

Competitive Bidding

Construction Management at Risk

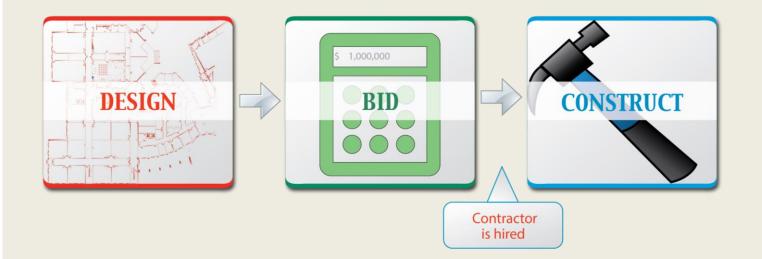
Competitive Sealed Proposal

Design/Build

Construction Management, Agency

- Traditional most familiar approach
- District selects the Architect to design the project
- After documents are fully complete, lump sum prices from General Contractors are requested
- Selection of General Contractor is based on the lowest price and made to a single contractor





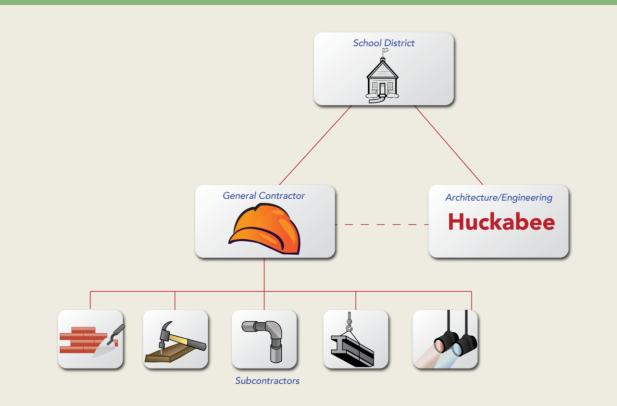
PROS

- Familiar delivery method
- Defined project scope
- Single point of responsibility for construction
- Open, aggressive bid competition

CONS

- No design phase teaming
- Longer overall duration
- Lack of flexibility for change
- Possibility of adversarial relations
- Contractor quality is not a factor

Organizational Structure

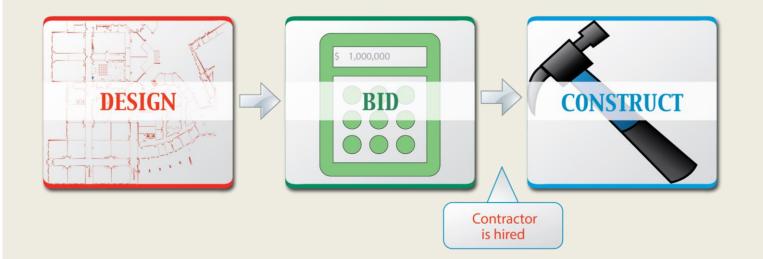




- Similar to Competitive Bid combination of price and other factors established by the district
- District selects the Architect to design the project
- After documents are fully complete, lump sum prices are accepted
- Selection of General Contractor is not only based on the low price – but also on factors such as a project team, personnel, schedule and similar project experience

Competitive Sealed Proposal (CSP)

Flow Chart





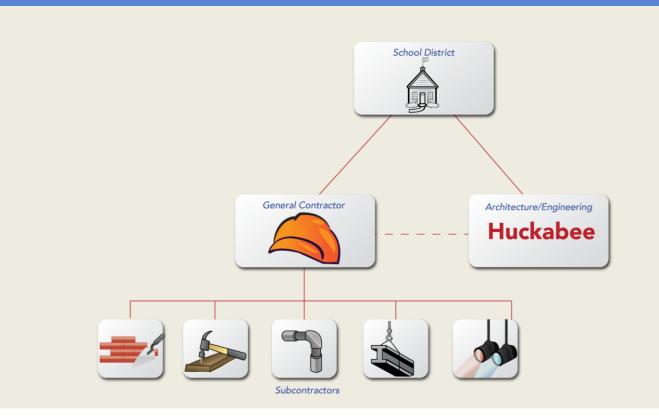
PROS

- Selection flexibility
- Defined project scope
- Single point of responsibility for construction
- Aggressive bidding opportunity to select more qualified team

