



INFORMATIONAL MEETING

ICC CONTRACT C

RFQ Requirements
Pat Drennon

June 29, 2006



DESIGN-BUILD PERSPECTIVE

- Design-Build is a **Different** Way of Doing Business in Maryland
 - ◆ Built on the Tenets of: “**Teamwork, Trust and Ownership**”
 - ◆ The Team is SHA and the Design-Builder **Working Together** for the Success of the Project
 - ◆ The Relationship is Not Arms Length or Adversarial
 - ◆ **Quality** is Embodied in the Process





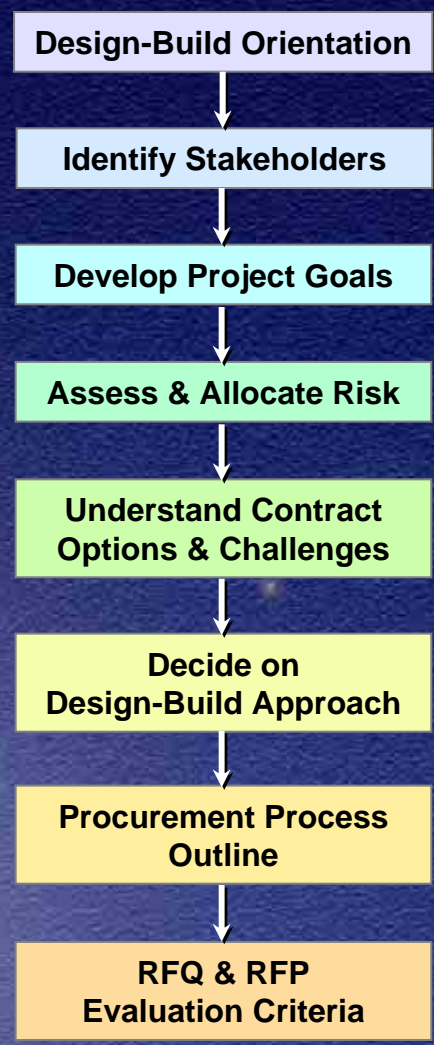
DESIGN-BUILD PERSPECTIVE (continued)

- ◆ Flexibility and Opportunity for **Innovation and Creativity are Encouraged**
- ◆ Design-Builder Takes On More Responsibilities for **Quality** and Functions Traditionally the Purview of SHA
- ◆ Uses Partnering and Positive Incentives
- ◆ **Empowers Decision Making** at the Lowest Levels of the Team





PROCUREMENT STRATEGY FOR DESIGN-BUILD



Project Strategic Planning ... **involved** **SHA, MdTA and GEC staffs**





PROJECT GOALS To Be Updated

- **Cost:**
 - ◆ Do not exceed approved Financial Plan budget.
- **Quality:**
 - ◆ Provide a safe project for workers and the traveling public
 - ◆ Encourage design solutions that respond to environmental concerns, permits, and ROD commitments
 - ◆ Achieve environmental and permit commitments
 - ◆ Minimize disruptions to existing traffic and local businesses and communities
 - ◆ **Cooperate with adjacent ICC Contracts B, D and E, on-going reconstruction of US 29, and other SHA, County or developer projects**
 - ◆ Provide a high-quality, aesthetic, durable, and maintainable highway
 - ◆ Provide proactive public relations/maintain public trust and integrity
 - ◆ Meet DBE and small business goals/provide an On the Job Training (OJT) program
- **Time:**
 - ◆ Open the PROJECT to revenue generating traffic by early 2011, or sooner





RISK ASSESSMENT

- Identified 10 Categories of Risk
- Assessed 100 Potential Risks
- Most Significant Risks in:
 - ◆ Environmental
 - ◆ Geotechnical
 - ◆ MOT
 - ◆ Utilities
 - ◆ Right-of-Way
 - ◆ Legal





