



Let's Collaborate
Help us Help you



Professional
Partnership Workshop

Introduction



- **Who is GSFIC?**
- **Agency Overview**
- **Roles and Responsibilities**

Leadership



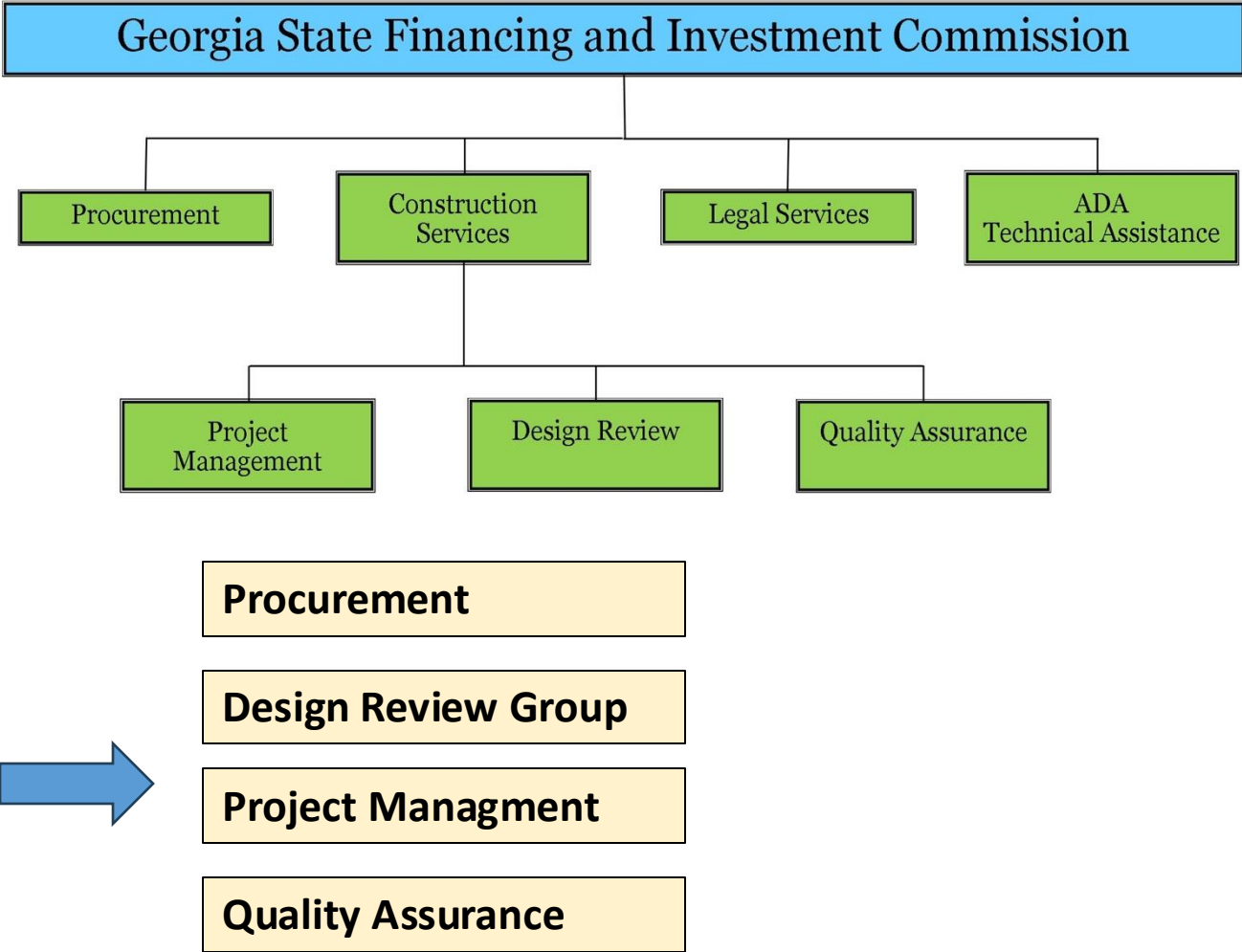
Marty Smith
State Property Officer



Gerald Pilgrim
Chief of Staff



Gifton Passley
Deputy Executive Director



GSFIC Procurement Services: Who We Are



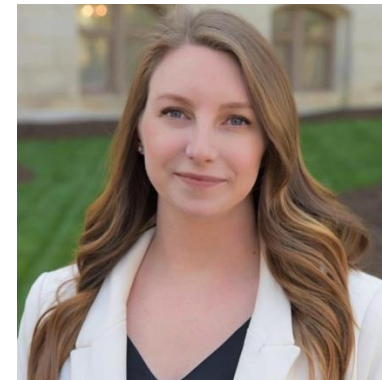
Jeff Lacks
Director of Procurement
Services



