

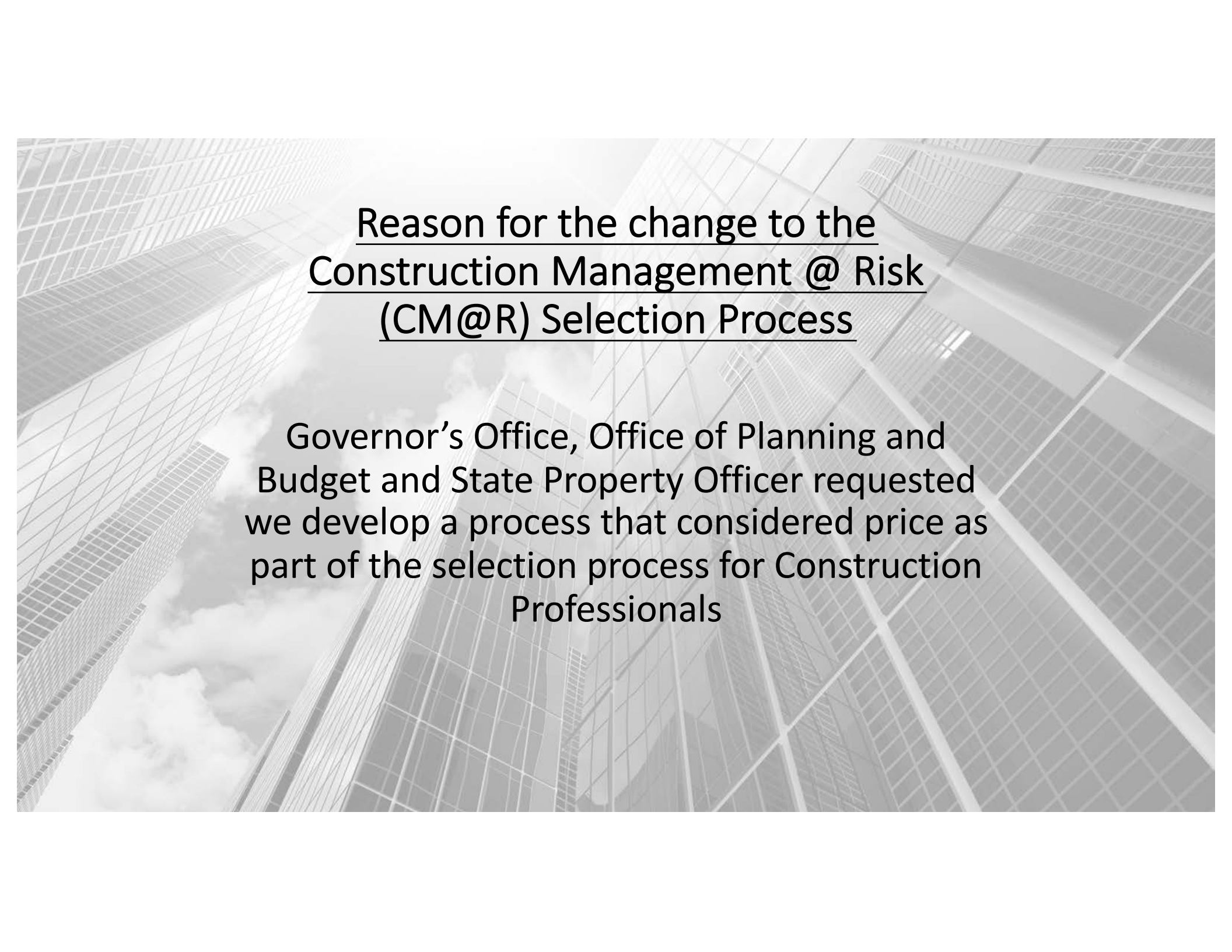
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Georgia State Financing
& Investment Commission

G S F I C

BUILDING GEORGIA'S FUTURE



Reason for the change to the
Construction Management @ Risk
(CM@R) Selection Process

