

The title page of a white paper I wrote for PSMJ Resources based on a series of interviews I conducted with one of their consultants. At 37 pages, this white paper is considerably longer than the average 6 to 10 pages. Also, it was not intended to be a lead-generating “bait piece.” Instead, it’s sold online at [www.psmj.com](http://www.psmj.com).

# **The A/E Project Managers’ Primer on Working with Public Sector Clients**

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