

How to Read an RFP (and prepare a good bid)

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April 9, 2018



Type of Solicitation

- **Sealed Bidding**
- **Contracting by Negotiation**
- **Sole Source Acquisitions**
- **Competitive Acquisitions**



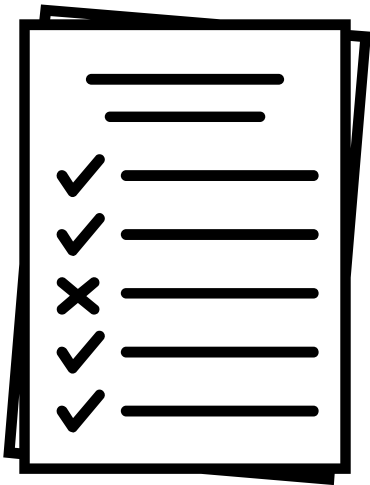
Competitive Acquisitions

- **LPTA - Low Price Technically Acceptable**
- **Best Value Tradeoff**



LPTA

When best value is expected to result from selection of the **technically acceptable** proposal with the **lowest** price.



The RFP will state:

- The evaluation factors establishing the requirements of acceptability
- Past performance need not be an evaluation factor in lowest price technically acceptable source selections.

LPTA

- **The Contracting Officer can elect to consider past performance**
- **If Contracting Officer determines that a small business' past performance is not acceptable, the matter shall be referred to the Small Business Administration**
- **Tradeoffs are not permitted**

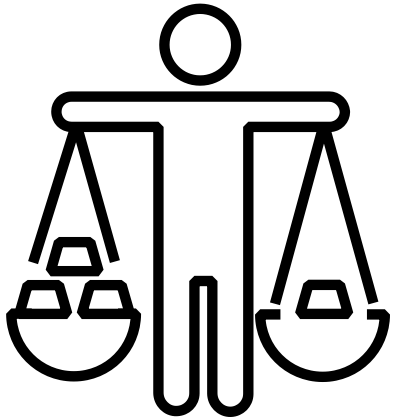
Best Value Tradeoff

When it may be in the best interest of the Government to consider award to **other than** the lowest priced offeror or the highest technically rated offeror.

Best Value Tradeoff

- **Permits tradeoffs among price and non-cost (technical) factors**
- **Allows acceptance of other than the lowest priced proposal**
- **Benefits of the higher priced proposal shall merit the additional cost**
- **Tradeoff rationale must be documented in the file in accordance with FAR 15.406**

Best Value Tradeoff



The RFP will state:

- All the evaluation factors that will affect contract award and their relative importance
- Basis of Award (always stated)
 - One-Step or Two-Step
 - How price and non-price factors are weighted

The background features a complex geometric pattern of overlapping hexagons and triangles. The colors transition from light greens and yellows on the left to oranges, reds, and purples in the center, and finally to various shades of blue on the right. The text is centered horizontally and partially overlaps the colorful geometric shapes.

READ the RFP!



