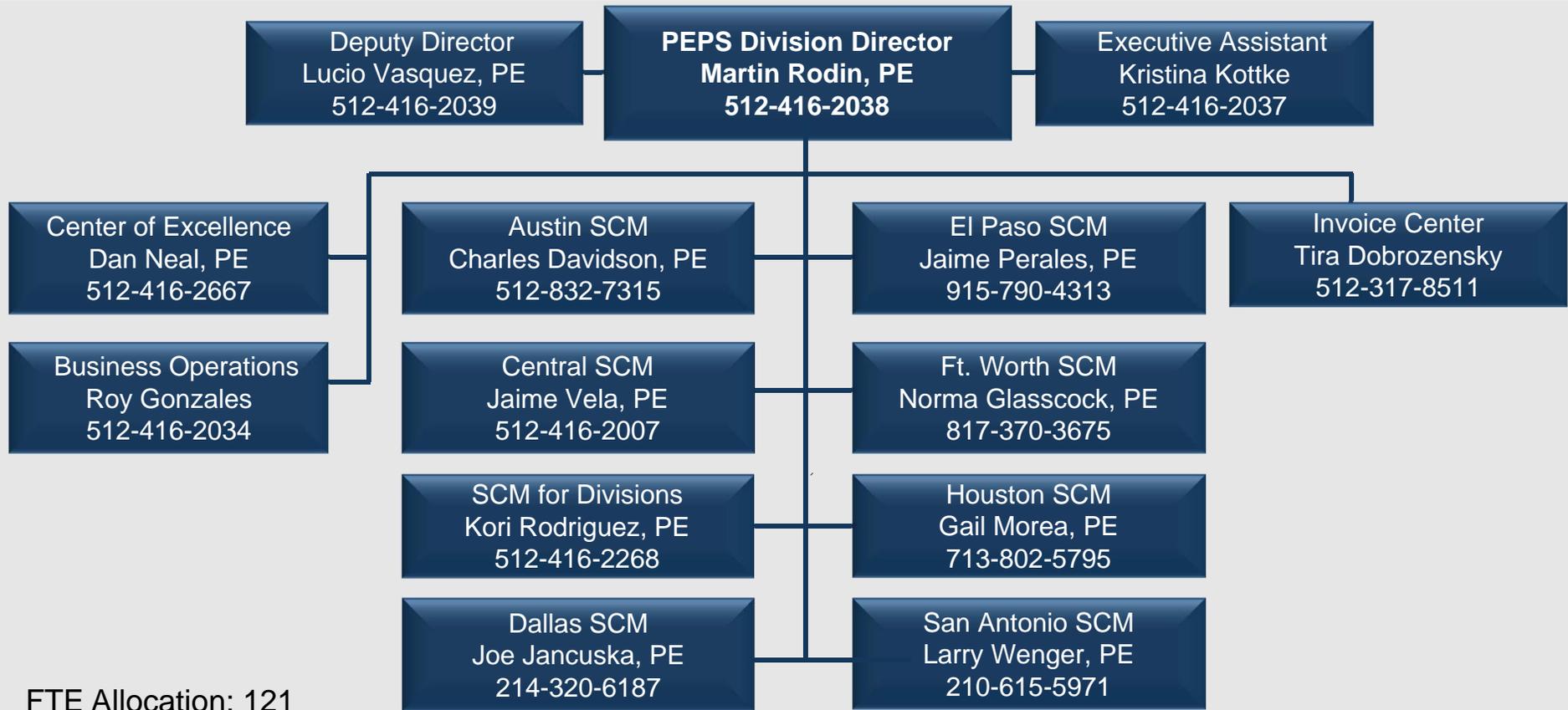
# PEPS CONFERENCE

Back to basics...



