

Two Phase Adjusted Score Design-Build Procurement

Goal

To convey the standards for
evaluating Design-Build
Expanded Letters of Interest
and Technical Proposals

Objectives

- Overview of the Two Phase ASDB Procurement Process
- Phase I Expanded Letters of Interest (ELOI) Requirements
- Phase I (ELOI) Evaluation Criteria
- Phase I (ELOI) Evaluation Guidance
- Phase II Technical Proposal (TP) Evaluation Criteria
- Phase II (TP) Evaluation Guidance

Objectives

- Phase I (ELOI) & Phase II (TP) Scoring Guidance
- Industry Feedback
- Phase I Results to Date
- Question & Answer

TWO PHASE ASDB PROCUREMENT PROCESS

Overview of Two Phase ASDB Procurement

How is it different?

- Advertise for 3 weeks vs. 2 weeks
 - DRAFT RFP (minus attachments) with Ad
- ELOI vs. LOI
 - 10 Pages vs. 5 Pages
 - Minimum Font Size (10)
 - 4 Criteria Categories vs. 12 Criteria
- No Long-List

Overview of Two Phase ASDB Procurement

How is it different?

- Selection Committee Reviews & Confirms ELOI Scores vs. Selecting Short-list
- D-B Firm elects to participate in Phase II (establishing Short-list)
 - Shortlist all responsive D-B firms electing to continue vs. Minimum 3 / Maximum 5 (FHWA SEP 14 Approval)
- Revised TP Evaluation Criteria
- Technical Score = ELOI + TP

ELOI REQUIREMENTS

ELOI REQUIREMENTS

- Firm must meet Prequalification & Capacity Requirements of the Advertisement
- ELOI must be submitted timely & via the method described in the Advertisement
- ELOI must adhere to
 - 10 page limitation
 - Minimum Font Size (10)
- ELOI must include:
 - Résumés for Specific Positions (1 Page Each)*
 - Organization Chart (1 Page)*
- ELOI may include:
 - Non-FDOT related Performance History (3-Page Limit/Firm)*

*Not included in 10 page limitation

ELOI REQUIREMENTS

- Résumés for Specific Positions
 - Construction Project Manager
 - Construction Design-Build Coordinator
 - Construction Roadway Superintendent
 - Construction Structures Superintendent
 - Construction Superintendent (Specialty)*
 - Design Project Manager
 - Design Roadway EOR
 - Design Structures EOR
 - Design EOR (Specialty)*

*Project Specific Requirement

LIST MAY BE TAILORED TO MEET PROJECT GOALS/OBJECTIVES/NEEDS

ELOI REQUIREMENTS

- Non-FDOT related Performance History (3 Page Limit/Firm)
 - Limited to Contractor and/or Designer with no FDOT Performance History
 - Submit Evidence of Performance History
 - Evaluations
 - Grades
 - Letters of Reference*
 - Recommendations*
- * Must Provide Contact Information for Verification Purposes
- 3 Page Limit applies to the Firm (not 3 pages for Designer and 3 Pages for Contractor)

ELOI REQUIREMENTS

- ELOI must address the Evaluation Criteria
 - Past Performance Evaluations
 - Contractor Grades
 - Design Consultant Grades
 - Performance History with other states or agencies if none with FDOT
 - 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
 - Project Approach and Understanding of Critical Issues
 - Outline plan for completing the work
 - Approach & Understanding
 - Coordination Plan
 - Other Content

ELOI CRITERIA POINT ASSIGNMENT

ELOI POINT ASSIGNMENT

- 20 Points distributed between the 4 Main Criteria Categories
- Tailored to meet project goals/objectives/needs
- Not required to be evenly distributed
- Individual Points not assigned to criteria sub-categories

ELOI POINT ASSIGNMENT EXAMPLE

1) Past Performance Evaluations:	Total 4 Points
Contractor grades	
Design Consultant grades	
Performance history with other states or agencies if none with the Department	
2) Project Experience and Resources:	Total 6 Points
Design-Build experience of the Contractor and Design Consultant	
Similar types of work experience	
Contractor Experience Modification Rating	
Firm organization, staffing plan, resources, location	
Environmental Record	
3) Project Approach and Understanding of Critical Issues:	Total 8 Points
Outline plan for completing the work	
Approach and understanding	
Coordination Plan	
4) Other content in the Expanded Letter of Interest:	Total 2 Points