Form 1442

Description of work

Delivery Information

Special conditions

Project Value

NAICS Code

Restriction information

Additional requirements

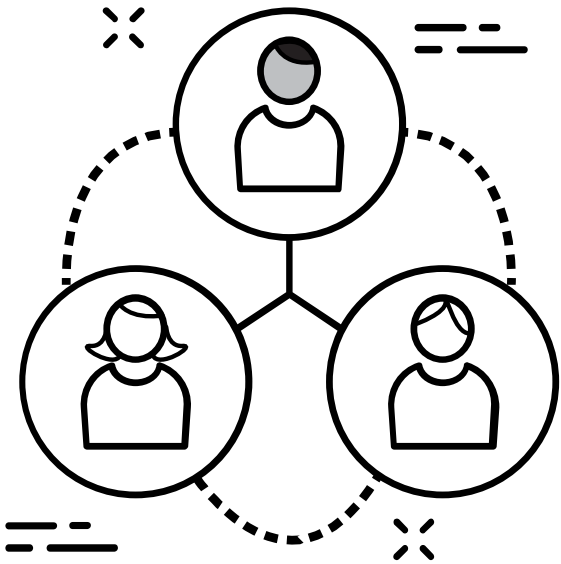
| | | | | | |
|---|--|--------------------------------------|--|--|--------------------------|
| SOLICITATION, OFFER, AND AWARD <i>(Construction, Alteration, or Repair)</i> | | 1. SOLICITATION NO. N4008518R8707 | 2. TYPE OF SOLICITATION <input type="checkbox"/> SEALED BID (IFB) <input checked="" type="checkbox"/> NEGOTIATED (RFP) | 3. DATE ISSUED 14-Feb-2018 | PAGE OF PAGES 1 OF 74 |
| IMPORTANT - The "offer" section on the reverse must be fully completed by offeror. | | | | | |
| 4. CONTRACT NO. | | 5. REQUISITION/PURCHASE REQUEST NO. | | 6. PROJECT NO. | |
| 7. ISSUED BY NAVFAC MID ATLANTIC IPT NORTH 9324 VIRGINIA AVENUE BLDG Z-140 NORFOLK VA 23511 | | CODE N40085 | 8. ADDRESS OFFER TO <i>(If Other Than Item 7)</i> CODE | | |
| TEL: | | FAX: | See Item 7 | | |
| 9. FOR INFORMATION CALL: | | A. NAME | | B. TELEPHONE NO. <i>(Include area code)</i> (NO COLLECT CALLS) | |
| SOLICITATION | | | | | |
| NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid" and "bidder". | | | | | |
| 10. THE GOVERNMENT REQUIRES PERFORMANCE OF THE WORK DESCRIBED IN THESE DOCUMENTS <i>(Title, identifying no., date):</i> | | | | | |
| SOLICITATION NO. N40085-18-R-8707 DESIGN-BUILD (DB) UNACCOMPANIED HOUSING NAVAL STATION GREAT LAKES, ILLINOIS | | | | | |
| PROPOSALS ARE DUE ON TUESDAY, 20 MARCH 2018, AT 2:00 PM EDT. REFER TO SECTION 00100 FOR PROPOSAL DELIVERY INFORMATION. | | | | | |
| PRE-PROPOSAL INQUIRIES (PPI) CUT-OFF DATE AND TIME IS FRIDAY, 09 MARCH 2018, AT 5:00 PM EDT. ALL PPIs SHALL BE SUBMITTED TO PHILIP COLE VIA EMAIL AT: PHILIP.J.COLE@NAVY.MIL. | | | | | |
| MAGNITUDE OF CONSTRUCTION FOR THIS PROJECT IS BETWEEN \$25,000,000 AND \$100,000,000 IN ACCORDANCE WITH DFARS 236.204. Design-Build Budget for this procurement is \$64,897. | | | | | |
| NAICS CODE IS 236220 - COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION, AND THE SMALL BUSINESS SIZE STANDARD IS \$36,500,000. | | | | | |
| THIS ACQUISITION IS BEING SOLICITED ON AN UNRESTRICTED BASIS WITH FULL AND OPEN COMPETITION. | | | | | |
| WAGE DETERMINATION GENERAL DECISION NUMBER: IL170008 02/10/2017 IL8 | | | | | |
| 11. The Contractor shall begin performance within <u>15</u> calendar days and complete it within <u>730</u> calendar days after receiving <input checked="" type="checkbox"/> award, <input type="checkbox"/> notice to proceed. This performance period is <input type="checkbox"/> mandatory, <input type="checkbox"/> negotiable. (See 52.211-10 _____.) | | | | | |
| 12 A. THE CONTRACTOR MUST FURNISH ANY REQUIRED PERFORMANCE AND PAYMENT BONDS? <i>(If "YES," indicate within how many calendar days after award in Item 12B.)</i> | | | | 12B. CALENDAR DAYS | |
| <input checked="" type="checkbox"/> YES <input type="checkbox"/> NO | | | | 15 | |
| 13. ADDITIONAL SOLICITATION REQUIREMENTS: | | | | | |
| A. Sealed offers in original and <u>5</u> copies to perform the work required are due at the place specified in Item 8 by <u>02:00 PM</u> (hour) local time <u>20 Mar 2018</u> (date). If this is a sealed bid solicitation, offers must be publicly opened at that time. Sealed envelopes containing offers shall be marked to show the offeror's name and address, the solicitation number, and the date and time offers are due. | | | | | |
| B. An offer guarantee <input checked="" type="checkbox"/> is, <input type="checkbox"/> is not required. | | | | | |
| C. All offers are subject to the (1) work requirements, and (2) other provisions and clauses incorporated in the solicitation in full text or by reference. | | | | | |
| D. Offers providing less than <u>120</u> calendar days for Government acceptance after the date offers are due will not be considered and will be rejected. | | | | | |

Other Forms and Attachments

- ✓ **Experience – Attachment A**
- ✓ **Past Performance Questionnaire (PPQ)**
- ✓ **Pass Request**
- ✓ **Preproposal Inquiry (PPI)**
- ✓ **Request for Information (RFI)**
- ✓ **Small Business Participation**
- ✓ **Amendments**



Factor 1 Technical Approach: Who is your Team?