November 28, 2018

# PEPS Organization



## PEPS = Opportunities





**Texas**  
**Department**  
**of Transportation**

# Play Nice



## Be Kind

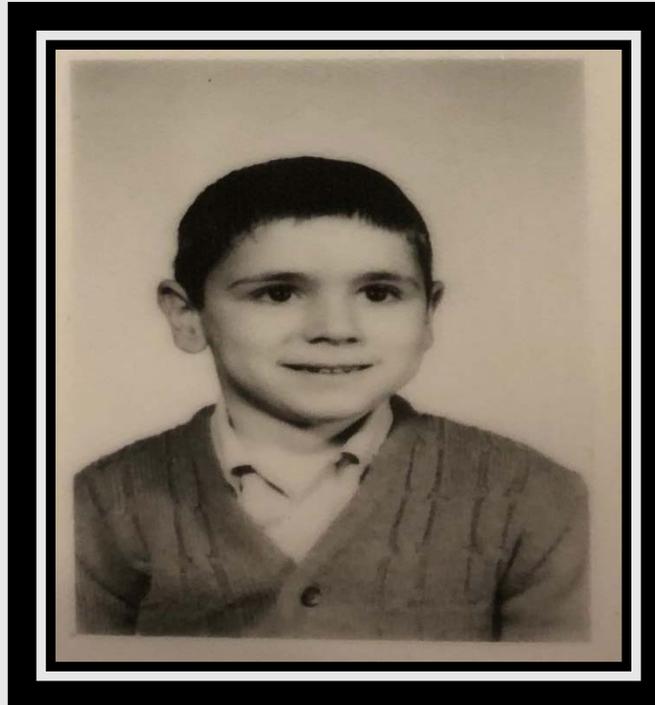
### INTERNAL

Is PEPS creating a new Service Center this year?

Is PEPS hiring a Business Controls manager?

Will my PEPS office be gaining staff this year?

How can PEPS be more responsive to my needs?



### EXTERNAL

Will I get to use all the remaining funds in my contract?

Why are HUB/DBE goals being applied to each WA?

Why do I have to negotiate rates for each contract?

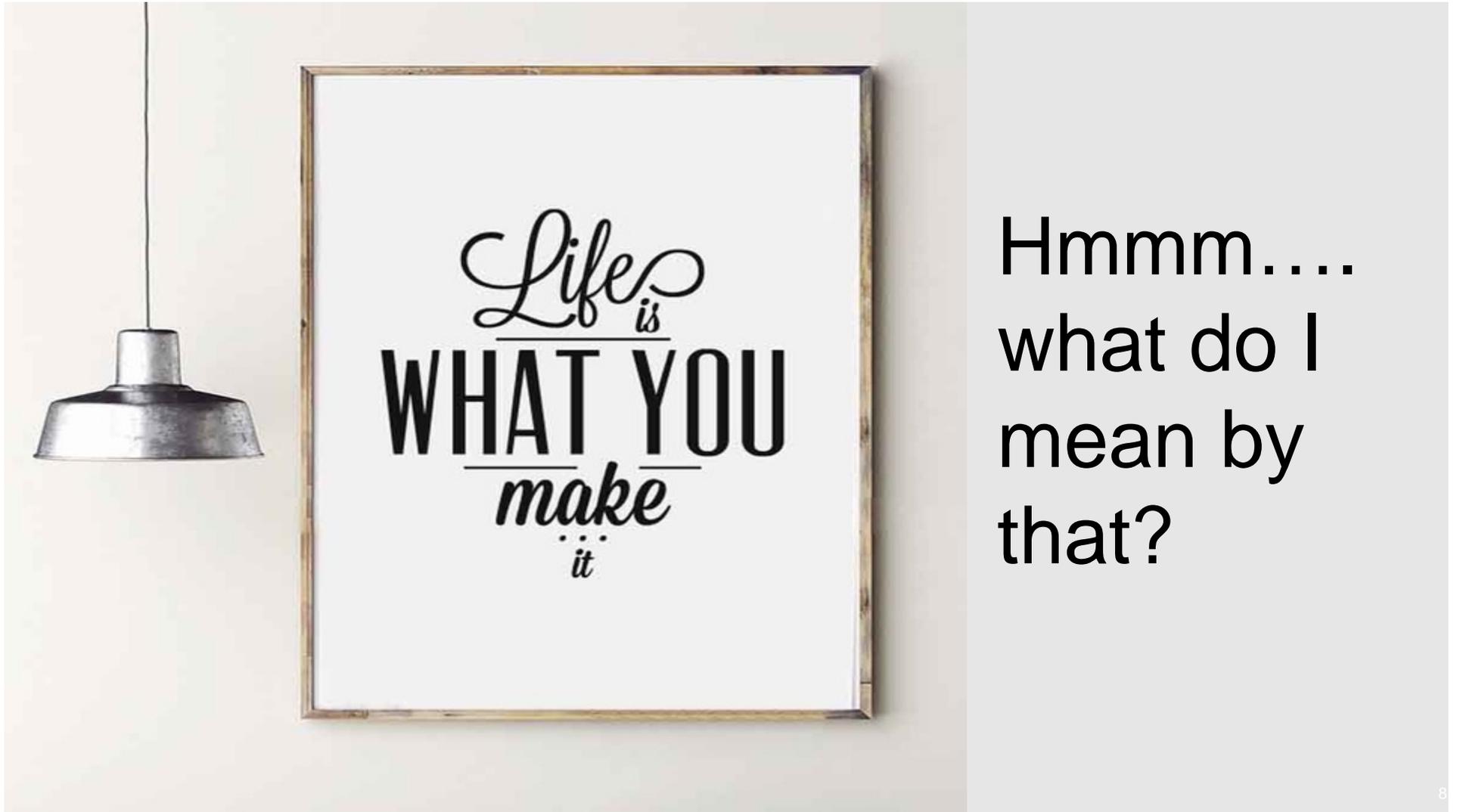
Am I going to be precluded on this contract too?

