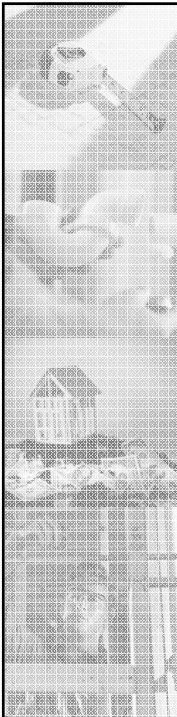




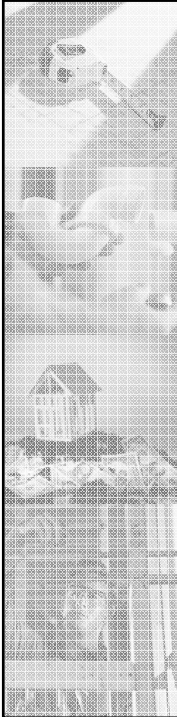
THE PUBLIC WORKS BIDDING PROCESS

- **Sharon Bolle**
Lundgren Management Corporation



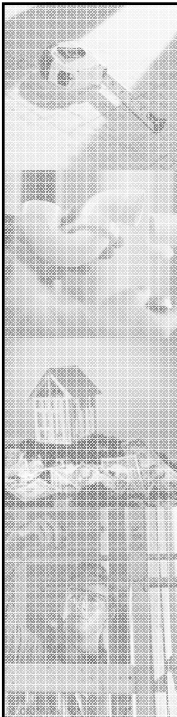
THE PUBLIC WORKS BIDDING PROCESS

- External Factors that Influence the Bid Environment
- Internal Factors that Influence the Bid Environment
- Tips for Creating a Competitive Bid Environment



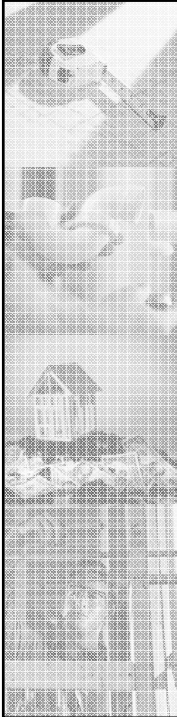
THE PUBLIC WORKS BIDDING PROCESS

- External Factors
 - National & International Factors
 - Natural Disasters
 - Global Growth
 - Supply & Demand
 - California Bond Measures
 - Changes in Material Costs
 - Availability of Contractors
 - Decrease in housing market
 - Increase in Infrastructure projects & other PW projects



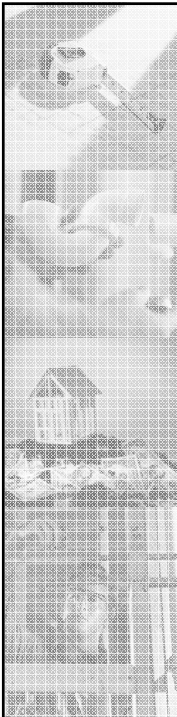
THE PUBLIC WORKS BIDDING PROCESS

- Internal Factors
 - Design Phase
 - Pre-construction Phase
 - Bid Phase



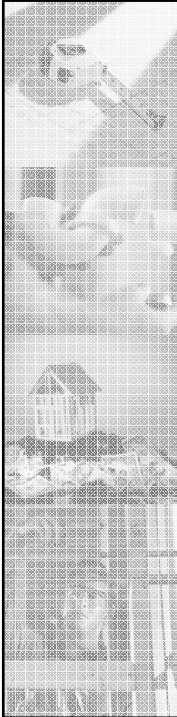
THE PUBLIC WORKS BIDDING PROCESS

- Design Phase
 - District Standards & Specs
 - Develop an **accurate and current** set of District Standards and Specifications
 - Make sure everyone is using your District Standards
 - Review on a regular basis to keep them up-to-date
 - Consider external factors & longevity when specifying materials and products
 - Sustainability
 - Obsolete Technology



THE PUBLIC WORKS BIDDING PROCESS

- Design Phase
 - District Standards & Specs
 - Sole sourcing
 - Pros & cons
 - “or equal”
 - Determine what District will accept as an equal prior to bid



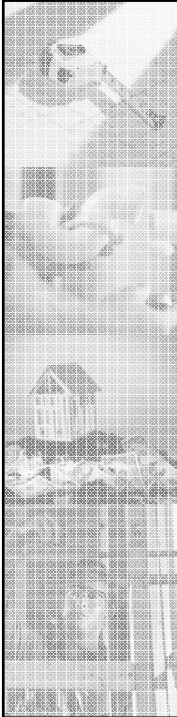
THE PUBLIC WORKS BIDDING PROCESS

- Design Phase
 - Schedule sufficient time for development of construction documents
 - Require site visits for modernization projects
 - Allow enough time for review of CD's
 - Bring CM in early to assist with the design process
 - Constructability Reviews
 - Make sure CR comments are incorporated into CD's
 - Helps to minimize addendums