Governor's Office, Office of Planning and Budget and State Property Officer requested we develop a process that considered price as part of the selection process for Construction Professionals



Step 1: Statement of Qualifications Evaluation Criteria Modifications

Previous Criteria Categories

Stability	30%
Experience & Qualifications	40%
Suitability	30%

Revised Criteria Categories

Stability	20%
Experience & Qualifications	40%
Suitability	40%

Step 2: Qualifications Proposals & Interview Evaluation Criteria Modifications

Previous Proposal Criteria

Relevance of Team Experience	-	20%
Previous Performance	-	15%
Management Plan	-	15%
Methodology Presented	-	25%
Overall Impression	-	25%

Current Proposal Criteria

Qualifications and Experience	-	50%
Management Plan	-	25%
Overall Impression	-	25%

Revised Evaluation Criteria Statements of Qualifications

20% - Stability: Stability of the firm, including the firm's corporate history, growth, resources, form of ownership, litigation history, financials, etc.

40% - Experience and Qualifications: Firm's relevant project experience and qualifications, including the demonstrated ability of firm in effective management of construction of facilities comparable in complexity, size, and function, for Owners such as the State of Georgia and other similarly-structured organizations. This includes relevant experience and qualifications of the firm's principal Project Executive, Project Manager, and/or Superintendents; and the demonstrated proficiency of the firm in projects similar to this Project.

40% - Suitability: Firm's suitability to provide services for project, including whether the firm's size and resources are appropriate in relation to the size and complexity of the project, any unique qualifications for the project, current and projected workloads, the proximity of office to project location, knowledge of or experience with the local subcontractor market, non-discrimination policies, and record of addressing public safety, social, environmental concerns, accessibility for persons with disabilities and special needs, and special services for project-related concerns



Required Content for Statements of Qualifications (CM/GC Deliverables)

- A. DESCRIPTION AND RESOURCE OF THE FIRM
- B. EXPERIENCE AND QUALIFICATIONS
- C. SUITABILITY

Revised Request for Qualifications Deliverables

- ***Revised Deliverable for Experience and Qualifications***
- ***B-1 Describe your firm's proposed construction management team. Please designate the specific individuals who will fill the key roles on your team and provide a resume for each individual. Firms should list all positions/persons that CM expects to serve on the construction management team or who's time will be charged to the project. This will include, but is not limited to:***
 - *a. Superintendent(s)*
 - *b. Project Manager*
 - *c. Project Director*
 - *d. Cost Estimator*
 - *e. Project Executive*
 - *f. Other project management/support staff, etc.*

Revised Request for Qualifications Deliverables

Revised Deliverable C – Statement of Suitability:

- *C-1: Provide any information that may serve to differentiate the firm from other firms in suitability for the project. Suitability may include, but is not limited to, the size and resources of the firm as related to the size and complexity of the Project, any special or unique qualifications for the project, current and projected workloads, and any techniques or methodologies offered by the firm that may be particularly suitable for this project type.*
- *C-2: Describe non-discrimination policies and describe the firm's record and methodologies of addressing public safety, social, environmental, accessibility for persons with disabilities and special needs, or other related concerns.*
- *C-3: Indicate the proximity of the Project Site to the firm's office that will be managing the Project and firm's knowledge of or experience with the local subcontractor market.*

Revised Selection Criteria for Evaluation of Proposal & Interviews

- **50% - Qualifications & Experience:** Relevant Experience and Qualifications of the Proposed Project Team including: experience of the project manager and superintendent working together on past similar projects; experience of the team working together with the selected Design Professional and/or Program Manager; team's experience with projects of similar facility size, type, and complexity. The Owner may use references from stakeholders of the Owner's choosing from previous projects of the finalists, among other information as necessary.
- **25% - Proposed Management Plan:** Quality of proposed Management Plan, including: firm's cost management plan; firm's schedule management plan; firm's approach for managing changes within the stated cost and schedule limitations; firm's approach for competitively administering and evaluating bid packages; the firm's subcontractor management plan; the firm's quality assurance program and plan; the firm's close-out plan; the firm's site logistics plan for proposed project
- **25% - Overall Impression:** Committee's Overall Impression of the firm and the overall impression of key team members and their ability to effectively answer project questions and provide solutions during the interview.