# PEPS = Customer First Delivery

## Customer First Procurement Strategy

- Effective and Active Communication
- Issues handled within the Team
- Ownership across all Levels
- Collaborative Approach
- Successful Project Delivery
- Successful TxDOT letting





Hmmm....  
what do I  
mean by  
that?



Good Grief...it's  
a full house. This  
better be good!

So wait ... I'm  
supposed to  
introduce  
Martin?



2017 TxDOT Professional  
Engineering Procurement  
Services Conference

Why did you make us  
do this, Martin? We'll  
get you for this!





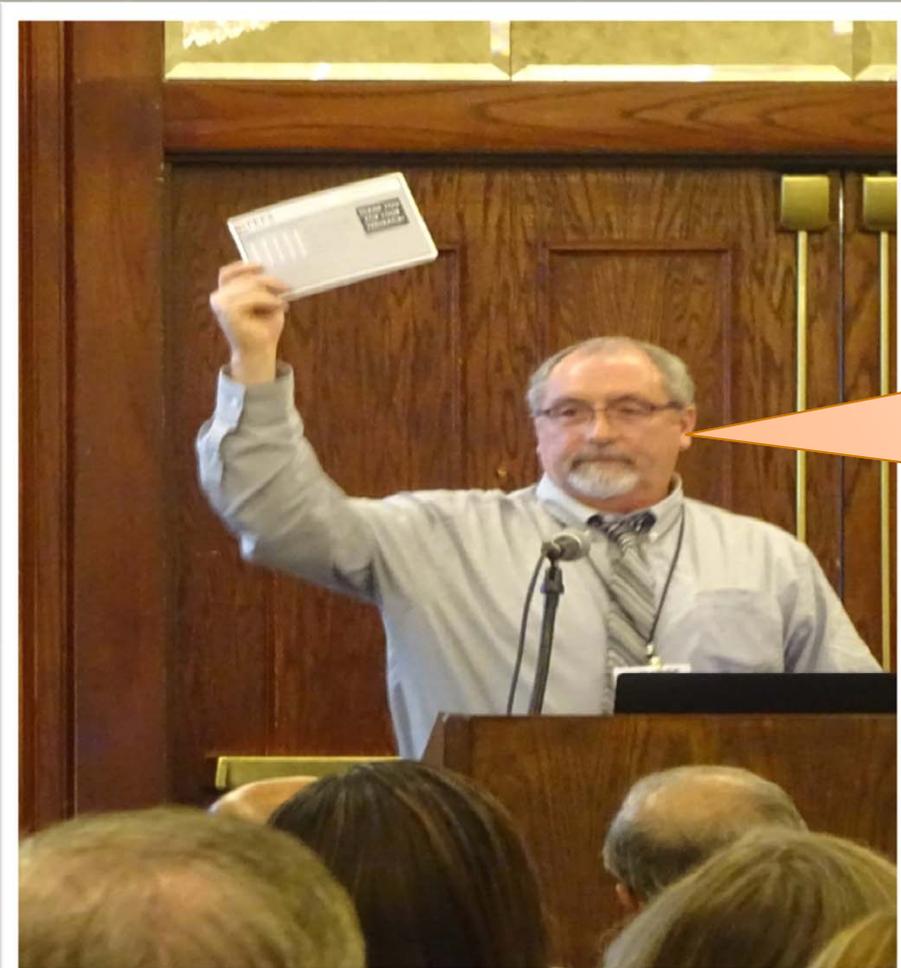
Sure love those burnt orange pens!

Where is  
that Raul?





Just 1 hour to talk  
about invoicing?  
Please. I need my  
own conference.



Fill these out  
if you want to  
pass the  
screening  
next time.



Sorry but your  
Bat Cave and  
Batmobile do not  
qualify as  
acceptable  
indirect costs.



★  
**Don't  
mess with  
Texas.**



(Or Gail and  
Norma on  
debriefs)



Sold!

She's  
good!





I can't believe they asked me to do this. They know I hate public speaking.





Astros parade,  
Friday night  
lights, Friday  
traffic – and you  
are still here!

Oh my gosh!  
This is really  
amazing!

**THANKS SO MUCH AND  
ENJOY THE PEPS  
CONFERENCE.**

**JUST LIKE LIFE, IT IS WHAT  
YOU MAKE OF IT!**