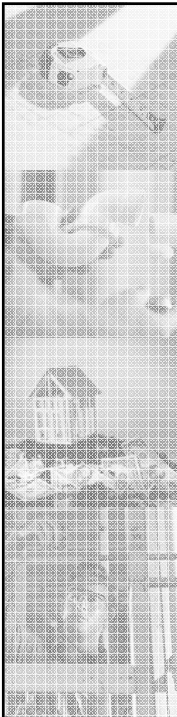
THE PUBLIC WORKS BIDDING PROCESS

- Pre-construction Phase
 - Estimates
 - Require CM & Architect to provide **detailed** estimates
 - Determine Delivery Method
 - Prepare CD's with delivery method in mind
 - Coordination between design disciplines especially with multiple-prime



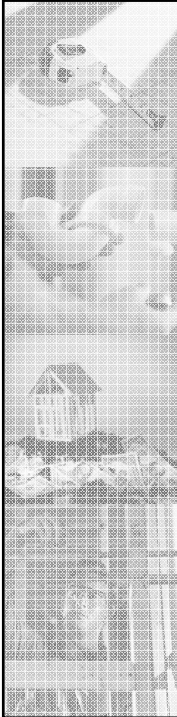
THE PUBLIC WORKS BIDDING PROCESS

- Pre-construction Phase
 - Set realistic construction schedule
 - Phasing
 - Unrealistic schedules increase costs
 - Have front-end documents reviewed early
 - Consistency, consistency, consistency
 - CMAS, DGS purchasing options
 - Service Contracts
 - Know the impact – price & legal



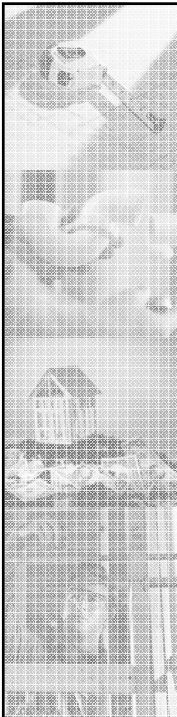
THE PUBLIC WORKS BIDDING PROCESS

- Pre-construction Phase
 - Work scopes
 - Review for consistency
 - Coverage between bid packages
 - Certification requirements for contractors
 - Building License
 - Home Depot Decision



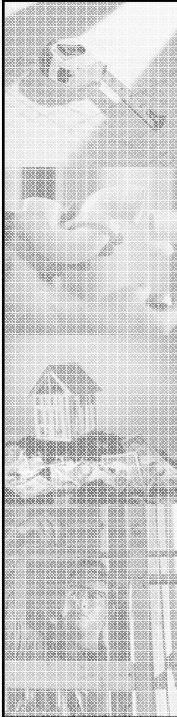
THE PUBLIC WORKS BIDDING PROCESS

- Bid Phase
 - Know the Public Contract Code
 - Advertising
 - Addendum
 - Award
 - Protests
 - Alternates
 - add
 - deduct
 - Bid packaging
 - Use common sense
 - Skill sets
 - Bonding capacity
 - Insurance requirements



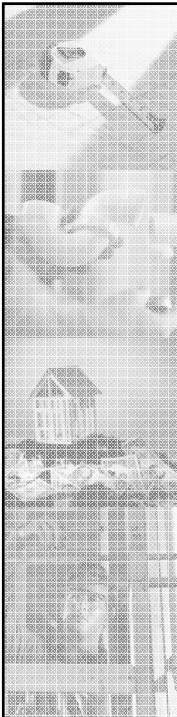
THE PUBLIC WORKS BIDDING PROCESS

- Bid Phase
 - Request substitutions prior to bid
 - If nothing specified, contractors have 35 days after award to submit substitutions of “or equal” items
 - Bid walks
 - Mandatory or not
 - Cannot be within 5 calendar days of original public notice inviting bids
 - Local bid climate
 - Check plan rooms and/or publications



THE PUBLIC WORKS BIDDING PROCESS

- Bid Phase
 - Give bidders sufficient time to review CD's and prepare take-off and estimates
 - Prequalification of bidders
 - Public Contract Code section 20101
 - When to prequalify
 - Difficult or unique projects
 - When significant expertise is required



THE PUBLIC WORKS BIDDING PROCESS

- Bid Phase
 - Know your local bid market
 - Generate interest long before bid time
 - After first public ad
 - Develop Reputation for treating contractors fairly
 - Make your project appealing to them
 - Clear front-end documents
 - Minimal addendums
 - Good set of construction drawings