



California Department of Transportation
Southern California Alliance (Districts 7, 8, and 12)
Application for Mentor-Protégé Program
(For Potential Protégé only)

Business Name: Integrated Engineering Management (IEM)
Address: 302 W. 5th St., Suite 207 San Pedro, CA 90731
Phone: (310) 221-0749
President: Behjat Zanjani
Type of Business: Construction Management

List Professional References:

Name	Telephone Number
Mr. Gary Cardamone - Port of Long Beach	(562) 590-4172
Mr. Kenneth Redd - City of Los Angeles	(310) 648-6174
Mr. Shaun Shahrestani - Port of Los Angeles	(310) 732-3670

1. Please list three specific goals that your firm would like to gain from participating in the program.
 1. Learn how to do business with Caltrans.
 2. Learn Project Management policies and procedures enforced by Caltrans.
 3. Be introduced to larger firms who typically do work for Caltrans.

2. Please list three items that our firm brings to the relationship
 1. Extensive experience with public works projects.
 2. Experience with other local agencies (POLB, POLA, City of LA)
 3. Create teaming opportunities

3. Is your firm currently SBE certified? Yes No
4. Can your firm provide proof of current certification? Yes No
5. If not, are you planning to be SBE certified? Yes No
6. Has your firm worked with any of the following agencies?

a. Caltrans	<input checked="" type="radio"/> Yes <input type="radio"/> No
b. LACMTA	<input type="radio"/> Yes <input checked="" type="radio"/> No
c. Local Agencies	<input checked="" type="radio"/> Yes <input type="radio"/> No
d. Other Governmental Agencies	<input checked="" type="radio"/> Yes <input type="radio"/> No

7. How long has your firm been in business?
8. What is your average annual revenue for the past three years? \$1,700,000 2004, \$2,000,000 2005,
\$2,500,000 2006