



# FLORIDA DEPARTMENT OF TRANSPORTATION

## ELOI & Technical Proposal Evaluations/Cost Saving Initiatives

David A. Sadler, PE, Director, Office of Construction

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# Topics

- Role of Evaluators
- Evaluations
  - ELOI
  - Technical Proposal Evaluations
- CSIs



# Role of the Evaluators

- From DB Advertisement:

“The Department will *judge the relative ability* of each submitting company/entity to perform the required services based on qualification information and the ELOI.”

Said another way, *evaluate the comparative skills, experience, and competence* of the submitting Firms



# Role of the Evaluators

- This evaluation of the information provided in the ELOI and Technical Proposals is where there is subjectivity. For example:
  - Is a CPPR average score of 105 better than an average of 100?
  - Is a DB Firm that has done several jobs together better than one that has done no jobs together?
  - Is a DB Firm that is local to the project/district better than one that is outside the district?



# Role of the Evaluators

- Evaluators are expected to review and confirm the information provided by the DB Firms in their ELOIs and Technical Proposals.
  - This means if a DB Firm shows an average CPPR of 105 and the design team lists some jobs they've done, it is an evaluators responsibility to verify
  - Evaluators must give comments to support their evaluations and scores for ELOIs and Technical Proposals



# Role of the Evaluators

- Scoring by evaluators does not need to be the same by everyone, just needs to be consistent by individual
- Formulaic approaches to evaluating ELOIs and proposals are acceptable provided the same technique is used by the evaluator for all proposals



# Role of the Evaluators

- Provide a summary of strengths and weaknesses for the Design-Build Firms in order to justify the scores
- Evaluate each responsive ELOI and Proposal provided and compile information, (i.e. facts, comments, etc.) to support scores
- Evaluate each DB Firm's Technical Proposal based on the rating criteria provided in RFP



# Role of the Evaluators

- Review RFP & Advertisement to have thorough understanding of D-B Firm expectations
- Develop good understanding of the evaluation criterion for each Phase
- Attend Meetings
- Make site visits (understand project objective)
- Obtain & Review Ad & RFP prior to evaluation



# ELOI

- Expanded Letter of Interest
  - Background is that it was derived from the Department's 2011 decision to go to a 2-phased approach to Design-Build selection
  - Allows proposing DB Firms choice of proceeding based on outcome of ELOI
  - Previously, FDOT received Letters of Interest and then shortlisted to 3, possibly 4 firms that were allowed to go forward



# ELOI

- Comparison of ELOI to LOI:
  - ELOI vs. LOI
    - 10 Pages vs. 5 Pages
    - 4 Criteria Categories vs. 12 Criteria
    - Self select to go forward vs. FDOT select



# ELOI must:

- Show that the Firm meets Prequalification & Capacity Requirements of the Advertisement (confirm with Procurement Office and SCO)
- Be submitted timely & via the method described in the Advertisement
- Adhere to:
  - 10 page limitation
  - Minimum Font Size (10)



# ELOI must:

- Include:
  - Resumes for Specific Positions (1 Page Each)\*
  - Organization Chart (1 Page)\*
- **May** include:
  - Non-FDOT related Performance History (3 Page Limit/Firm)\*
    - \*Not included in 10 page limitation



# ELOI must haves

- Design-Build Advertisement will list the key staff positions which require submittal of the one page resumes
- The non-FDOT related information is allowed for DB Firms with no FDOT experience or for Firms with no FDOT experience within the past 5 years
- FDOT evaluators will not be provided experience record older than 5 years past



# ELOI Evaluation Criteria

- Past Performance Evaluations
- Project Experience and Resources
- Project Approach and Understanding of Critical Issues
- Other Content



# ELOI Evaluation Criteria

- Past Performance Evaluations
  - Contractor Grades
  - Design Consultant Grades
  - Performance History with other states or agencies if none with FDOT
- Grades for contractors is from past 5 years CPPR scores, for Designers from past 5 years scores from the Consultant Performance Evaluations database



# ELOI Evaluation Criteria

- Project Experience and Resources
  - Design-Build Experience of Contractor & Design Consultant
  - Similar types of work experience
  - Contractor Experience Modification Rating
  - Firm Organization, staffing plan, resources, location
  - Environmental Record
    - Focus for these is not on District Specific D-B Experience (or lack thereof) nor on Joint Experience**



# ELOI Evaluation Criteria

- Project Approach and Understanding of Critical Issues
  - Outline plan for completing the work
  - Approach & Understanding
  - Coordination Plan
- Emphasis is of outline plan is narrative describing the plan for completing the work required in the RFP



