

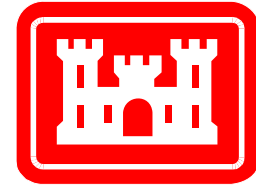
Source Selection Design Build (Best Value)

Kansas City District
Corps of Engineers

MICHAEL COATES, RA
Chief, Architectural and Interior Design Section

28 January 2009

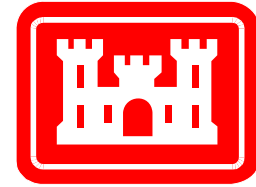
Overview



- Corps Goals
- Process
- General
- Content
 - Experience
 - Personnel
 - Past performance
 - Technical Solution
 - Schedule
 - Cost
- Feedback for Government
- Summary

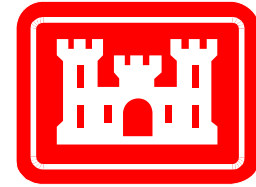


Corps Goals



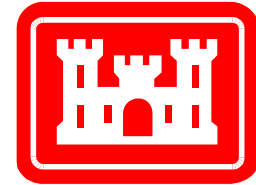
- Select the best qualified offeror
- Be fair and objective
- Minimize effort

Process



- Government Prepares Source Selection Plan
 - Selection Factors
 - Standards (what is excellent)
- Each Proposal evaluated against standards
 - Strengths
 - Weaknesses
 - Deficiencies
- Technical and Cost are evaluated independently

General

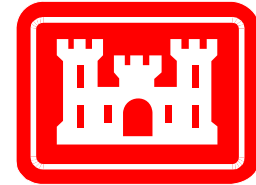


- There are no secrets or tricks
- We rate the proposal submitted
- Limit the proposal to what is requested
- If it is requested, provide it
- Follow the prescribed format



“There are no extra points for fluff”

Content

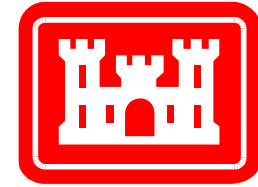


- Read the RFP carefully
- Be clear and concise
- Be project specific

Where's the Beef?



Content – Project Experience

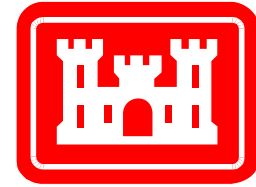


What are your similar projects?

- Submit projects done by the prime offeror
- Looking for:
 - Recent projects
 - Within dollar range
 - Similar type of work
 - Similar type of contract
 - Note LEED rating and/or BIM



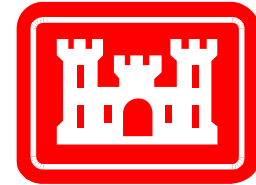
Content – Project Experience



Don't...

- Submit projects done only by a subcontractor
- Exceed number of projects
- Exceed number of pages

Content - Personnel

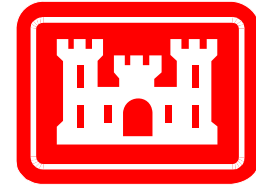


Who will work on this project?

- Provide key personnel requested in solicitation
- Looking for:
 - Credentials
 - Worked on projects submitted in Experience
 - Years with firm/Years overall
 - Specialized experience (LEED/BIM)



Content - Personnel

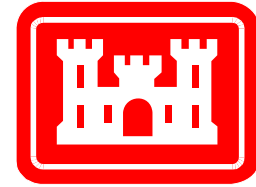


Don't...

- Omit resumes of key personnel
- Omit who is the lead in each discipline
- Exceed the number of pages
- Omit which key personnel worked on projects submitted under Experience

* Consider providing a summary chart

Content – Past Performance

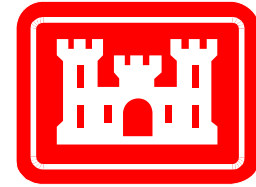


How have you performed before?

- Send out customer questionnaires
- In ACASS/CCASS, Looking for:
 - Majority
 - Marginals or Unsats are red flags
- If you have received a marginal or unsat, provide a justification



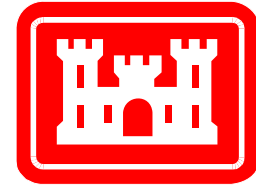
Content – Past Performance



Don't...