- Roles, responsibilities
- Contractual relationships (JV, teaming)
- Past experience together
- Organization chart
- Page limitations (2 pages max)
- Teaming letters or Agreements
- Acceptable/Unacceptable



RFP Compliance Checklist

- Organize and track team member responsibilities
- Set deadlines

Navy P-714 Compliance Checklist

| Bid Due Date: 3/20/18 @ 2pm ET | Proposed Dates | Number of Offices, Change Forms | Responsible Party | | | Status/Reviews | | | | Comments |
|---|----------------|---------------------------------|-------------------|------|---------|----------------|---------|---------|--------|---------------|
| | | | CO | Lead | Support | Pre-Sub | Pre-Sub | Pre-Sub | Final | |
| Factor 1 - Technical Approach | | | | | | | | | | |
| (1) Provide a narrative describing the proposed primary construction firms and primary design firms for this contract and the rationale for proposing this arrangement. Provide the role, responsibilities, and contractual relationships between the various firms (see FAR Subpart 8.6). The narrative shall also include a simple organizational chart that clearly identifies the lines of authority between the entities. If the experience of a significant design subcontractor is being claimed in Factor 2, the firm must be named in the above narrative and organizational chart. | 2 | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | |
| (2) In addition to the narrative, the offeror shall submit a signed copy of a joint venture agreement, partnership agreement, teaming agreement, approved mentor/protege agreement (MPPA), or letter of commitment for each member of the offeror's team identified above (e.g., joint venture member, partner, team member, subcontractor parent company, subsidiary, or other affiliated company, etc.). | n/a | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | |
| Factor 2 - Experience | | | | | | | | | | |
| Submit a minimum of one (1) up to a maximum of five (5) relevant construction projects for the offeror that best demonstrates your experience on relevant projects (similar in size, scope, and complexity to the RFP). For purposes of this evaluation, a relevant project is further defined as: | 2 each | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | 1, 2, 3, 4, 5 |
| <ul style="list-style-type: none"> • Size: Facility of or least 120,000 total square feet or greater. • Scope: New construction of a multi-story (minimum of three stories), multi-unit living facility, such as school, lodge, bachelor's quarters, dormitory, condominium, or apartment building. • Complexity: Structural frame consisting of reinforced concrete or structural steel. • Ensure that the project description clearly identifies whether the project is new construction or renovation, provides the square footage and final construction cost, and addresses how the project meets the scope/complexity requirements. • Projects submitted for the offeror must have been completed within the past five (5) years of the date of issuance of this RFP. • The attached Construction & Design Experience Project Data Sheet (Attachment A) is MANDATORY and SHALL be used to submit project information. If • For all submitted projects, the description of the project that clearly describe the scope of work performed and the relevancy to the project requirements of this RFP (i.e., unique features, area, construction methods). In addition, the description should also address any sustainable features for the project, including specific descriptions. • Offerors who fail to submit experience for all listed feature categories may be penalized. • Offerors are still limited to a total of five (5) projects combined. | | | | | | | | | | |
| Submit a minimum of one (1) up to a maximum of two (2) projects, demonstrating experience with the demolition of a multi-story building (minimum 3 stories), with a minimum square footage of 30,000 square feet. | 2 each | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | 1, 2 |
| (2) Design Experience: Submit a minimum of two (2) up to a maximum of five (5) design projects for the design team that best demonstrates design experience on relevant projects that are similar in size, scope, and complexity to the RFP. | 2 each | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | 1, 2, 3, 4, 5 |
