



*Design/Build Proposal  
Preparation and Evaluation*

# Proposal Submission Requirements and Evaluation Criteria - One Step Method

- Proposal Requirements, Contract Forms, and Conditions
  - 00 11 00 Solicitation, Offer & Award - SF 1442
  - 00 21 00 Instructions, Conditions & Notices to Offerors
  - 00 22 11 Proposal Submission Requirements, Evaluation Requirements and Basis of Award for One Step Design-Build Selection Procedures
  - 00 45 00 Representations and Certifications
  - 00 72 00 Contract Clauses
  - 00 73 00 Special Contract Requirements

# Proposal Submission Requirements and Evaluation Criteria - Two Phase Method

- Proposal Requirements, Contract Forms, and Conditions
  - 00 11 00 Solicitation, Offer & Award - SF 1442
  - 00 21 00 Instructions, Conditions & Notices to Offerors
  - 00 22 10 Phase 1 Design-Build Selection Procedures
  - 00 22 20 Phase 2 Design-Build Selection Procedures
  - 00 45 00 Representations and Certifications
  - 00 72 00 Contract Clauses
  - 00 73 00 Special Contract Requirements

# Some Differences Between Government and Commercial Design-Build

## Government-

Competition in Contracting Act

Follow-on Contracts Must be Competed

Price is a Consideration

“Best Value” (Price/Quality)

Price Usually Established at Award (FFP)

All Terms Defined at Award

## Commercial -

No Competition Required

On-Going Relationships are Common

Quality Based Selection is Common

Price Often Established After Design Starts

Can Use “Guaranteed Maximum Price”

FAR has no Exact Comparable Pricing Method



# Award Bases "Best Value Continuum" (FAR 15.101)

- Two General Approaches:



- Lowest Price, Technically Acceptable Proposal
- Cost/Quality Trade-off Process



# "Lowest Price, Technically Acceptable Proposal" (LPTA)

- Government States Minimum Needs
- Evaluate Go/No-Go Criteria
- Appropriate When-
  - Little or No Innovation Allowed
  - Govt. Not Permitted to Pay \$1 More for a Much Better Proposal
  - Small and/or Noncomplex Projects
- Least Work/Award Documentation for Govt. Evaluators



# Cost/Quality Trade-off Process

- Quality may be More, Less, or Equally Important than Price- FAR 15.304 (e)
- Relative Importance of Each Factor, including Price - FAR 15.304 (d)
- Trade-off determines “Best Value”

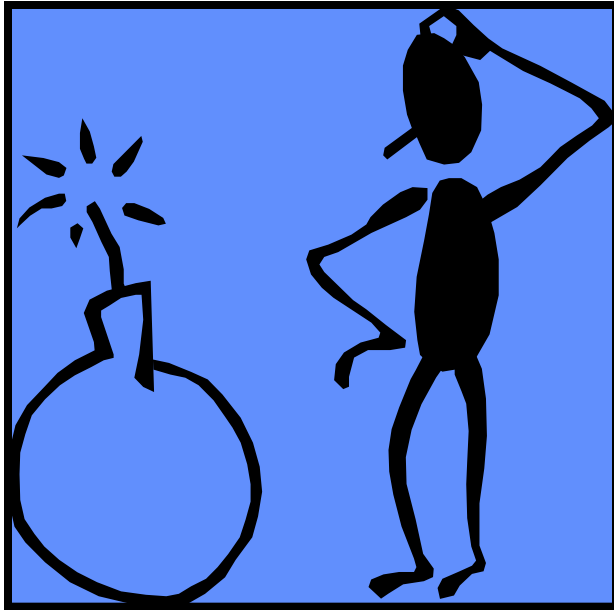


# Cost/Quality Trade-off Process

- Proposal Evaluated Against “Comparative” Standards
- Can Use Some Go/no Go Factors
- This Method Appropriate When
  - Variations in Design Solutions or Industry Capability Will Add Value

# Potential Pitfalls

## Cost/Quality Trade-off Process



- Inherently Subjective Process
- More Time/Cost to Evaluate
- Appropriate Choice of Evaluation Factors



# Two-Phase Design-Build Selection Procedures FAR 36.3

***(Used with Trade-off Method)***

***Primary Considerations For Using 2 Phase:***

- **Considerable Design Proposal Costs?**
- **Technical Proposal Provides Quality/Innovation Advantages to Gov't?**
- **Expected Number of Offers?**



# Phase 1: Open Competition

- Conducted in Accordance with FAR 36.303-1
- Offerors Submit:
  - Information on Certain "Performance Capability" Aspects
  - No Price Proposal
- Government "Short-Lists" Most Highly Qualified Offerors for Phase 2
- Solicitation must State Maximum Number (3,4,5)
- Solicitation Identifies Phase 2 Evaluation Factors



## Phase 2: Only Most Highly Qualified Offerors

- **Conduct in Accordance with FAR Part 15**
- **Firms Short-listed in Phase 1 Submit:**
  - **Extensive Design/Technical Information**
  - **Remainder of Performance Capability Information**
  - **Cost/Price Proposal and Price Breakdowns**
- **May Be Continuation of Same Solicitation or Separate Solicitation**



# Typical Design-Technical Categories

- Technical Approach (Narratives)
- Outline Specifications
- Drawings
- Renderings (Computer Generated)
- List of Materials, Catalog Cut Sheets
- Models/Brand Names



