

# 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

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## Introductions

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

# Designers involvement

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- 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

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- 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

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- 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

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- 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

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

# Teaming for Construction

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



# Proposal Development

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- Goals
- Understanding and Approach
- Schedule
- Price

# Proposal Development

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

# Estimating Design/Build Projects

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

# Contract/Project/Prime Contractor Requirements

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- 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

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

# Estimate Essentials

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- 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

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- 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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