CONS

- No design phase teaming
- Longer overall duration
- Longer bid process with several required steps

Organizational Structure

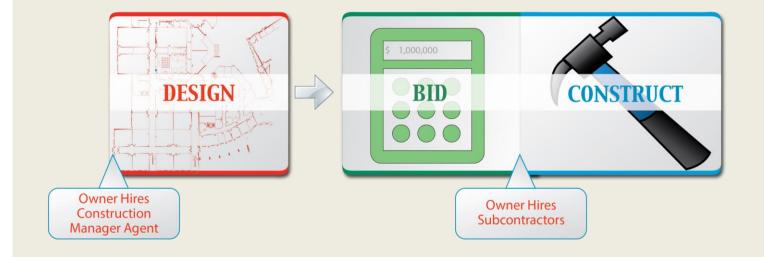




- CM agent acts as administrator and manager for the district in lieu of a General Contractor
- CM provides design phase services
- CM holds no subcontracts nor provides project bonding
- Selection of CM Agent is qualifications based

Construction Manager, Agency (CMA)







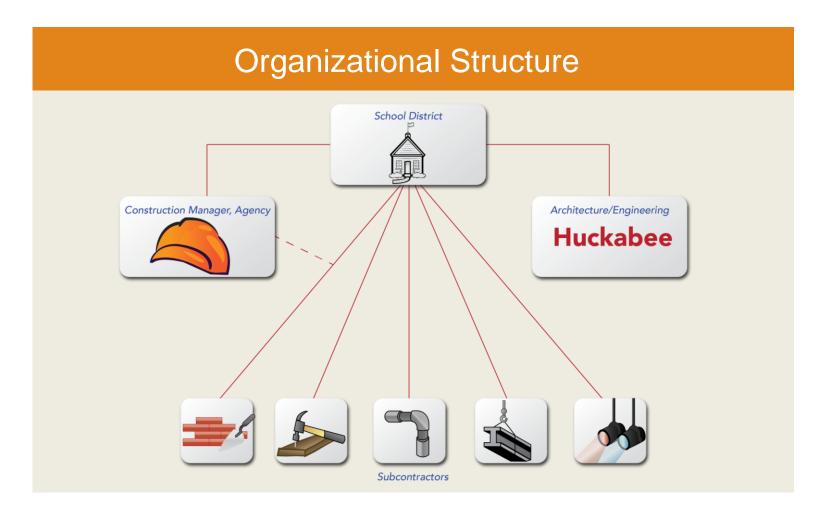
PROS

- Selection flexibility (Qualifications vs. Low Bid)
- Design phase assistance
- Change flexibility
- Team building opportunity
- Potential fast-track delivery process

CONS

- No single point of responsibility
- Owner is the Contractor
- No guarantee on price don't know the total cost until project is complete
- District manages more contracts
- Cost are typically higher with multiple prime contractors
- Higher owner administration cost to manage the project
- No licensing requirements

Construction Manager, Agency (CMA)

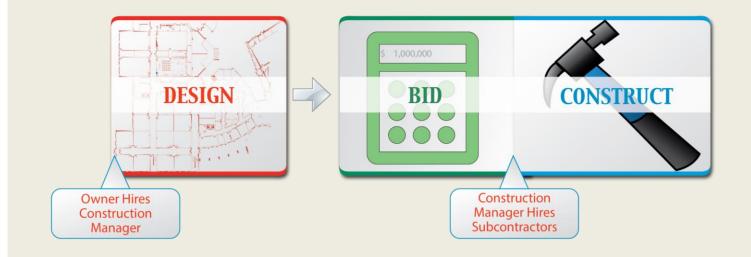




- Construction Manager (CM) serves as the General Contractor assuming the risk for construction at contracted price or GMP (Guaranteed Maximum Price)
- CM is responsible for project cost and schedule
- CM provides design phase services in evaluating cost, schedule, constructability and alternatives
- Selection is based on criteria that may combine qualifications, experience and fee