Ashley Eubanks
Administrative Assistant



Christy Sanders
Legal/Procurement
Volunteer



Kelsey Ayers
Contracts Manager



Mendi Boddie
Sr. Contracts Specialist

GSFIC Procurement Services: Where to Find Projects

The screenshot shows the Georgia Procurement Registry website. At the top, there is a navigation bar with the Georgia Procurement Registry logo and the Team Georgia Marketplace logo. Below the navigation bar, there is a maintenance notice in a light blue box. The notice states that the system will be unavailable for registration and maintenance of profiles from 8 a.m. on Friday, March 29, 2024, to 7 a.m. on Monday, April 1, 2024. It also provides contact information for the Procurement Helpdesk: 404-657-6000 or procurementhelp@doas.ga.gov. Below the notice, there is a section for finding bidding opportunities, which includes a search criteria form. The search criteria form has several dropdown menus and text input fields. The 'Event Search Criteria' section includes: Type of Response (All), Search Keyword (Enter Event ID or Title), Event Status (OPEN), Government Type (State Government), Government Entity (GEORGIA STATE FINANCING AND INVESTMENT COMMI), and Category Type (All). The 'Advanced Search' section includes: Event Process Type (All), Event Date Range (--- Select ---), and two date input fields (MM/DD/YYYY). Below the search criteria, there are 'Reset' and 'Search' buttons. At the bottom of the page, there is a section for 'OPEN Events'.

ssl.doas.state.ga.us/gpr/index

GEORGIA PROCUREMENT REGISTRY

Team Georgia Marketplace

register with [Team Georgia marketplace \(TGM\)](#) and [view Attachments](#) for Sourcing events functionality of Georgia Procurement Registry will not be available due to Peoplesoft Financial / TGM scheduled system maintenance updates unavailable **from 8 a.m., Friday, March 29, 2024, until 7 a.m., Monday, April 1, 2024.** There will be a system interruption or **no access** to Team Georgia Marketplace Bidder & Supplier Portal for registration or maintenance of Supplier or Bidder profiles during this time.

Feel free to contact Procurement Helpdesk @ **404-657-6000** or procurementhelp@doas.ga.gov for any question or concern.

Thank you for your patience.

Find bidding opportunities offered by the State of Georgia. To submit a bid or proposal, you must be registered as a supplier or bidder. To register, [click here](#). To search for a bidding event, use a keyword or any combination of criteria. Events will be displayed in the search results.

Event Search Criteria

Type of Response: All

Search Keyword: Enter Event ID or Title

Event Status: OPEN

Government Type: State Government

Government Entity: GEORGIA STATE FINANCING AND INVESTMENT COMMI

Category Type: All

Advanced Search

Event Process Type: All

Event Date Range: --- Select ---

MM/DD/YYYY

MM/DD/YYYY

Reset Search

OPEN Events

GSFIC Procurement Services: How We Procure

Design Professionals (DP)

- Qualifications Based Selection Process – See OCGA 50-22-1

Design-Bid-Build (DBB)

- Hard Bid, Select Bid, or Pre-qualified Low Bid

CM-at-Risk/GC (CM)

- Qualifications Based Selection Process + Fee Proposal Selection

Commissioning Agent (CxA)

- Qualifications Based Selection Process

Construction Materials Testing and Special Inspections (SI)

- Select from Prequalified Firms (List and application is on GSFIC website)



CM/GC Selection Processes (Fee as a Factor)

Implementation

Two Reasons GSFIC was Directed to Add Fee as a Factor in FY2022 (July 2021):

- 1) Ensure the State was Getting Value on CM Projects
- 2) Ensure Competition for New Qualified CM Partners

How's It Going?