| Factor 3 - Past Performance | | | | | | | | | | |
| If a completed Contractor Performance Assessment Reporting System (CPARS) evaluation is available, it shall be submitted with the proposal for each project included in Factor 2 for construction experience. If a completed AE Contractor Performance Assessment Reporting System (CPARS) evaluation is available, it shall be submitted with the proposal for each project included in Factor 2 for design experience. If there is not a completed CPARS evaluation then submit Past Performance Questionnaires (Attachment B) for each project included in Factor 2 for both Construction Experience and Design Experience. The Offeror should provide completed Past Performance Questionnaires (PPQ) to the proposal. Offerors shall not incorporate by reference into their proposal PPQs previously submitted for other RFPs. However, this does not preclude the Government from utilizing previously submitted PPQ information in the past performance evaluation. If the Offeror is unable to obtain a completed PPQ from a client for a project) before proposal closing date, the Offeror shall complete and submit with the proposal the first page of the PPQ, which will provide contract and client information for the respective projects). The Government may make reasonable attempts to contact the client noted for that project) to obtain the PPQ information. However, Offerors should follow-up with clients/references to help ensure timely submittal of questionnaires. If the client requests, questionnaires may be submitted directly to the Government's point of contact. | | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | |
| Factor 4 - Safety | | | | | | | | | | |
| (a) Experience Modification Rate (EMR): Include three previous complete calendar years' worth of data. This rate compares company's annual losses in insurance claims against its policy premiums. The offeror may submit an insurance company provided equivalent rate if no EMR exists. If the offeror has no EMR or premium, for any year, affirmatively state so and explain why. Any extenuating circumstances that affect the EMR and negative trends should be addressed as part of this factor submission. | | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | |
| (b) OSHA Safety Away from Work, Restricted Duty, or Job Transfer (DART) Rate: Submit three previous complete calendar years' worth of data. If an offeror cannot submit an OSHA DART, for any year, affirmatively state so and an explanation must be provided. Any extenuating circumstances that affected the OSHA and DART data negatively must be addressed as part of this factor submission. | | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | |
| (c) Total Recordable Case (TRC) Rate: Submit three previous complete calendar years' worth of data. If an offeror cannot submit TRC rates, for any year, affirmatively state so and an explanation must be provided. Any extenuating circumstances that affected the TRC rate data negatively must be addressed as part of this factor submission. | | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | |
| (d) Technical Approach for Safety: The technical approach to safety narrative shall be limited to one (1) double-sided page (or two (2) single-sided pages), and must address all items below: 1. The offeror shall describe the plan for safety that will be implemented to evaluate safety performance of potential subcontractors as part of the selection process for all jobs of subcontractors. 2. The offeror shall fully describe the safety management system that they will use to oversee the safety compliance and performance of self performed and subcontractor performed work. 3. The offeror shall describe any innovative methods that will be employed to ensure and monitor safe work practices at all self performed and/or all subcontractor levels. 4. The offeror shall describe their methodology to ensure an effective program that facilitates sound mishap prevention techniques and processes, employee reporting of unsafe conditions, unsafe activities, and near-miss mishaps. | | | | | | 7-Mar | 14-Mar | 16-Mar | 20-Mar | |

