

Teaming on Design-Build Projects

CDOT US 550/160 Reverse Trade Fair

September 12, 2018



Note: Connect2DOT thanks Graham and Atkins Global for volunteering to provide this educational presentation for small businesses on best practices for teaming on Design-Build Projects at the Reverse Trade Fair.

CDOT US 550/160 D-B Project Reverse Trade Fair

Introductions

- Shawn Plichta, PE – Graham
- Brad Doyle, PE – Atkins Global

Designers involvement

- Most team members engaged throughout all phases
- Providing information for qualifications
- Working with the team on proposed design
- Commitments made during proposal phase

Teaming for Design

- Teams are forming for the design aspects
 - Set yourself apart – unique, local, innovative, niche
 - Talk early / talk often
 - What is your differentiator?
- Relationships
 - Owners
 - Stakeholders
- Resources
 - Fast paced
 - Demanding

Statement of Qualifications

- Request for qualifications
 - Project understanding
 - Project approach – technical and management
 - Team experience
 - Team qualifications

- Legal
 - Pre-qualifications – are they current and in the right discipline

- Key staff
 - Committed and available

- References

Proposal

- Commitment and availability of resources to support
- Confidentiality
 - Teaming agreements
 - Non-Disclosure agreements
- Team meetings
 - With Design Builder
 - One-on-One with owner
- Scope, schedule, cost proposals
 - Understand what you are taking on
- Mobilization plan

Teaming for Construction

- Past Experience
 - Owner
 - Stakeholder
 - Similar Size and Scope
 - Geographic Area
- Key Personnel
- Resources

Teaming for Construction

- Relationships
- References
 - Recommendation Letters
 - Awards
- Certifications – Current and Valid
 - Specialty
 - DBE
 - Small Business
- Presentation Card or Portfolio

Proposal Development

- Goals
- Understanding and Approach
- Schedule
- Price

Proposal Development

- Meetings
 - Team
 - Owner – One-on-One
- Team Meetings – 3 Minimum
 - Introductory/Scope
 - Finalize Scope/Quantities
 - Quantity Verification/Project Schedule

Estimating Design/Build Projects

- Requirements – Flow Down Provisions
 - Contract
 - Project Specific
 - Prime Contractor/Subcontractor
- Scope
- Schedule

Contract/Project/Prime Contractor Requirements

- Prime Contractor Subcontract Terms
- Construction/Operation Plans – Work Plans
- HSEQ - Health, Safety, Environmental, and Quality Plans
- OSIP – Owner Controlled Insurance Policy
- Payroll Submittals
- Invoicing

Contract/Project/Prime Contractor Requirements

- Prompt Payment Terms
- TERO - Tribal Employment Rights Ordinance
- Material Certifications
- Equipment Certifications
- Drug Testing

Estimate Essentials

- Competitive pricing
- Identify one point of contact
- Inclusions and Exclusions Section
- Escalation (Labor, Equipment, Materials)
- Bonding Capacity
- Material Delivery – FOB/Off-Site – Price both options
- Quote any optional service unit price

Estimate Essentials

- Availability of materials and production issues with Contract Schedule
- Management fees to be applied or included in unit prices
- Other fees that may apply - (Environmental fees, night/weekend work, overtime rates, etc.)
- Clarify any/all taxes (State, County and/or City, if applies)
- Time & Materials (T&M) – Clear rates and escalation
- Clarify payment terms and fees for late payment



Questions?

GRAHAM



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