- 1) New Partners – 40 Proposers since Adding Fee as a Factor vs 28 Proposers from the Same Period Before Fee as a Factor
- 2) Proposer Success Rates – 52% of Proposers Since Adding Fee as a Factor and 65% If you Propose on More than 1.
 - Get Better as You Do it!
 - BOR Cohort Groupings
- 3) Overall Percentage of Project (At Contract Award) - 11.90% to 9.66%
 - Includes Pre-Construction Sum + CM General Conditions Costs + Construction Phase Fee ("GCs & Fee")

CM/GC Selection Processes (Fee as a Factor)

Challenges and Concerns

- The Quality of the Management Team is going to "Drop"
- The CM won't have Enough Money to Do their Job
- Fee is Going to Drop To A Point Where We Can't Make Money
- Unqualified Firms are Going to "Win on Fee"
- Fee is Going to Determine the Winner
- The "Low Fee Bidder" is Just Going to Make it Up in "Job Costs"
- "Buying the Job" by Reducing the Schedule

CM/GC Selection Processes (Fee as a Factor)

How Have We Responded:

Updating Procedures and Contract Language:

- All Bidders Use RFQ Duration
- Clarifying Allowable Costs and Fee Percentages
- General "Clean Up" of Construction Phase Service Deliverables (Removal and Clarifications)

Leveraging Fee as Factor for Efficiency:

Procurement:

- 1 Written Proposal Vs 2 Written Proposals

Construction Phase:

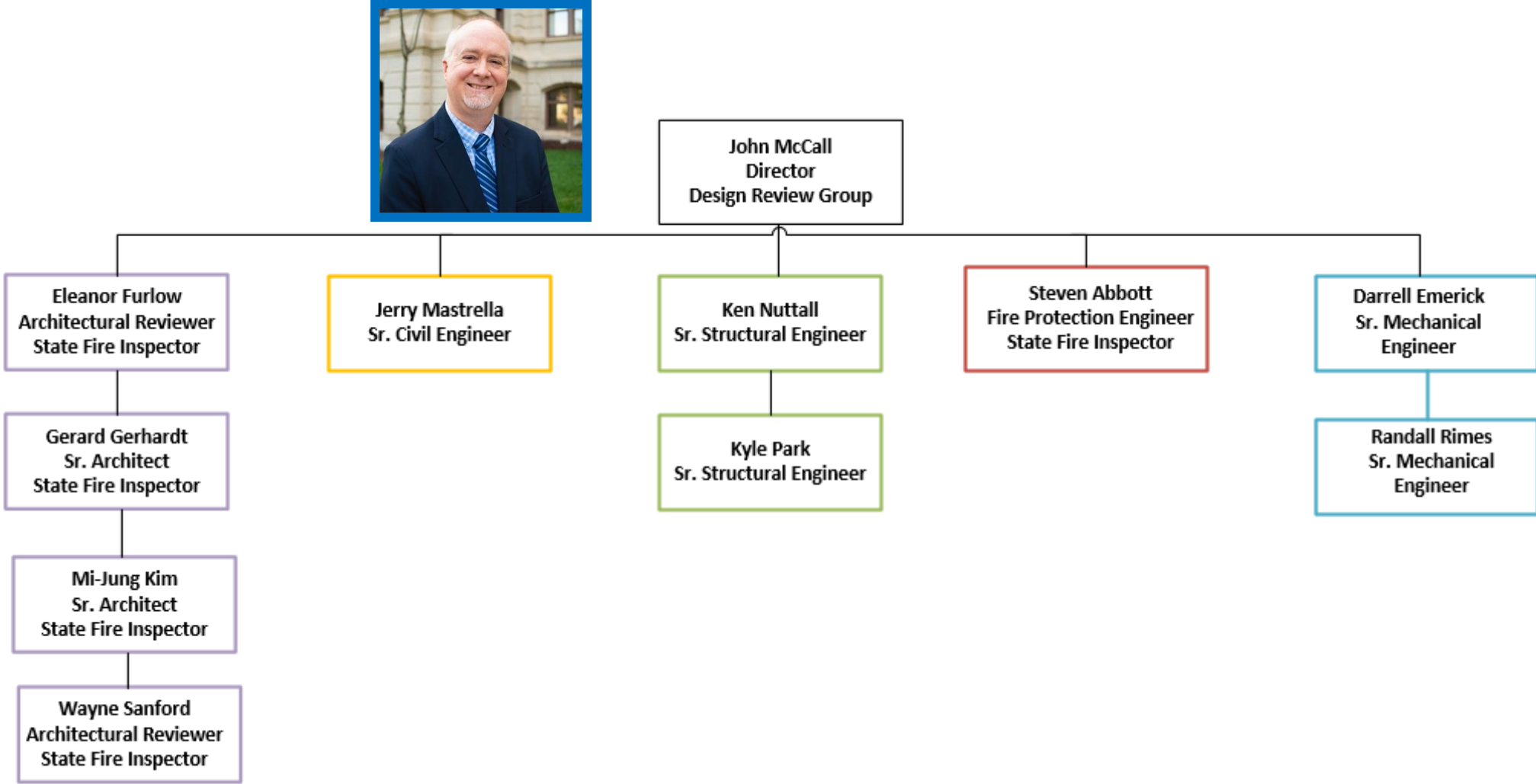
- Lump Sum Billing for GCs
- Guaranteed Fee at SCL
- Daily and Monthly Rate for Time Extensions