Factor 2 Experience: How relevant are your projects?

- Construction, Design, Key Subcontractor experience
- Relevancy is clearly defined by:
 - Type (new construction, renovation)
 - Size (square feet, number of stories)
 - Scope of work
 - Complexity (structural frame, historical)
 - Value (\$)
 - Delivery method (design-build)
- Higher rating for team experience working together on relevant projects



Attachment A

- **Select projects**
- **Complete form thoroughly**

| ATTACHMENT A CONSTRUCTION & DESIGN EXPERIENCE PROJECT DATA SHEET | |
|--|--|
| Project No. (check one) : <input type="checkbox"/> CON #1 <input type="checkbox"/> CON #2 <input type="checkbox"/> CON #3 <input type="checkbox"/> CON #4 <input type="checkbox"/> CON #5 <input checked="" type="checkbox"/> DEMO #1 <input type="checkbox"/> DEMO #2 <input type="checkbox"/> DESIGN #1 <input type="checkbox"/> DESIGN #2 <input type="checkbox"/> DESIGN #3 <input type="checkbox"/> DESIGN #4 <input type="checkbox"/> DESIGN #5 | |
| 1. Experience for: <input type="checkbox"/> Offeror <input type="checkbox"/> Joint-Venture <input checked="" type="checkbox"/> Other (Explain) Offeror joint venture partner: Blinderman Construction Firm Name: JADE Blinderman JV Address: 145 Bernice Drive, Bensenville, IL 60106 Phone Number: 773.594.1600 DUNS Number: 080829131 Point of Contact: Steve Blinderman, Principal-In-Charge Contact Phone Number: 312.982.2602 | |
| 2. Work Performed as: <input checked="" type="checkbox"/> Prime Contractor <input type="checkbox"/> Sub Contractor <input type="checkbox"/> Joint Venture <input type="checkbox"/> Other (Explain) Percent of project work performed: 100% If subcontractor, who was prime (Name/Phone #): N/A | |
| 3. Contract Number: N40083-11-D-3033 Delivery/Task Order Number: N/A Title: Building 533 Demolition including options for Buildings 76, 24b, c, d, & e Location: Naval Station Great Lakes, Great Lakes IL | |
| 4. Award Date (mm/dd/yy): 03.13.14 Completion Date (mm/dd/yy): 05.08.15 | |
| 5. Type of work: <input type="checkbox"/> New Construction <input type="checkbox"/> Renovation <input type="checkbox"/> Repair <input type="checkbox"/> Alteration <input checked="" type="checkbox"/> Other (explain): Design-Build Demolition | |
| 6. Type of Contract/Task Order: (Check ALL that apply) <input checked="" type="checkbox"/> Firm-Fixed Price <input type="checkbox"/> Cost/Time and Material <input type="checkbox"/> Other (explain): | |
| Complete Block 7 for Construction Projects. Complete Block 8 for Design Projects. | |
| 7. Construction Project: Award Amount: \$1,527,205. Final Price: \$1,527,205. Type of Contract/Task Order: (Check ALL that apply) <input checked="" type="checkbox"/> Design-Build <input type="checkbox"/> Design-Bid-Build <input type="checkbox"/> Delivery/Task Order (IDIQ) <input type="checkbox"/> Other (explain): If Design-Build, identify the Lead Design Firm: FGM Architects | |
| 8. N/A | |



Attachment A

- **2-page limitation per project**
- **Highlight relevancy**
- **Communicate detail**

9. Provide a detailed description of the project and the relevancy to the project requirements of this RFP (i.e.: unique features, square footage, construction methods), including any sustainable features or USGBC LEED certifications. If design-build, include a description of the design-effort.

- Demolition of a multi-story building (minimum 3 stories)
- Minimum square footage of 30,000 square feet.
- Completed within the past five (5) years

The scope of the Demolition 533 project involved demolition projects on three separate sites.

The varying physical conditions and characteristics of each site called for different equipment and labor requirements.

- 1 - a former barracks building (B533)
- 2 - a former Red Cross building (B76)
- 3 - partial demolition and burying (4) former bunkers (24b,c,d,e).

Building 533 site involved complete demolition of a 3-story, 68,500 SF masonry building including removal of the foundation, capping of utilities and landscape of the site. The large abatement scope included abatement of pipe insulation and floor mastic throughout the building. An extensive amount of interior furnishings were removed. Project debris was hauled out consistently onto Paul Jones Street – a main thoroughfare for vehicle and pedestrian traffic – without incident. Safety of surroundings was paramount on this job. Additional care was taken with dust control due to the jobsite's adjacency to the cafeteria building. Dust control was achieved with the use of water and strategic demolition techniques.

Building 76 involved demolition of a 2-story masonry building with partial removal of the foundation, capping of utilities, installation of bollards and landscaping of the site. Abatement included some asbestos removal of window caulk. The building was located on the top of a steep slope adjacent to the main gate. The JADE Blinderman Team devised a specifically sequenced demolition plan which necessitated coordination of gate closure to allow access to the site by heavy equipment.

Buildings 24b,c,d, and e, included demolishing the wing walls and facades of concrete bunkers. After infilling the doorways with concrete, the bunker structures were filled with gravel, infilling the access with soil and landscaping. This demolition site was located adjacent to Pettibone Creek in close vicinity of Forked Asters – a rare endangered native plant species – which required additional care and logistical planning.

10. Provide a detailed description of what work your firm self-performed on this project:

The JADE Blinderman JV self-performed project management, quality control, safety management, installation of a drainage system in B24 b,c,d,e, and general cleanup duties.