CONTRACT OPTIONS

- **Process and Procedures Consistent with the Competitive Sealed Proposals (CSP) procurement method under the State Finance and Procurement Article of the Annotated Code of Maryland and the Code of Maryland Regulations (COMAR), Title 21, and**
- **Incorporates “Best Practices” of Design-Build Procurement from:**
 - ◆ **Federal & State Public Agencies**
 - ◆ **FHWA Design-Build Regulations**





DESIGN-BUILD APPROACH

Design-Build Best Practices

- Basic **Variations** in Approach to DB:
 - ◆ Bidding to **Proposing** to Negotiating
 - ◆ Low Price to **Best Value** to QBS to Sole Source
 - ◆ Significant to **Little** to No Preliminary Design
 - ◆ Traditional to **Shared** to No Owner's Risk
 - ◆ Prescriptive or **Performance** Specifications





DESIGN-BUILD APPROACH

- **Best Value ... yes, using Maryland CSP**
- **Preliminary Design and Engineering ... level to provide opportunity to design-builder for innovation and creativity**
- **Alternate Technical Concepts ... yes**
- **Fast Track ... yes, allows start of construction prior to final design (after reviewed and released)**
- **Performance Specifications ... yes**





DESIGN-BUILD APPROACH

- Performance Specifications (tentative list for RFP)
 - Structures
 - Drainage
 - Geotechnical
 - Roadways
 - Pavement
 - Environmental
 - Traffic
 - Planting & Landscaping Architectural
 - Intelligent Transportation System (ITS)
 - Electronic Toll Collection
 - Maintenance of Traffic, Haul Routes and Access During Construction





DESIGN-BUILD APPROACH

- **Right-of-Way ... SHA, mostly before NTP (SHA risk)**
- **Utilities ... agreements w / utilities in RFP; Design-Builder relocate or coordinate**
- **Environmental Compliance ...shared**
- **Environmental Permits ... mostly by SHA; several by Design-Builder**
- **Other Permits ... Design-Builder**





DESIGN-BUILD APPROACH

- **Warranties ... will use standard one year, except two years for landscaping plantings**
- **Public Relations ... SHA lead, with shared responsibility**
- **Bonds ... 50% performance & payment**
- **Insurance ... standard**
- **Incentives ... yes, for environmental compliance and impact minimization; early completion; and minimizing right-of-way**
- **Stipends ... yes, for unsuccessful & responsive proposers**
- **Partnering ... yes**





DESIGN-BUILD APPROACH

QC / QA: (general)

- **Design-Builder** ... responsible for:
 - ◆ Planning, scheduling, designing, constructing, managing and controlling the work;
 - ◆ **QC** (new definition)
- **SHA** ... responsible for:
 - ◆ Oversight Management
 - ◆ **QA** (new definition)





DESIGN-BUILD APPROACH

QC / QA: (design & construction)

- **Quality Control (QC)**
 - ◆ Responsibility of Design-Builder
 - ◆ Includes traditional **QC** plus some traditional **QA**
 - ◆ Design: “... procedures for design quality; checking; design review ... and approval of working plans.”
 - ◆ Construction: “... procedures for materials handling and construction quality; inspection, sampling and testing of materials, plants, production and construction; material certifications; calibration and maintenance of equipment; and monitoring of environmental compliance.”
 - ◆ Documentation of all **QC** Design and Construction





DESIGN-BUILD APPROACH

QC / QA: (design & construction)

- **Quality Assurance (QA)**
 - ◆ Responsibility of SHA/GEC
 - ◆ **Oversight** to Provide Confidence that Design-Builder is Performing to **Quality Plan**
 - ◆ Design: “... monitoring and verification ... through auditing, spot-checking, and participation in the review of the design.”
 - ◆ Construction: “... monitoring and verification ... through auditing, spot inspections, and Verification Sampling and Testing ...”
 - ◆ Independent Assurance & Documentation of **QA**
 - ◆ Final Inspection and Acceptance





PROCUREMENT PROCESS

Two Step Process

Step One

- **Informational Meeting** ⇒ **TODAY June 29th**
- **Request for Qualifications (RFQ)** ⇒ **early August 2006**
- **Submittal of Statement of Qualifications (SOQ)** ⇒ **September 27, 2006**
- **Notify Reduced Candidate List (RCL)**