ELOI EVALUATION GUIDANCE

ELOI EVALUATION GUIDANCE

- Past Performance Evaluations
 - Past Performance of D-B Firm
 - Higher Performance Grades = Greater Consideration
 - Lower Performance Grades = Less Consideration
- What to Look At:
 - Contractor Grades
 - Design Consultant Grades
 - Past Performance with other States or Agencies (Non-FDOT)

ELOI EVALUATION GUIDANCE Past Performance Evaluations

- Contractor Grades
 - Contractor Past Performance Report (CPPR)
 - Contract Information Monitoring (CIM) System
<http://webapp01.dot.state.fl.us/contractinformationmonitoring/SearchCriteria.aspx>
 - Contractor Grade History Report
 - SCO Intranet:
http://infonyet.dot.state.fl.us/tlconstruction/STARS_CPPR.htm
 - Contact Prequalification Specialist (SCO)
- Data from most recent 5 year Period

ELOI EVALUATION GUIDANCE

Past Performance Evaluations

➤ Design Consultant Grades

- Design Consultant or Sub-consultant meeting Advertised Professional Services Work Types
 - Provided to TRC by PSU (from PSIS)
 - Consultant Grades Report: http://t1host01/sas-cgi/broker?_service=default&_program=proglib.scl.gprt1form.scl
 - Average D/W Grades for Advertised Work Types
 - Average S/W Grades for Advertised Work Types
 - Average D/W Grades for All Work Types
 - Average S/W Grades for All Work Types
 - Quality & Constructability Grades from Completed D-B Projects
 - SCO Intranet: http://infonyet.dot.state.fl.us/tlconstruction/DB_ELOI/ELOI_Main.htm

➤ Data from most recent 5 year Period

ELOI EVALUATION GUIDANCE

Past Performance Evaluations

➤ Performance History with other States or Agencies

- D-B Firm includes as part of ELOI
 - 3 Page Limit for the Firm
 - Evaluations
 - Grades
 - Letters of Reference*
 - Recommendations*
 - *Contact Information for TRC Verification Purposes

➤ Data from most recent 5 year Period

➤ FDOT Performance from projects completed longer than 5 years ago

ELOI EVALUATION GUIDANCE

- Project Experience and Resources
 - D-B Experience of the Firm
 - Similar Type Work Experience
 - Contractor Experience Modification Rating
 - D-B Firm Organization, Staffing Plan, Resources & Location
 - Environmental Record

ELOI EVALUATION GUIDANCE Project Experience & Resources

- D-B Experience of Firm
 - Previous Experience on D-B Projects
 - Consider overall project type (complexity, unique features) of past projects compared to this project
 - Consider D-B experience from:
 - FDOT
 - Other State DOT's
 - Local Agencies
 - Permit & Regulatory Agencies (ACOE, USDOT, etc.)
 - May be Heavily weighted on complex projects
- Focus is not on District Specific D-B Experience (or lack thereof) nor on Joint Experience

ELOI EVALUATION GUIDANCE Project Experience & Resources

- **Similar Type Work Experience**
 - Previous Experience of D-B Firm
 - Same/Similar Type
 - Same/Similar Scope
 - Same/Similar Complexity
 - Example:
 - Project Scope is Precast Segmental Bridge
 - D-B Firm with repetitive experience on precast segmental construction would be considered more favorably than a D-B Firm with cast in place experience or limited precast experience
- **Focus is not on District Specific Experience or lack thereof**

ELOI EVALUATION GUIDANCE Project Experience & Resources

- **Contractor Experience Modification Rating (EMR)**
 - Evaluating Safety Performance
 - Industry Standard EMR = 1.0
 - EMR 1.0 or Less = Higher Score
 - EMR Higher than 1.0 = Lower Score
- **How does a high EMR affect costs?**