SCORING

Prior to the interviews Finalist Firms will complete and submit the “Exhibit C – CM/GC’s General Conditions and Fee Proposal Form –

Total for Each Firm is entered into the Master Scoresheet

EXHIBIT C	
<small>Form date: 8/16/2021</small>	
CM/GC'S GENERAL CONDITIONS AND FEE PROPOSAL	
<small>Enter information into yellow fields</small>	
CM/GC'S PRE-CONSTRUCTION SUM	
PRE-CONSTRUCTION SUM	\$ -
CM/GC'S CONSTRUCTION PHASE GENERAL CONDITIONS COSTS	
LABOR	\$ -
OVERHEAD COSTS AND EXPENSES	\$ -
TOTAL	\$ -
CM/GC'S FEE	
CONSTRUCTION PHASE FEE PERCENTAGE	
CONSTRUCTION PHASE FEE AMOUNT	
<small>The Construction Phase Fee Amount is calculated by multiplying the Construction Phase Fee Percentage by the result obtained when the Preconstruction Sum is subtracted from the GMP Cost Limitation and the result is divided by the sum of 1 plus the Construction Phase Fee Percentage. $CPF_{fee} = CPF_{fee\%} \times \frac{[GMP_{CPL} - PreConSum]}{[1 + CPF_{fee\%}]}$</small>	
TOTALS	
GMP COST LIMITATION	
TOTAL PRE-CONSTRUCTION SUM, CONSTRUCTION PHASE GENERAL CONDITIONS COSTS, AND CM/GC'S FEE	\$ -
PERCENTAGE OF PROJECT	
<small>Proposers must attach a detailed itemization of the proposed General Conditions Costs in the format attached hereto.</small>	
Project Number:	
Project Name:	
Proposer (Company):	
Name:	
Date:	

Following the interviews Selection Committee Members will complete the Individual Scoresheet

Each Committee Member's Scores are entered into the Master Scoresheet

GSFIC - Individual Scoresheet Proposal/Interview				
ENTER SCORER #:				1
<small>DATE FOR COMPLETION OF THIS EVALUATION: June 15, 2021</small>				
Construction Manager Selection:				
Test Project				
TEST				
Scorer 1				
Maximum Points Allowed	50	25	25	Total Score
SUBMITTING FIRMS	▼	▼	▼	Scorer Notes
ABC Builders	45	25	24	94
American Construction	42	24	24	90
US Contracting	44	22	22	88
Fantastic Facilities	45	20	21	86
<small>Cell will turn red if value exceeds allowable score for criteria</small>				
Maximum Points Allowed	30	40	30	100
<small>Qualifications & Exp. Management Plan Overall Impression</small>				

SCORING (continued) PRICE FACTOR

Price Factor – Amounts are entered from Finalist Exhibit C Forms

Enter the low bid amount here:	\$ 3,250,000.00	
Submitting Firms	Amount Bid	Price Factor
ABC Builders	\$ 3,650,000.00	89.04
American Construction	\$ 3,350,000.00	97.01
US Contracting	\$ 3,250,000.00	100.00
Fantastic Facilities	\$ 3,825,000.00	84.97