- Send out limited number of questionnaires
- Leave Marginals or Unsats unaddressed

Content – Technical Solution



What features will be provided?

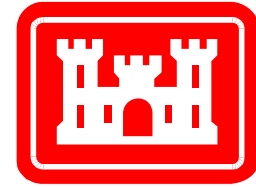
■ Focus on Major systems

- Exterior skin – Roof - Windows
- Mechanical system – plumbing system
- Electrical wiring – Communication systems
- Interior finishes
- LEED rating

■ Identify betterments



Content – Technical Solution

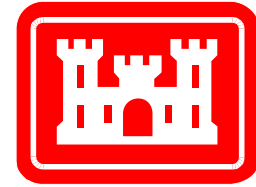


Don't...

- Use only general statements like:
 - “High quality interiors”
 - “Best life cycle system determined”
 - “Will provide durable materials”
- Forget to address all major systems
- Be general, rather be project specific



Content - Schedule

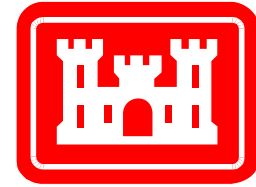


When will project be completed?

- Identify major milestones called for in the solicitation
- Provide total number of days
- Plan for government review of submittals



Content - Schedule

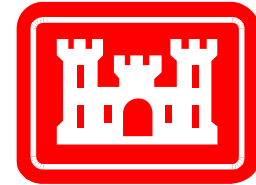


Don't...

- Omit required milestones
- Leave it to the government to calculate contract duration
- Exceed the contract duration

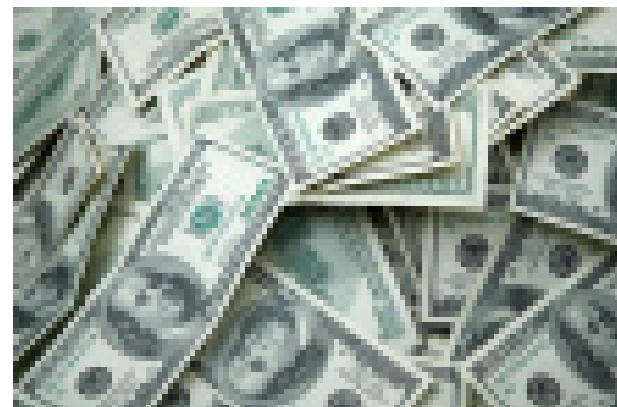


Content - Cost

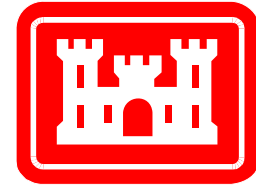


What will be the cost?

- Know the Cost Ceiling Limits (CCL)
- Fill in all cost line items

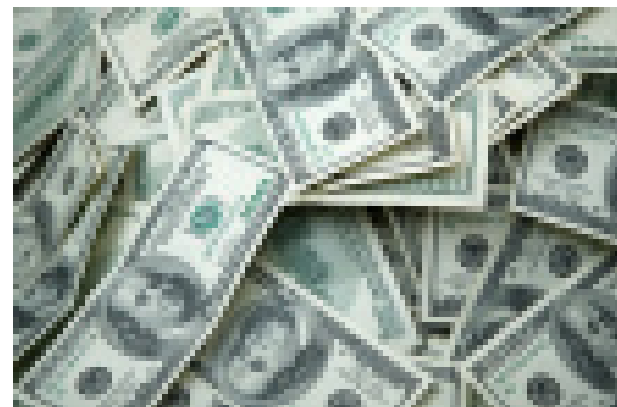


Content - Cost

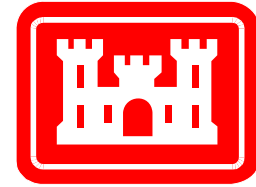


Don't...

- Exceed the Cost Ceiling Limits (CCL)

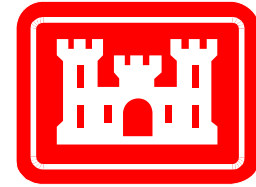


Feedback



- What is not clear?
- What could be eliminated?
- What could be added?

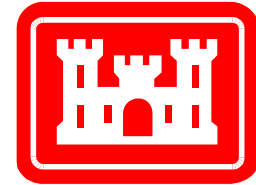
Summary



- Be Brief
- Be Brilliant
- Be done



Questions?



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