An EMR of 1.2 would mean that insurance premiums could be as high as 20% more than a company with an EMR of 1.0. That 20% difference would be passed on to clients in the form of increased bids for work. A company with a lower EMR has a competitive advantage because they pay less for insurance
- **EMR included with ELOI**
 - If EMR is "suspect", D-B Firm can be asked to provide supporting documentation

ELOI EVALUATION GUIDANCE Project Experience & Resources

- Firm Organization, Staffing Plan, Resources and Location
 - Evaluating Firms ability to perform the desired work
 - Organized to promote successful completion of the work
 - Staff is sufficient to successfully complete the work
 - Resources dedicated to successfully complete the work
 - Location of Firm members will promote successful coordination of the work
 - In-state (Florida) Operations and Project Specific Organization should be highlighted by the Firm and considered by the Proposal Evaluator

ELOI EVALUATION GUIDANCE Project Experience & Resources

- Environmental Record
 - WMD, DEP, EPA performance and violations
 - Compliance with NPDES Requirements
 - Environmental Permit Numbers for completed projects
 - CPPR Category 7 (Environmental Compliance)
 - Consult with District Construction Office and/or State Construction Office Environmental Specialist

ELOI EVALUATION GUIDANCE

- Project Approach and Understanding of Critical Issues
 - D-B Firms Approach to the Project
 - D-B Firms Identification & Understanding of Critical Issues
 - D-B Firms Plan for Completing the Work
 - D-B Firms Organization Plan

ELOI EVALUATION GUIDANCE Project Approach & Understanding of Issues

- Approach to the Project
 - Heavy emphasis on the D-B Firms review and understanding of the RFP and Project Advertisement
 - How well does the D-B Firm convey their understanding of the project in the ELOI
 - D-B Firms Specific Approach to the Project
 - May include proprietary information related to D-B Firms approach

ELOI EVALUATION GUIDANCE Project Approach & Understanding of Issues

- Understanding of Critical Issues
 - Heavy emphasis on the D-B Firms review and understanding of the RFP and Project Advertisement
 - How well did the D-B Firm identify critical issues and convey their understanding of those issues in the ELOI
 - D-B Firms “plan of attack” to address those issues
 - May include proprietary information

ELOI EVALUATION GUIDANCE Project Approach & Understanding of Issues

- Coordination Plan
 - Comprehensive Coordination Plan
 - Key Elements of Coordination Efforts
 - Management of the Project (Design & Construction)
 - How will the D-B Firm coordinate with:
 - FDOT
 - Local Agencies
 - Utility Agencies/Owners
 - Adjacent Businesses

ELOI EVALUATION GUIDANCE

- Other Content in the ELOI
 - Additional Content Unique to the Project
 - “Other Information” related to the Firms ability to provide the desired services
 - D-B Firms “Time to Shine”
 - “WOW” Factor
 - Information that makes the D-B Firm “rise to the top”
 - **Please Note**: Any information related to project financial plans which may be included in the ELOI, shall not be considered or scored by the Proposal Evaluators.

TECHNICAL PROPOSAL POINT ASSIGNMENT

TP POINT ASSIGNMENT

- 80 Points distributed between the Criteria Categories
- Tailored to meet project goals/objectives/needs
- Not required to be evenly distributed

TP POINT ASSIGNMENT EXAMPLE

<u>ITEM</u>	<u>VALUE</u>
1) Maintainability	10 Points
2) Value Added	10 Points
3) Schedule	5 Points
4) Design & Geotechnical Investigation	10 Points
5) Maintenance of Traffic	20 Points
6) Context Sensitive Design & Construction	5 Points
7) Construction Methods	<u>20 Points</u>
Total Maximum Score	80 Points

TECHNICAL PROPOSAL EVALUATION CRITERIA

Technical Proposal Evaluation Criteria

From the Boilerplate RFP

- Maintainability
- Value Added
- Schedule
- Design & Geotechnical Services Investigation
- Maintenance of Traffic
- Context Sensitive Design & Construction
- Construction Methods