Price factor = Lowest proposed fee amount/proposed fee amount X 100

SUMMARY SHEET - Price Factor is carried to Summary Sheet

GSFIC SELECTION COMMITTEE SCORING AND OVERALL RANKING OF SUBMITTALS							
					SUBMITTAL TYPE:		Construction Manager
					DATE FOR COMPLETION OF THIS EVALUATION:		
Step 1- Individual Committee Member Scoring based on Published Criteria							TEST
Step 2- GSFIC Overall Ranking using Sum of Individual Rankings of Firms							Test Project
SUBMITTING FIRMS	Proposal/ Interview Average	Price Factor	Total	Firm Rank	Ordered Ranking of Firms		
ABC Builders	95.00	89.04	184.04	3	1	American Construction	
American Construction	92.60	97.01	189.61	1	2	US Contracting	
US Contracting	88.60	100.00	188.60	2	3	ABC Builders	
Fantastic Facilities	84.20	84.97	169.17	4	4	Fantastic Facilities	

SCORING (continued) QUALIFICATION & INTERVIEW

Qualifications Score (Proposal/Interview Average) - Scores for each firm are averaged

Enter the number of scorers here:	5											
Submitting Firms	Scorer 1	Scorer 2	Scorer 3	Scorer 4	Scorer 5	Scorer 6	Sum of Scores	Score Averages				
ABC Builders	94	90	96	100	95		475	95.00				
American Construction	90	95	97	95	86		463	92.60				
US Contracting	88	92	87	88	88		443	88.60				
Fantastic Facilities	86	85	82	85	83		421	84.20				

Qualifications Score =
Sum of a firm's
scores/# of Scorers

SUMMARY SHEET - Qualifications Score (Proposal/Interview Average) is carried to Summary Sheet

GSFIC SELECTION COMMITTEE SCORING AND OVERALL RANKING OF SUBMITTALS							
					SUBMITTAL TYPE:		Construction Manager
					DATE FOR COMPLETION OF THIS EVALUATION:		
Step 1- Individual Committee Member Scoring based on Published Criteria							TEST
Step 2- GSFIC Overall Ranking using Sum of Individual Rankings of Firms							Test Project
SUBMITTING FIRMS	Proposal/ Interview Average	Price Factor	Total	Firm Rank	Ordered Ranking of Firms		
ABC Builders	95.00	89.04	184.04	3	1	American Construction	
American Construction	92.60	97.01	189.61	1	2	US Contracting	
US Contracting	88.60	100.00	188.60	2	3	ABC Builders	
Fantastic Facilities	84.20	84.97	169.17	4	4	Fantastic Facilities	

SCORING (continued) FINAL SELECTION

SUMMARY SHEET

GSFIC SELECTION COMMITTEE SCORING AND OVERALL RANKING OF SUBMITTALS							
					SUBMITTAL TYPE:		Construction Manager
					DATE FOR COMPLETION OF THIS EVALUATION:		
Step 1- Individual Committee Member Scoring based on Published Criteria					TEST		
Step 2- GSFIC Overall Ranking using Sum of Individual Rankings of Firms					Test Project		
SUBMITTING FIRMS	Proposal/ Interview Average	Price Factor	Total	Firm Rank	Ordered Ranking of Firms		
ABC Builders	95.00	89.04	184.04	3	1	American Construction	
American Construction	92.60	97.01	189.61	1	2	US Contracting	
US Contracting	88.60	100.00	188.60	2	3	ABC Builders	
Fantastic Facilities	84.20	84.97	169.17	4	4	Fantastic Facilities	

Qualifications Score (Proposal/Interview Average) + Price Factor = Total. The firm with the highest total is highest ranked.

Firm are listed in the order of rank (highest to lowest).



Summary of the Modifications to the CM/GC Selection Process Modifications

- RFQ Step 1 Evaluation criteria was modified by:
 - Placing more emphasis on “right sizing” firms to projects
 - Placing more importance on consideration of local firms
 - Placing more emphasis on local subcontractor participation
- The revised RFQ requires firms to submit detailed information pertaining to entire proposed project team including resumes for each member
- The revised RFP evaluation criteria was consolidated and scoring now combines previous scoring for both the team qualifications and the interviews, placing increased emphasis on the firms’ construction qualifications and reducing the emphasis on their ability to interview well
- Final Selection is based on a combination of qualifications and cost of CM/GC’s General Conditions and Construction Fee