Construction Manager at Risk (CMAR)







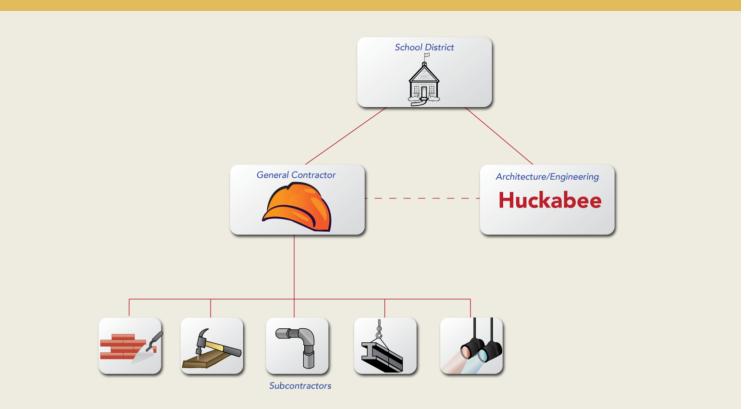
PROS

- Selection flexibility
- Design phase assistance
- Single point of responsibility
- Change flexibility
- Team concept
- Faster schedule delivery

CONS

- Removes some competitive nature of bidding
- Difficult for district to evaluate validity of GMP

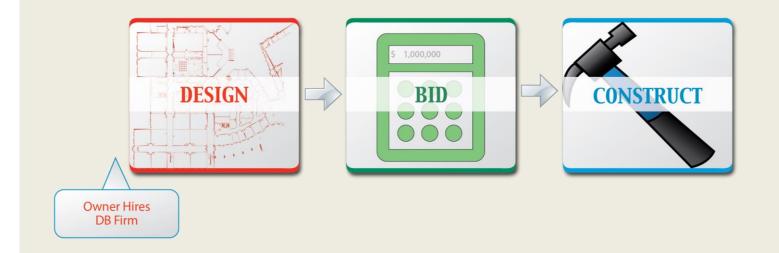
Organizational Structure





- A single entity is contracted to provide both design and construction
- Complex delivery approach that requires district to be knowledgeable and very involved
- Selection is based on proposal offering the best overall value to the district
- Governmental entities are required to hire an independent architect to serve as their representative for the duration of the project







PROS

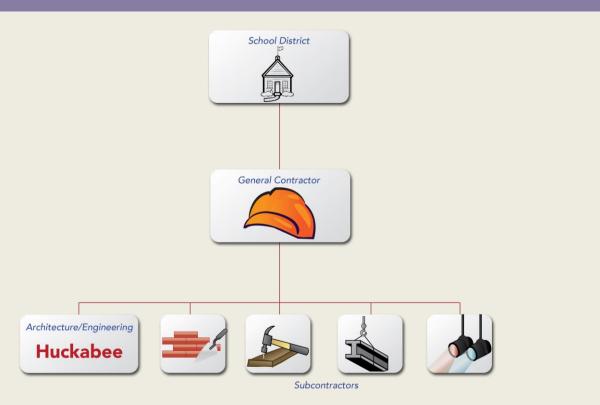
- Selection flexibility
- Single point of responsibility for design and construction
- Team concept
- Faster schedule delivery

CONS

- Loss of checks and balances
- Difficult for district to manage
- Key element is trust. Trust is hard to demonstrate to taxpayers

Design & Build (DB)

Organizational Structure





Final Thoughts

- Start with the end in mind
- Define project expectations
- Understand budget and scope
- Communicate, communicate, communicate.



Questions