11. Other Information:

- FGM Architects led the design effort on this project, which was focused on the utility and grading aspects of the project. Buildings 24 b,c,d,& e required a design strategy to complete the sealing and covering of the structures. The environmental DOR issued detailed abatement drawings and plans. The design team worked closely with NAVFAC to achieve the intended results for the project.
- Though the RFP called for 50% recycling rate, a 97% recycling rate was achieved on this project.
- Performing demolition at Naval Station Great Lakes poses unique construction challenges. Security protocol, older infrastructure, heavy pedestrian traffic, tight corners, and narrow streets which require logistics planning and careful coordination. Our team partnered with NAVFAC, security, the fire department, and other personnel to plan the logistics of moving heavy equipment and debris within the base, working together to ensure the safety of surrounding vehicle and pedestrian traffic and the protection of government property. Partnering with NAVFAC ensured that any issues that arose were quickly resolved.
- All project subcontractors obtained RAPIDGate passes for their workers, drivers and all necessary support personnel (i.e. refueling and mechanics) so work could proceed efficiently.

Factor 3 Past Performance:

Does your performance record instill confidence?

- **CPARS or Past Performance Questionnaire (PPQ)
for each project presented in Factor 2**
- **Can provide explanation for adverse performance issues**
- **Recency, relevancy and quality of Past Performance**
- **NAVFAC vs USACE**



PPQ Form

- Simple questionnaire
- Offeror fills out Page 1 and submits to reference source for completion
- If not returned in time for inclusion into proposal, Page 1 may be submitted

ATTACHMENT B
NAVFAC/USACE PAST PERFORMANCE QUESTIONNAIRE (Form PPQ-0)

CONTRACTOR INFORMATION (Contractor to complete Blocks 1-4)

1. Contractor Information
 Firm Name: _____ CAGE Code: _____
 Address: _____ DUNS Number: _____
 Phone Number: _____
 Email Address: _____
 Point of Contact: _____ Contact Phone Number: _____

2. Work Performed as: Prime Contractor Sub Contractor Joint Venture Other (Explain): _____
 Percent of project work performed: _____
 If subcontractor, who was the prime (Name/Phone #): _____

3. Contract Information
 Contract Number: _____
 Delivery/Task Order Number (if applicable): _____
 Contract Type: Firm Fixed Price Cost Reimbursement Other (Please specify): _____
 Contract Title: _____
 Contract Location: _____
 Award Date (mm/dd/yy): _____
 Contract Completion Date (mm/dd/yy): _____
 Actual Completion Date (mm/dd/yy): _____
 Explain Differences: _____
 Original Contract Price (Award Amount): _____
 Final Contract Price (to include all modifications, if applicable): _____
 Explain Differences: _____

4. Project Description:
 Complexity of Work High Med Routine
 How is this project relevant to project of submission? (Please provide details such as equipment, requirements, conditions, etc.) _____

CLIENT INFORMATION (Client to complete Blocks 5-8)

5. Client Information
 Name: _____
 Title: _____
 Phone Number: _____
 Email Address: _____

6. Describe the client's role in the project: _____

7. Date Questionnaire was completed (mm/dd/yy): _____

8. Client's Signature: _____

SOURCE SELECTION SENSITIVE INFORMATION
DISCLOSURE LIMITATIONS AS OUTLINED IN FAR 2.101 & 3.

Contractor Information (Firm Name): _____

Client Information (Name): _____

TO BE COMPLETED BY CLIENT

PLEASE CIRCLE THE ADJECTIVE RATING WHICH BEST REFLECTS YOUR EVALUATION OF THE CONTRACTOR'S PERFORMANCE.