LIST CAN & SHOULD BE TAILORED TO MEET THE
PROJECT GOALS/OBJECTIVES/NEEDS

TECHNICAL PROPOSAL EVALUATION GUIDANCE

Technical Proposal Evaluation Guidance

- Maintainability
 - Credit for design/construction approaches which minimize or eliminate periodic and routine maintenance
 - Elements to consider:
 - Access to perform future Maintenance & Inspections
 - Maintenance of Navigational Lighting Systems
 - Access to Structures Lighting Systems
 - Credit for exceeding minimum requirements to enhance durability of project components

Technical Proposal Evaluation Guidance

➤ Value Added

- Credit for the extent of the coverage:
 - Length (How Long is the coverage?)
 - Breadth (What is covered?)
 - “Bumper – to – Bumper” vs. Limited Features
- Credit for exceeding standard minimum Value Added features to:
 - Enhance Durability
 - Reduce Maintenance
- Credit for exceeding minimum requirements of Value Added Specifications

Technical Proposal Evaluation Guidance

➤ Schedule

- Credit comprehensive Schedule
 - Credit for Logical Schedule
 - Credit for Minimizing Contract Time
 - Proper identification of all Critical Path Activities
- If reduced Contract Time is important to the Project, suggest ranges be established to award additional points to D-B Firms proposing and committing to significantly reduced Contract Time

Technical Proposal Evaluation Guidance

➤ Design & Geotechnical Services Investigation

- Credit given for:
 - Quality & Quantity of Design Resources
 - Design Coordination & Plans Preparation Schedule
 - Geotechnical Investigation Plan
 - Utility Coordination Plan
 - Test Load Program
 - Structural Design

Technical Proposal Evaluation Guidance

➤ Maintenance of Traffic

- Credit for MOT scheme which minimizes disruption of roadway traffic:
 - Minimize or eliminate Lane Closures
 - Maintain Minimum Lane Widths
 - Minimize or eliminate Visual Obstructions
 - Minimize or eliminate drastic speed limit reductions
- Credit for preparing & submitting a comprehensive & logical MOT Plan

Technical Proposal Evaluation Guidance

- Context Sensitive Design & Construction
 - Credit for minimizing or eliminating Environmental Impacts (Design & Construction)
 - Credit for exceeding all Environmental Commitments
 - Credit for Aesthetic Features
 - Credit for quality of Landscape Elements

Technical Proposal Evaluation Guidance

- Construction Methods
 - Credit for Construction Methods which minimize or eliminate impacts to:
 - › Traveling Public
 - › Adjacent Business/Property Owners
 - › Utility Agency/Owners
 - › Local Agencies
 - › Environment
 - Credit for Construction Methods which:
 - › Reduce Construction Costs
 - › Enhance Traveling Public and Worker Safety

PHASE I (ELOI) & PHASE II (TP) SCORING GUIDANCE

Phase I & II Scoring Guidance

- Whole Point Scoring
 - No Decimals
 - Avoid “Olympic Style Judging”
- Seek out separation between D-B Firms
- Address Ties (If Tie; Re-evaluate all D-B Firms)
- Be Objective
- Support Score with Detailed Comments for Debriefings with D-B Firms
- Be cognizant of the “Value of a Point”

PROPOSAL EVALUATOR PREPARATION

Proposal Evaluator Preparation

- Review RFP & Advertisement to have thorough understanding of D-B Firm expectations
- Develop good understanding of the evaluation criterion for each Phase
- Attend Meetings
 - Pre-scoping (Involvement in Ph I & Ph II Criteria)
 - Proposal Evaluator
 - Selection Committee
 - ATC
 - Q&A

Proposal Evaluator Preparation

- Make site visits (Understand Project Objectives)
- Obtain & Review Advertisement & RFP prior to evaluation

INDUSTRY FEEDBACK

Industry Feedback

- *Letter of Interest, RFP and overall D-B process should be consistent in all Districts*
- *D-B is best on certain projects; and should only be used on those types of projects (Project Selection Criteria)*
- *Consistency in Grading*
 - *100 point vs. 1000 point scale*
- *Selection Process requires too much of Designers; very costly up-front*
- *Don't need same level of detail on D-B plans vs. plans on conventional projects*