## Required Level of Detail for Technical Submission Information

- Must Establish Mutual Understanding of Project Scope of Work
- Inversely Proportional to Level of RFP Design Criteria ("Nominal" to "Full")
- RFP can Use Combination of Nominal, Partial, Full



# Typical Performance Capability Evaluation

- Organization and Technical Approach
- Experience and Past Performance
- Key Personnel
- Financial Capability-Bonding
- Contract Duration
- Preliminary Schedule
- Subcontracting Plan
- SB/SDB/WOB Past Performance



# Organization - Technical Approach

- Home Office Oversight and Support
- Design Office
- Field Office
- Technical Approach - Fast-Tracking, Panelization, Pre-Fabrication, Modules, etc.
- Management of Integrated Fast Track Project: Design/Procurement/Construction Operations



## Organization-Technical Approach (Cont)

- Work to be Self-Performed
- Procurement/Subcontracting
- Management of Subcontract Schedules, Budget,
- Quality Control Capabilities and Understanding of the USACE QC Requirements

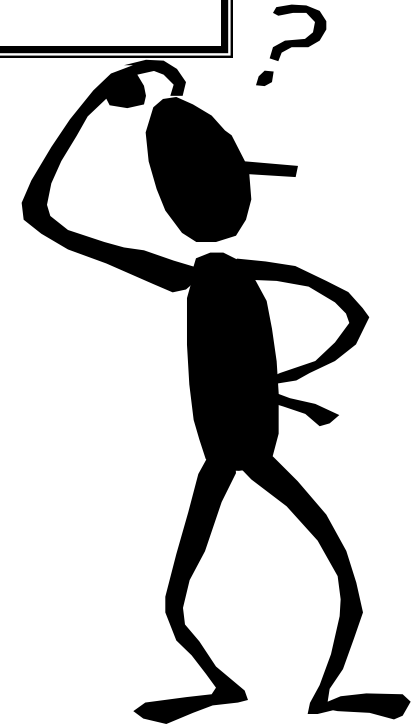
# Recent Experience

## Who will be Evaluated:

- Contractor
- Designer
- Key Subcontractor(s)

## What will be Evaluated:

- Extent/Relevancy (Amount of Experience)
- Past Performance (Risk Assessment)





# Extent of Recent Experience

- Gov't will Assess Qualifications and Specialized Experience, Based on Extent and Relevancy of Projects
- Examples of Criteria may Include:
  - Number, Size, Type Work, Location
  - Dates - Completion Within Last 3 (or 5) Years
  - Type Owner (Government, Private, Commercial, etc.)
  - Firm's Role and Work Self-Performed
  - Extent of Participation by Current Key Personnel
  - Sustainable Design Experience (e.g., LEED, SPiRiT)



## Past Performance

### Gov't Will Perform A Risk Assessment:

- Will Consider Degree of Success of Recent Experience
- Will Limit Evaluation to Approximately Last 5 Years



# Past Performance

- **Government may Consider...**
  - **Government Evaluations (CCASS, ACASS, Other Agencies)**
  - **Owner Evaluations**
  - **Contractor- Furnished References**
  - **Other Sources, Including Personal Knowledge of Recent Performance**



# Other Experience

- Previous Design/Build Experience (*Additional Consideration*)
  - Designer
  - Contractor
  - Key Subs
- Previous Teaming Experience (*Additional Consideration*)
  - Any Combination of Proposed Team



## *Key Personnel*

Government will Evaluate Capabilities and Experience:

- Design
  - Management
  - Designers of Record
  - Permitting (Where Applicable)



## *Key Personnel (Cont.)*

- **Typical Construction Personnel Positions to Evaluate Capabilities and Experience**
  - **Management of Design/Construction**
  - **Onsite Supervisor**
  - **Superintendents**
  - **QC Manager**



# Contract Duration and Preliminary Schedule

- **Contract Duration**
- **Scheduling Capability**
- **Logic and Reasonableness**
- **Constraints**
- **Required Milestones**
- **Detailed Schedule Will Be Developed After Award**



## Subcontracting - Past Performance in Use of SB, SDB and Women-Owned SB

- **DFARS 215.305 Requirement to Evaluate Past Performance on Utilization of:**
  - **Small Business**
  - **Small Disadvantaged Business**
  - **Women-Owned Small Business**
  - **Applies to Large and Small Business Offerors**



# Subcontracting

- Gov't Evaluates Extent of Participation by SB, HBCU, SDVB and Minority Institutions for Large Business Offerors (DFARS 215.304)
- Gov't Evaluates Past Performance of LB Offerors in Subcontracting Plan Compliance (DFARS 215.305)
- Can Be Go/No Go
- Rating System in Appendix DD of AFARS



# Price Evaluation



- **Contract Line Item (Bid) Schedule**
- **Fair and Reasonable**
- **Material Unbalancing**
- **Price Breakdown Information**

# Evaluation Process

1. Compliance review/responsibility determination
2. Technical/quality evaluation: adjectival and/or go-no go
3. Price evaluation: only after Step 2 is complete
4. Trade off analysis (cost/quality)

# Source Selection Board

- Project Manager
- Customer
- Contracting Division
- Engineering Division
- Construction Division
- Office of Counsel advisor

# Award ceiling

- Specified in solicitation
- ALL WE HAVE, don't go over it
- Give maximum quality and features within budgetary limit



# Debriefings

- Ask for one!
- Presented by PM & other team members
- Ask questions
- Listen carefully
- Take notes
- Don't try to change the outcome

**Questions?**