| | | | | | |
|--|---|----|---|---|---|
| 1. QUALITY: | | | | | |
| a) Quality of technical data/report preparation efforts | E | VG | S | M | U |
| | N | | | | |
| b) Ability to meet quality standards specified for technical performance | E | VG | S | M | U |
| | N | | | | |
| c) Timeliness/effectiveness of contract problem resolution without extensive customer guidance | E | VG | S | M | U |
| | N | | | | |
| d) Adequacy/effectiveness of quality control program and adherence to contract quality assurance requirements (without adverse effect on performance) | E | VG | S | M | U |
| | N | | | | |
| 2. SCHEDULE/TIMELINESS OF PERFORMANCE: | | | | | |
| a) Compliance with contract delivery/completion schedules including any significant intermediate milestones. (If liquidated damages were assessed or the schedule was not met, please address below) | E | VG | S | M | U |
| | N | | | | |
| b) Rate the contractor's use of available resources to accomplish tasks identified in the contract | E | VG | S | M | U |
| | N | | | | |
| 3. CUSTOMER SATISFACTION: | | | | | |
| a) To what extent were the end users satisfied with the project? | E | VG | S | M | U |
| | N | | | | |
| b) Contractor was reasonable and cooperative in dealing with your staff (including the ability to successfully resolve disagreements/disputes; responsiveness to administrative reports, businesslike and communication) | E | VG | S | M | U |
| | N | | | | |
| c) To what extent was the contractor cooperative, businesslike, and concerned with the interests of the customer? | E | VG | S | M | U |
| | N | | | | |
| d) Overall customer satisfaction | E | VG | S | M | U |
| | N | | | | |
| 4. MANAGEMENT/ PERSONNEL/LABOR | | | | | |
| a) Effectiveness of on-site management, including management of subcontractors, suppliers, materials, and/or labor force? | E | VG | S | M | U |
| | N | | | | |
| b) Ability to hire, apply, and retain a qualified workforce to this effort | E | VG | S | M | U |
| | N | | | | |
| c) Government Property Control | E | VG | S | M | U |
| | N | | | | |
| d) Knowledge/expertise demonstrated by contractor personnel | E | VG | S | M | U |
| | N | | | | |

Factor 4 Safety:

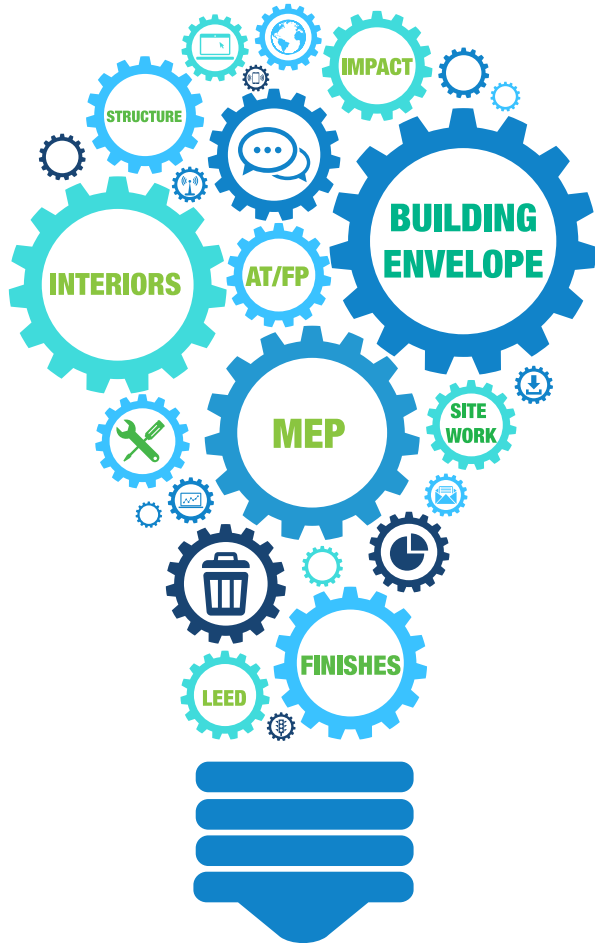
Does your safety record and approach instill confidence?

Safety Data required:

- Experience Modification Rate (EMR)
- OSHA Days Away from Work, Restricted Duty, Job Transfer Rate (DART)
- Total Recordable Case Rate (TRC)
- Can provide explanation for adverse performance issues

Safety Technical Approach Narrative:

- 2-page limit
- Narrative needs to respond to specific points



Factor 5 Technical Solution: Does your solution work?

- In narrative form, demonstrate an understanding of architectural and engineering requirements
- Present a concise approach and solution that meets the requirements of the RFP
- Optional, but minimal drawings

Factor 6 Energy Efficiency & Sustainable Design: **Does your solution work?**



- In narrative form, demonstrate how your design meets or exceeds the requirements of the RFP
- Whole building simulation

Factor 7 Small Business Utilization

Unrestricted solicitations:

State achievements –

- Small Business Information and Individual Subcontracting Reports for each project submitted
- Explain shortfalls

Small Business Participation and Commitment –

- Self-perform vs. subcontracted
- Narrative strategy to enhance small business opportunities
- Goal is 20% of contract value