BOR Procurement

BOR Procurement Process

- How To Learn About Non-GSFIC Opportunities (BOR Website; GA Procurement Registry)
- Non-GSFIC Managed Projects (Small Cap; Campus Projects)
- Design Professional Procurement
- Program Management Procurement
- Cohort??

Design Review Group – Who We Are



Design Review Group

- **What do we do?**

- The Design Review staff performs over 400 reviews annually on GSFIC and non-GSFIC managed projects.
- DRG performs Constructability Reviews on GSFIC managed projects in order to identify and correct problems prior to construction.
- DRG issues Construction Permits for GSFIC and non-GSFIC managed projects.
- DRG also reviews fire sprinkler and fire alarm shop drawings on behalf of the State Fire Marshal's office.

Design Review Group

Perceptions about DRG

- Plan reviews delays projects
- Confusion on Constructability and Fire Marshal review process
- Lack of Communication
- Transparency on review target dates
- Comments added during back check

Design Review Group – How We Have Responded

Get Ahead of "Confusion" by Informing Partners Early

- PROCESS GUIDE!!
- Project Orientation (After Award) - Helps Both Parties get Informed and Aligned)
- Pre-Submission Drawing Review – Helps DRG "Catch Up" and get context before document review
- Face to Face when Possible and Productive

Schedule Management (Internal and Project Schedules)

- Revamped Design Review Checkpoint Meeting Internally
- Weekly Update from PM to DRG about Future Submissions
- Transparency for ENTIRE TEAM on due dates
- Clarity about Each Step of Review Process with GSFIC Team and Project Partners

Get to Know DRG Teammates

- Direct Communication with Reviewers and DRG Director
- Early Lessons Learned, Required Items and Best Practices in Meetings

Other Changes We are Working On:

- Providing Permit with MINOR Open Comments
- Metrics for Tracking and Measuring Successful DRG Submissions
- Additional Process During Design and Preconstruction Phase to Ensure Progress

