2019 Guam Industry Day
Session 2 – Bid to Contract Award
Opportunities to Lower Costs, Cut Time & Schedule

Discussion Topics

1. Advertise/Communicate upcoming projects on FBO, etc.
   a. Allows teams to better prepare for the upcoming RFP’s
      i. Teaming Agreement/Subcontracting partners/Designers
   b. Teams need to plan their resources, allocate manpower in order to adequately respond to the RFP’s

2. Pre-Proposal Conference
   a. Include DOR
   b. Site Visit with bid teams
      i. Include end user to discuss expectation of deliverable

3. Enhance quality & completeness of RFP documents
   a. Bridging documents need to be more complete to reduce large number of pre-bid RFI’s
   b. Price increases when there is not enough time or sufficient information to professionally & accurately bid
   c. Quality of RFP lowers cost and reduces time be taking away unknowns and pricing accordingly
   d. Sitework, soils and geotechnical are the biggest impacts on cost and schedule delays.
   e. Need much higher level of completeness and information to limit this risk

4. Increase bid time
   a. Gives teams a better shot at getting things right
   b. Gives more time to the Government to fully answers pre-bid RFI’s
   c. Contractors can be more creative & lower costs and schedule
   d. Longer timeframes lower risk to budget schedule

5. Lower/Compress time from bid date to award
   a. Extended time for projects to be awarded, create material and labor escalation
      i. Costs passed on to Government
   b. Extended time, impacts contractors bonding lines & minimizes number of bidders
      i. Significant issue for Small Businesses
   c. Time delays for awards, delays the pace to the overall program and creates stacking of projects which will result in great impacts to a program like DPRI
   d. Include deductive alternates on all bids
      i. Allows for timely awards
      ii. Allows for projects to come under cost caps

6. Contractor to evaluate RFP’s
   a. Contractors are best suited to look at constructability of design documents
   b. Contractors are best suited to identify cost effective materials in the marketplace
   c. Contractors can validate Government Estimate
   d. This process will significantly reduce pre-bid RFI’s, enhance the overall quality of the RFP, and validate project costs in current market.