May 9, 2018

MDOT-SHA Procurement Update for A/E Contracts
Anticipated A/E Advertisements

- This page lists MDOT-SHA’s projected Architectural & Engineering (A/E) Services contracts along with the anticipated dollar value and SHA issuing Office for the 2018 calendar year.
- To View or Print the most up-to-date list of Upcoming A&E Procurements
- go to:
  - www.roads.maryland.gov
  - Business Center>Contracts, Bids & Proposals>
  - Consultants Services Center>Upcoming Advertisements
  - Click on Architectural & Engineering Advertisements
Goodbye to 2017.

• And, what a year it was!!! 😢😂
  • We cried 😢
  • We laughed 😂

• But most of all we: CHANGE 🚗
What Changed???

• New Structure for OPCM
• Re-organized and additional staff
• New Team Members
  • Over 75% of the OPCM Team has been in the office, their position, or in some cases both, less than one year.
• New Emphasis on Accountability and Transparency
  • A comprehensive review of all processes, policies and documents related to A/E procurement has begun, with a focus on expediency, fairness, accountability and transparency
• New (and not so new) Laws and Regulations
  • MDOT-SHA is working diligently to revise current documents, policies and procedures to address changes made to Maryland law as a result of the 2017 legislative session, many of which went into effect on October 1, 2017.
  • We are also working with FHWA to bring us into compliance with the federal rule (23 CFR 172) that governs A/E consultant contracts funded with federal dollars.
Procurement Reform and Modernization

• Significant Changes to A/E Procurement
  ▪ State
    ▪ EOI is optional
    ▪ TPSSB has been eliminated
    ▪ DGS and MDOT are under the same regulations now, not in different sections
  ▪ Federal
    ▪ Secondary competition for task orders
    ▪ No more time extensions (5 year limit) or contract value increases
    ▪ SBE contracts

• A/E Procurement Standardization across TBUs
  ▪ 6 Transportation Business Units, One MDOT approach
Time to Complete A/E Procurements at MDOT-SHA

**Avg Months to Complete**

<table>
<thead>
<tr>
<th>Period</th>
<th>Contracts</th>
<th>Avg Months to Complete</th>
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<tbody>
<tr>
<td>CY 2015 - 24 CONTRACTS</td>
<td>24</td>
<td>51.33</td>
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<tr>
<td>CY 2016 - 104 CONTRACTS</td>
<td>104</td>
<td>29.35</td>
</tr>
<tr>
<td>CY 17 (Q1-Q3) - 41 CONTRACTS</td>
<td>41</td>
<td>27.8</td>
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Avg Months to Complete
More Changes Coming Soon!

• Overall A/E Process Improvement
  • The goal = to incrementally decrease the time from advertisement to award from 24 months, to 18 months, to the final goal of 12 months.

• Updated Documents/Guidance
  • Expect updated versions of the A/E contract, the RFP and the Volume II Specifications Book (last updated in 1986).

• New Rating and Ranking Guidance for MDOT-SHA
  • The goal = provide a clear, concise and easily understandable way to rate and rank proposals that leads to more effective debriefings and less mystery as to how a proposal is scored.

• New (for SHA) Negotiation Process
  • OPCM will be partnering with the requesting offices to conduct “in-person” price negotiations with firms that presented top ranking proposals.
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