Project Management



Daniela Arsic
Project Director



Demaurio Starks
Project Director



Amos Durr
Project Executive

Chesleigh Charles
Project Manager

Gig Tseng
Project Manager

David Adeegbe
Project Manager

Larry Reid
Project Manager

Todd Williams
Project Manager

Stephanie Farley
APM

Stephanie Farley
Admin Asst



Jim Fransen
Project Executive

Alton Matthews
Project Manger

Michael Bester
Project Manager

Beniquez Jones
Sr Project Manager

Crystal Chambers
Sr Project Manager

Michael Wilson
Project Manager

Vacant
PM

Vacant
Admin Asst



Yuanivel Otero
Project Executive

Eric Underwood
Project Manager

Keenan Gist
Sr Project Manager

Rupert (Bobby) Sibbles
Project Manager

Thomas Crawford
Project Manager

Katie Downey
Project Manager

Vacant
APM

Shawndre Perry
Admin Asst



Bobby Cromer
Project Executive

Dwayne Stephens
Project Manager



Daniel Powell
Project Director

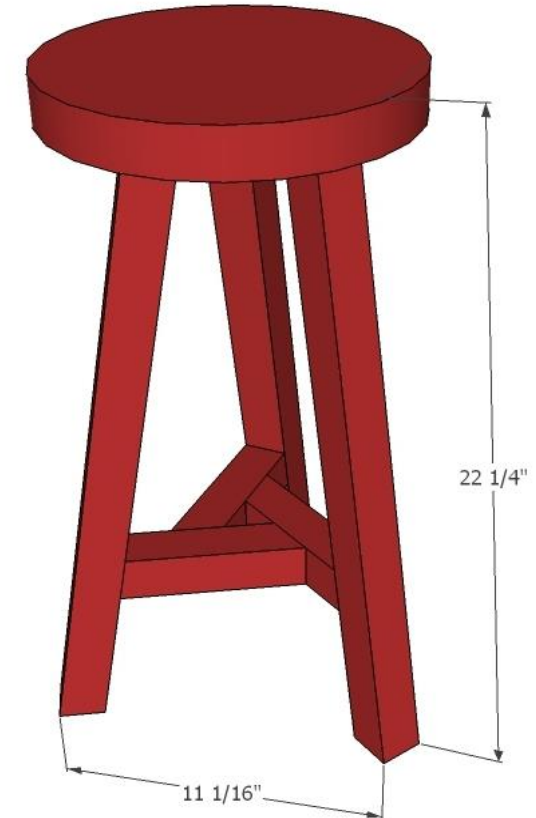
Kathryn Folger
APM

Sabastian Cobb
APM

Austin Saxon
Admin Asst

Project Management - Roles and Responsibility

- Manage Projects from Legislative Approval Through Warranty
- Three Main Focus Areas:
 - Budget
 - Schedule
 - Quality
- Project Ownership and Partnership
 - Using Agencies, Tenant Agency and other Stakeholders
- Project Management Software – e-Builder
 - Free Training
 - PMs Assist Throughout Process



Project Management – Procurement and Design Phase

- PM Group's role during procurement is secondary
- PMs are voting committee members
- Design Professional Kick-off and Meeting
 - Design OAC
- Design Schedule and Milestones
 - Meeting Milestone Timelines
 - Phased Updates to Schedule

e-Builder

Procurement Request (PR)

Start Process Print Check Spelling Submit

Project:	z * PM Training Project
Process:	Procurement Request

Details Documents (0) Attached Processes (0) Attached Forms (0) Attached Viewpoints (0)


Expand All | Collapse All

Attachments

Please use the Attached Documents tab to attach any supporting document(s)

Request Type

* Proposed Funding Source



Project Management – Construction Phase

- Proceed Order Issuance
- Attending OAC meetings
- Managing Expectations
 - Impacts to Cost and Schedule
 - Changes
 - Industry/Economic
 - Weather
 - Partners
- Closeout/Quality Assurance



GSFIC Quality Assurance: Who We Are



Gifton Passley
Deputy Executive Director
Georgia State Financing &
Investment Commission



Marc Meeks
Regional QA
Manager



Bryan Cox
Regional QA
Manager



Stephen Williamson
Regional QA
Manager



Jeff Bleam
Regional QA
Manager



Eddie Harris
Regional QA
Manager

Quality Assurance / Warranty

- **Role During Construction Phase**

- Provide Construction Compliance Specialist – On Site Daily
 - Confirms CM/GC's Compliance with all Construction Documents
 - Confirms Process are Followed (Pre-Installs, Inspections, etc.)
 - Not the Official Inspector of Record
 - Observes and Documents Daily Construction Activities.

- **Post MC / Warranty**

- Use e-Builder to Document and Track Warranty Items
- Coordinates with CM, DP, Using Agency, etc.

- **NEW PROCESS FLOW!**

- RQAM is POC with a Warranty Manager Providing Support to RQAMs

Round Table Discussion & Questions?



Pay no attention to that man behind the curtain!