Evaluation Factors

PHASE 2

Price/Proforma

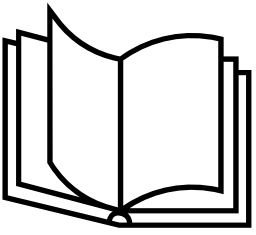


- DUNS, CAGE Code, SAM Registration
- VETS (Veterans Employment and Training)
- Bank Information
- Amendment Acknowledgement
- Form 1442
- Bid Forms
- Financial statement
- Bid Guarantee
- Responsibility Determination Information

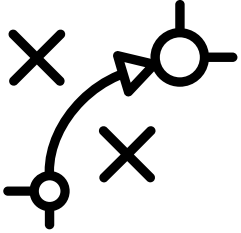
Relative Values



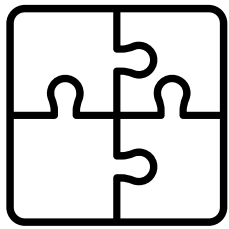
- **Factors 2, 4, 5, 6 and 7 equal in value to 3**
- **All non-price factors approximately equal to Price**
- **For some RFPs, Technical is more important than Price, for others (LPTA), Technical is less important than Price**



Read the RFP



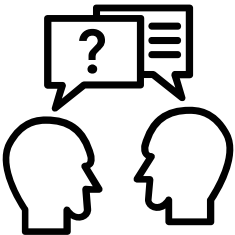
Build your team strategically



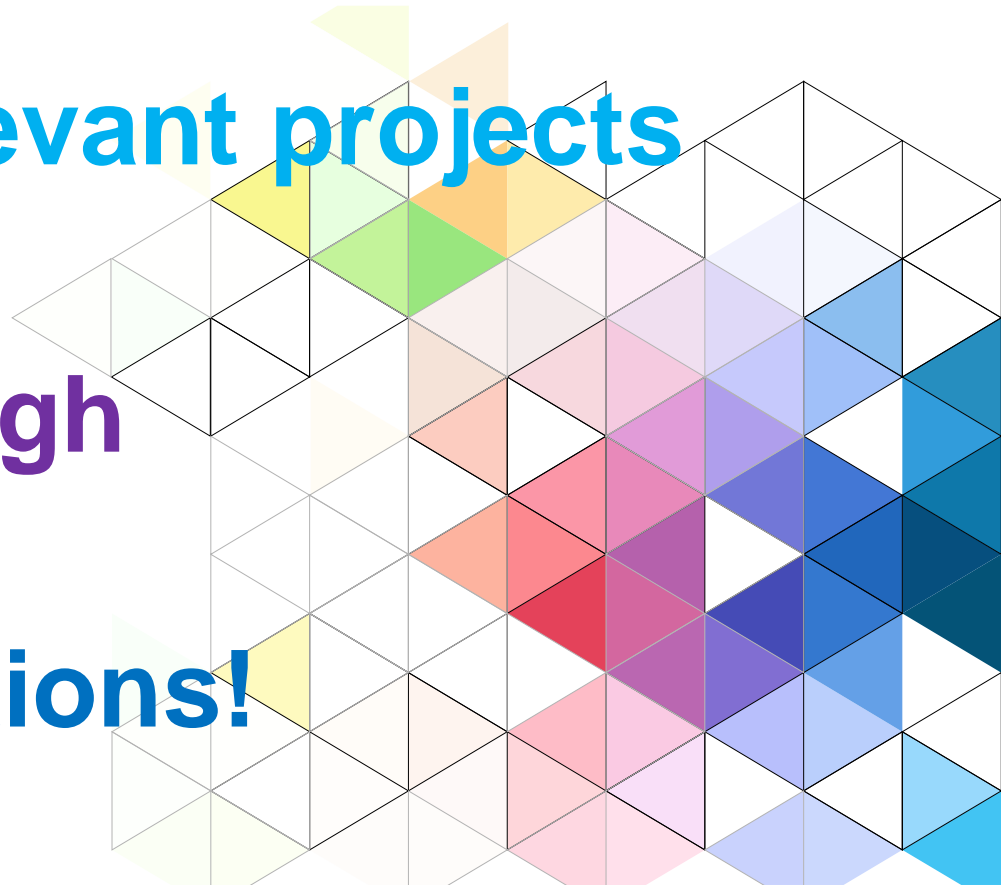
Select relevant projects



Be thorough



Ask questions!





Questions?

Steven Blinderman, PE, LEED AP, FSAME

Blinderman Construction

sblinderman@blinderman.com

312.982.2602