Industry Feedback

- *ATC - should the "suggesting" contractor "own" the idea or is it ok for the scope to reflect the innovation?*
- *Schedule of Values post award (except for Finance Projects)*
 - *LS contract; don't get in the "weeds" level of detail*
- *Contractors don't think the designers have enough liability insurance*
- *Less unknowns = less contingencies = better bids*

Industry Feedback

- *Look at the spread of DB teams of both consultant and contractors.*
- *Past experience is part of the selection/grading process and if you are getting started, you don't have any.*
- *How much value should be placed on innovation? How many points to add?*
- *Inconsistency in assigning grades. Try to remove as much subjectivity as possible.*

Phase I Results

Phase I Results						
TEAM		PAST PERFORMANCE EVALUATIONS (A)	PROJECT EXPERIENCE AND RESOURCES (A)	PROJECT APPROACH AND UNDERSTANDING OF CRITICAL ISSUES (A)	OTHER CONTENT IN EXPANDED LETTER OF INTEREST (A)	TOTAL (A-W)
FIRM 1	Proposal Evaluator 1	4.00	3.00	8.00	2.00	17.00
	Proposal Evaluator 2	4.00	3.00	7.00	2.00	16.00
	Proposal Evaluator 3	3.00	4.00	7.00	2.00	16.00
	Proposal Evaluator 4	5.00	3.00	7.00	0.00	15.00
	AVERAGE	4.00	3.25	7.25	1.50	16.00
FIRM 2	Proposal Evaluator 1	2.00	3.00	7.00	2.00	14.00
	Proposal Evaluator 2	3.00	3.00	7.00	2.00	15.00
	Proposal Evaluator 3	2.00	3.00	7.00	2.00	14.00
	Proposal Evaluator 4	2.00	4.00	6.00	0.00	12.00
	AVERAGE	2.25	3.25	6.75	1.50	13.75
FIRM 3	Proposal Evaluator 1	2.00	3.00	5.00	2.00	12.00
	Proposal Evaluator 2	3.00	3.00	5.00	2.00	13.00
	Proposal Evaluator 3	3.00	4.00	6.00	2.00	15.00
	Proposal Evaluator 4	1.00	2.00	6.00	1.00	10.00
	AVERAGE	2.25	3.00	5.50	1.75	12.50
FIRM 4	Proposal Evaluator 1	4.00	2.00	6.00	1.00	13.00
	Proposal Evaluator 2	4.00	4.00	7.00	2.00	17.00
	Proposal Evaluator 3	4.00	4.00	7.00	2.00	17.00
	Proposal Evaluator 4	5.00	5.00	7.00	1.00	18.00
	AVERAGE	4.25	3.75	6.75	1.50	16.25
FIRM 5	Proposal Evaluator 1	3.00	4.00	7.00	2.00	16.00
	Proposal Evaluator 2	3.00	4.00	8.00	2.00	17.00
	Proposal Evaluator 3	3.00	5.00	8.00	2.00	18.00
	Proposal Evaluator 4	1.00	5.00	8.00	0.00	14.00
	AVERAGE	2.50	4.50	7.75	1.50	16.25
FIRM 6	Proposal Evaluator 1	2.00	5.00	6.00	2.00	15.00
	Proposal Evaluator 2	2.00	3.00	6.00	2.00	13.00
	Proposal Evaluator 3	2.00	2.00	7.00	2.00	13.00
	Proposal Evaluator 4	3.00	2.00	7.00	1.00	13.00
	AVERAGE	2.25	3.00	6.50	1.75	13.50

