

\$5.1 million REA, Firm Fixed-Price Contract

by John Balch, CEO

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- This REA involved Delay, Disruption, Ripple Effect, Critical Path Delay, Defective Specifications, Defective Contract Documents, Maladministration, and lack of Partnering. NOTE: the “Omnibus” REA was developed and extracted from half a dozen “summarily denied” REAs that were prior submitted and all were formerly withdrawn to allow for the singular new submission.
- Our Client was awarded this contract to build an aircraft hangar with attenuate runway efforts and an additional fire station on a Government Installation. Ultimately the job took two years longer and was consistently behind schedule through no fault of the contractor, resulting in an overrun of approaching \$5 million. Excell was able to locate, assimilate and retrieve all relevant project data and create the global REA, with full supporting data, for our Client to submit, certify and deliver. With negotiations concluded with the Contracting Officer, our Client was awarded 97% of the requested amount. Notably, the packaging and Nexus arguments were so accurate and comprehensive and complete that no audit was necessary.

If you are encountering a problem similar to this, or would like to make sure you are covering all of your bases, we can help! Just give us a call.

[For more information about Excell Consulting please visit our website.](#)

In the end, you will be glad you made the call; by the way, it's a FREE CALL.
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