# ELOI Evaluation Criteria – Project Approach

- Outline plan for completing the work
  - Plan to complete the work required by RFP
  - Demonstrate understanding of Contract Work completion requirements
  - Show how Work Activities will be scheduled to complete the project within the time
  - address all significant design and construction issues and constraints
  - demonstrate efficient use of manpower, materials, equipment, construction schemes, and techniques for completing the project



# ELOI Evaluation Criteria – Project Approach

- Approach & Understanding
  - Approach to the project and understanding of critical issues identified by the DB Firm from its understanding of the RFP and project advertisement
  - Specific approach to the project, understanding of critical issues and methods to be used which will ensure a successful project and address the critical issues
- Evaluators should use list of critical issues provided by Design PM or RFP Developer to evaluate if DB Firms covered these



# ELOI Evaluation Criteria – Project Approach

- Coordination Plan
  - Comprehensive plan for assuring proper coordination
  - Clearly illustrates the key elements to accomplish the management, technical, construction and administrative services
- Coordination between utilities, agencies, property owners, businesses, etc.



# ELOI Evaluation Criteria – Project Approach

- Other Content
  - Districts have the option to include this ELOI evaluation criteria
  - Allows DB Firms to include additional information unique to that firm's approach to the work



# ELOI Criteria Historical Averages

- Past Performance Evaluations 4.2
- Project Experience and Resources 6.4
- Project Approach and Understanding of Critical Issues 7.8
- Other Content 1.4



# Technical Proposals – Criteria

- Design 25- 40 points
  - Construction 25- 40 points
  - Innovation 0- 10 points
  - Value Added 5- 10 points
- 80 points maximum



# Technical Proposal Evaluation

- Evaluate based on the criteria set forth in the RFP and in comparison with the other Short-Listed firms
- Provide comments to defend scores – if give a very high/low score to a DB Firm, the score must be substantiated by comments
- Comments should concise and identify the strengths/weaknesses of the Proposal
- Perform evaluations independently



# Question from Industry

- Question – does a proposal that shows a detailed, dimensioned foundation with pile sizes score higher than one that only shows outlined foundation without sized elements?



# Question from Industry

- How is the Department addressing consistent scoring by the TRC members? What is being done to validate that excessive scoring reductions are not occurring just due to a TRC Members investment in the original design concept?



# Question from Industry

- In general our concerns are less about the current process and more about the current scoring methodology. In reviewing the scoring, there are very few cases where the rankings in the Final Scoring vary from the ELOI scoring. The trend is the rankings don't change and the scoring stays relatively close to the same order of magnitude from Phase I to Phase II.



# Question from Industry: Data thru July 2013

<b>Current History with Two Phase adjusted score.</b>		
<b>Total number of contracts</b>	<b>37</b>	<b>Percentage of total number of contracts</b>
<b>Number of winners with the highest or second highest ELOI (Phase 1) scores</b>	<b>27</b>	<b>73%</b>
<b>Number of winners with the highest overall technical score</b>	<b>19</b>	<b>51%</b>
<b>Number of winners with the lowest price</b>	<b>28</b>	<b>76%</b>
<b>Number of winners with both highest Technical Scores and lowest price</b>	<b>11</b>	<b>30%</b>
<b>Number of winners that were not the lowest price</b>	<b>9</b>	<b>24%</b>



# Question from Industry

- Can TRC members go back to meeting as a group with the Technical Advisors, rather than having to be separated into one on one meetings with the technical advisors? These meetings are for fact finding.



# Cost Savings Initiatives (CSI)

- Any change from that presented in the ELOI or Technical Proposal that the DB Firm makes/proposes subsequent to the award.
- Changes to the ELOI or Technical Proposals will be handles as a CSI
- Use of information from other DB Firm's proposals will be considered a CSI



# CSI

## **4-3.9 Cost Savings Initiative Proposal:**

### **4-3.9.1 Intent and Objective:**

(1) This Subarticle applies to any cost reduction proposal (hereinafter referred to as a Proposal) that the Contractor initiates and develops, following the submission of technical and price proposals, for the purpose of refining the Contract to increase cost effectiveness or significantly improve the quality of the end result.



# Question from Industry

- The RFP indicates the plans submitted with the proposal are preliminary. Please see the section: Waiver of Irregularities. If during final design, design features change and the drainage is reduced or bridges are shorten, still meeting RFP requirements and not identified as an added value in the proposal. - Should we be asking for a credit (CSI)?



# Questions



**For more information contact:**

*David A. Sadler, P.E.*

*Director, Office of Construction*

*Florida Department of Transportation*

*(850) 414-5203*

[david.sadler@dot.state.fl.us](mailto:david.sadler@dot.state.fl.us)



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