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?
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
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
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**
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
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?

Michael Coates, RA
Chief, Architectural and Interior Design Section
Michael.s.coates@usace.army.mil
Phone: 816 389-3231