











| | Proj | ect Stat | ffing | r 5 | 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 |
|---------------------------|--------------|------------------|---------------|--------------------------------|---|
| Skill | Number | US Office | Chile | | (|
| Project Manager | 11 | * | > | • | Initial Definition |
| Deputy Project Manager | 1 | * | > | | ">" Means Moves to |
| Administrative Assistant | | * | | • | |
| Project Engineer | | | >_ | | Chile |
| Site Manager | \mathbb{N} | | * | | Effort Made to Hire |
| Administrative Manager | | XXX | | • | |
| Optical/RF Engineer | | *// | | | Chileans Who Can |
| Electrical Engineer | +17/1 | | | | Return and Stay |
| Mechanical Engineer | 2 | * | | | Y |
| Control Engineer | | * | > | $\mathbf{\mathbf{\mathbf{A}}}$ | Desirable to Hire |
| Software Engineer | | * | | | Some Who Will |
| Mechanical Technician | 2 | 244 | \rightarrow | | |
| Electronic Technician | 2 | 4TH | * | | Transition to Ops |
| Software Technician | 1 | * | | | Lean/Mean Team |
| Scheduler/Planner | | * | \rightarrow | | |
| Administrative Specialist | | * | | | Contracts for Other |
| | 19 | × 12 | 13 | | Labor |



Business Model Partners Form Not-For-Profit Corporation • Legal Operating Entity in Chile • Insulates Partners from Liability • Operate Project from Within a Partner Organization • Project is Too Small to Provide All Services • Legal, Personnel, Purchasing, Payroll, etc. Provides Infrastructure Necessary During Initial Development (Offices, Meeting Rooms, etc.) Graduate to More Self Sufficient Stage During **Operations**





Contracting



- Approach
 - Firm Fixed Price Contracts
 - Competitive Procurements When Possible and Practical
 - Adherence to Federal Acquisition Regulations
 Not Required if No Federal Funding
 - A Good Process for a Level Playing Field
 - Sole Source Justifications Developed for Non-Competitive Awards
- Contract Statements of Work
 - Include Stages at Which Formal Approval by Project is Required
 - Define Process by Which Work Will be Done