PROCUREMENT PROCESS

Two Step Process

Step Two

- **Share Draft RFP** with RCL
- **Issue Final RFP**
- **Alternate Technical Concepts Review**
- **Technical & Price Proposal Evaluations**
- **Discussions / Best & Final Offer (BAFO)**
- **Selection & Award**
- **Contract Execution / NTP**





RFQ EVALUATION CRITERIA

- **RFQ** Evaluation Factors:
 - ◆ (Pass/Fail) Legal
 - ◆ (Pass/Fail) Financial
 - ◆ (Pass/Fail) Responsiveness to **RFQ**
 - ◆ Organization and Key Managers *
 - ◆ Experience of the Firms *

* Covers: Management, Construction, Design, Quality, & Environmental





RFP EVALUATION CRITERIA

- Areas for the **RFP** Evaluation (tentative):

- ◆ **(Pass/Fail)** Legal
- ◆ **(Pass/Fail)** Financial
- ◆ **(Pass/Fail)** Responsiveness
- ◆ **(Pass/Fail)** DBE Compliance
- ◆ **Environmental**
- ◆ **Technical Solutions**
- ◆ **Key Personnel and Qualifications ***
- ◆ **Management Approach**
- ◆ **Project Support**
- ◆ **Price**

*** SOQ Ratings will be brought forward as part of Proposal evaluation.**





RFP EVALUATION CRITERIA

- **Environmental**
 - ◆ **Environmental Compliance Organization and Plan to Achieve Compliance and Avoid / Minimize Impacts**
 - ◆ **Experience and Key Environmental Personnel**
 - ◆ **Approaches to Underground SWM and Use III Streams**
 - ◆ **Concept EDA Plan**





RFP EVALUATION CRITERIA

- **Technical Solutions**
 - ◆ **Bridge, Structures and Aesthetic Design Concepts**
 - ◆ **Interchange Design Concepts (including toll facilities)**
 - ◆ **Maintenance of Traffic**
 - ◆ **Pavement Design**
 - ◆ **Landscaping Planting Concepts**
 - ◆ **Geotechnical**
 - ◆ **Utility Relocations**





RFP EVALUATION CRITERIA

- **Key Personnel & Qualifications**
 - ◆ **Personnel Identified in Management Approach ... emphasis on QC (design & construction), safety, utilities coordination, key design disciplines, community outreach, project controls and scheduling**
- **SOQ Ratings**





RFP EVALUATION CRITERIA

- **Management Approach**
 - ◆ **Schedule and Time (including phasing)**
 - ◆ **Organization and General Management (including **quality** plan and safety plan)**
 - ◆ **Design Management (organization and design management concepts, approaches & construction interface; design review)**
 - ◆ **Construction Management (organization; narrative construction management plan; OJT)**
- **Project Support**
 - ◆ **Including Plans for: coordination with adjacent contracts, public outreach, and project hub and field offices**





PROJECT INFORMATIONAL MEETING

Details on the **RFQ**





REQUEST FOR QUALIFICATIONS

- *Step One* of a Two-Step CSP Procurement
- Section 1.0 – Introduction
 - ◆ General Information
 - ◆ Definitions (especially **QC** and **QA**)
 - ◆ **Project Goals**
 - ◆ Role of Administration
 - ◆ Design-Builder Responsibilities (Appendix A)
 - ◆ **QC / QA**
 - ◆ Self Performance (**35%**)
 - ◆ Rules of Contact





RULES OF CONTACT

- SHA is the Single Source of Information and Answers to Proposer Questions
 - ◆ Single point of contact is Mr. Robert Gay
- Contact can be only in writing (mail, **e-mail** or facsimile) ... **no oral (face-to-face or telephone)**
- The Rules are Designed to Promote a Fair, Unbiased Procurement Process
- Proposers **May Not** Communicate with Other Proposers with regard to the Project
 - ◆ **Exception:** Proposer **may** communicate with a subcontractor that is on both its and another Proposer's team after obtaining written certification