Phase I Results						
TEAM		PAST PERFORMANCE EVALUATIONS (A)	PROJECT EXPERIENCE AND RESOURCES (A)	PROJECT APPROACH AND UNDERSTANDING OF CRITICAL ISSUES (A)	OTHER CONTENT IN EXPANDED LETTER OF INTEREST (A)	TOTAL (A-W)
FIRM 1	Proposal Evaluator 1	4.50	6.50	4.00	1.50	16.50
	Proposal Evaluator 2	6.00	7.00	3.00	2.00	17.00
	Proposal Evaluator 3	5.00	6.00	3.00	1.00	15.00
	Proposal Evaluator 4	4.00	5.00	3.00	2.00	14.00
	AVERAGE	4.63	6.13	3.25	1.63	15.63
FIRM 2	Proposal Evaluator 1	6.00	6.50	4.00	2.00	18.50
	Proposal Evaluator 2	6.00	6.00	4.00	2.00	18.00
	Proposal Evaluator 3	5.00	7.00	4.00	2.00	18.00
	Proposal Evaluator 4	8.00	8.00	4.00	2.00	22.00
	AVERAGE	6.80	6.88	4.00	2.00	17.88
FIRM 3	Proposal Evaluator 1	5.50	8.00	4.00	2.00	19.50
	Proposal Evaluator 2	8.00	8.00	4.00	2.00	22.00
	Proposal Evaluator 3	5.00	7.00	4.00	2.00	18.00
	Proposal Evaluator 4	5.00	7.00	4.00	2.00	18.00
	AVERAGE	5.38	7.00	4.00	2.00	18.38
FIRM 4	Proposal Evaluator 1	4.00	6.00	4.00	1.00	15.00
	Proposal Evaluator 2	5.00	7.00	3.00	2.00	17.00
	Proposal Evaluator 3	5.00	7.00	3.00	1.00	16.00
	Proposal Evaluator 4	4.00	6.00	3.00	2.00	15.00
	AVERAGE	4.50	6.38	3.25	1.53	15.75
FIRM 5	Proposal Evaluator 1	6.00	6.00	4.00	2.00	20.00
	Proposal Evaluator 2	6.00	7.00	4.00	2.00	19.00
	Proposal Evaluator 3	8.00	8.00	4.00	2.00	22.00
	Proposal Evaluator 4	6.00	7.00	4.00	2.00	19.00
	AVERAGE	6.00	7.00	4.00	2.00	19.60
FIRM 6	Proposal Evaluator 1	3.00	4.00	3.00	1.00	11.00
	Proposal Evaluator 2	4.00	6.00	3.00	1.00	14.00
	Proposal Evaluator 3	4.00	6.00	3.00	1.00	14.00
	Proposal Evaluator 4	4.00	4.00	2.00	1.00	11.00
	AVERAGE	3.75	5.00	2.75	1.00	12.50
FIRM 7	Proposal Evaluator 1	5.00	4.00	4.00	1.50	14.50
	Proposal Evaluator 2	5.00	6.00	4.00	2.00	17.00
	Proposal Evaluator 3	6.00	7.00	3.00	1.00	16.00
	Proposal Evaluator 4	6.00	6.00	4.00	2.00	18.00
	AVERAGE	5.60	5.80	3.75	1.53	16.88

QUESTIONS & ANSWERS

Questions & Answers

- Résumés for Specialty Work
- Other Content

RECAP

- Overview of the Two Phase ASDB Procurement Process
- Phase I Expanded Letters of Interest (ELOI) Requirements
- Phase I (ELOI) Evaluation Criteria
- Phase I (ELOI) Evaluation Guidance
- Phase II Technical Proposal (TP) Evaluation Criteria
- Phase II (TP) Evaluation Guidance

RECAP

- Phase I (ELOI) & Phase II (TP) Scoring Guidance
- Industry Feedback
- Phase I Results

Reference Documents & Helpful Websites

- D-B Procurement & Administration Procedure (625-020-010)

<http://www2.dot.state.fl.us/proceduraldocuments/procedures/bin/625020010.pdf>

- Design-Build Guidelines

<http://www.dot.state.fl.us/construction/DesignBuild/DBRules/DesignBuildGuidelines.pdf>

- SCO Intranet (D-B Procurement Information Page)

http://infonet.dot.state.fl.us/tlconstruction/DB_ELOI/ELOI_Main.htm

- SEP 14 Request & Approval

<http://www.dot.state.fl.us/construction/AltContract/General/SEP14.shtm>

THANK YOU!!!!