

# Smart Notes

How to Win Work With ARCO, with Jake Stefan

1. ARCO's primary focus is industrial development, which is being driven in a different direction by new trends in e-commerce, cold storage, and the sustainability culture.
2. In a good partnership, Jake Stefan looks for design firms, subcontractors, and engineers that are going to challenge the team, look for better ways to achieve their goals, and be honest.
3. If you want to get your foot in the door with ARCO Design/Build, the first step is to reach out to your local ARCO DB office or inquire about the work they are doing in your area.
4. The three things Jake Stefan wants to understand when you reach out to ARCO is the value you bring, your areas of expertise and business m.o., and your firm's capacity.

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