REQUEST FOR QUALIFICATIONS

- Section 2.0 – Project Description
- Section 3.0 – Procurement Process
 - ◆ Outline of Overall Procurement Process
 - ◆ For the future **RFP** includes “Tentative” Evaluation Areas, anticipated submittal information, and anticipated relative importance
 - ◆ Organizational Conflicts of Interest
 - ◆ Restrictions on Participation (State Ethics Law, including § 15-508)
 - ◆ Procurement Schedule





REQUEST FOR QUALIFICATIONS

- Section 4.0 – Evaluation Process for the SOQ
 - ◆ **RFQ** Evaluation Factors ... **with an overall description of SHA expectations**
 - ◆ Rating Guidelines ... for each factor and the overall SOQ using adjectival ratings assigned by consensus
 - ◆ Relative Importance of the Evaluation Factors
 - ◆ Requests for Clarifications
 - ◆ Determination of the Reduced Candidate List ... **maximum of 4 proposers**





ADJECTIVAL RATINGS: RFQ

EXCEPTIONAL ~ The Proposer has provided information relative to its qualifications which is considered to significantly exceed stated objectives/requirements in a beneficial way and indicates a consistently outstanding level of quality. There are essentially no weaknesses.

GOOD ~ The Proposer has presented information relative to its qualifications which is considered to exceed stated objectives/requirements and offers a generally better than acceptable level of quality. Weaknesses, if any, are very minor.

ACCEPTABLE ~ The Proposer has presented information relative to its qualifications, which is considered to meet the stated objectives/requirements, and has an acceptable level of quality. Weaknesses are minor and can be corrected.

UNACCEPTABLE ~ The Proposer has presented information relative to its qualifications that contains significant weaknesses and/or deficiencies and/or unacceptable level of quality. The SOQ fails to meet the stated objectives and/or requirements and/or lacks essential information and is conflicting and/or unproductive. Weaknesses/deficiencies are so major and/or extensive that a major revision to the SOQ would be necessary and/or are not correctable.

The evaluators may also use a plus (+) or minus (-) suffix to further differentiate the strengths or limitations within a technical rating.





REQUEST FOR QUALIFICATIONS

- **Section 5.0 – SOQ Submittal Requirements**
 - ◆ **The “What, When & Where” in Submitting an SOQ**
 - **Date & Time ⇒ Due 4:00 PM September 27, 2006**
 - **Submittal Address ⇒ see Section 5.2**
 - **Page Limits & Format ⇒ see Appendix B**
 - ◆ **The Cover Letter**
 - ◆ **For Each Evaluation Factor:**
 - **SHA’s Objective ... What is Important to SHA!!!**
 - **The Submittal Requirements**





REQUEST FOR QUALIFICATIONS

- Section 5.0 – SOQ Submittal Requirements
- Section 6.0 – Protests
- Section 7.0 – Rights and Disclaimers
- Section 8.0 – Disadvantaged Business Enterprise (DBE) Program and Equal Employment Opportunity
 - ◆ Overall Goal is **13% to 17%** of the Contract C Price
 - ◆ A Portion of this Goal Will be for Professional Services





REQUEST FOR QUALIFICATIONS

- Appendix A – Project Description, Design-Builder Responsibilities & Project Status
 - ◆ Project Description
 - ◆ **Design-Builder's Responsibilities**
 - ◆ Project Status
 - ◆ **Key Attributes of Contract C**
- Appendix B – Format & Organization of SOQ
- Appendix C – SOQ Forms (also electronically)
- Appendix D – COMAR (selected regulations)





REQUEST FOR PROPOSALS

- ITP – Instructions to Proposers
- Part 1 – Agreement
- Part 2 – Design-Build General Provisions
- Part 3 – Design Requirements and Performance Specifications
- Part 4 – Design-Build Special Provisions
- Part 5 – Utility Requirements
- Part 6 – Request for Proposal Plans
- Part 7 – Engineering Data
- Reference Documents

