



How to do Business with the University of Washington June 15, 2004



Capital Projects Office

Design

- ▶ Select from the File
- ▶ Multi year Term Contracts
- ▶ Single design contract for Large Capital Projects

How to be successful?

- ▶ Watch the Daily Journal of Commerce for advertisements. All selections begin with a DJC announcement.
- ▶ Provide short, pertinent and informative responses to the questions in the Request For Qualifications.
- ▶ Bring the people to the interview that you will use in completing the work.
- ▶ Produce and you will be selected again.

Construction

- ▶ Small Works Roster – *for projects btwn \$35k and \$200k.*
- ▶ Public Works
- ▶ Job Order Contracting
- ▶ GC/CM
- ▶ Design – Build

Small Works Roster- How to be successful?

- ▶ Watch the DJC... annual call
 - Experience
 - Safety record
 - Good financials

Public Works – How to be successful?

- ▶ Watch the Daily Journal of Commerce.
- ▶ Be a licensed contractor with bonding capacity commensurate with the value of the work.
- ▶ Be the low responsive, responsible bidder!

Job Order Contract

- ▶ Indefinite quantity delivery order contract
- ▶ Maximum Contract Amount in the first year is \$3.0 M ... maximum over 5 years is \$5.0M and if extended or renewed, \$8.0M over three years.

How to be successful?

- ▶ Past experience on similar contracts.
- ▶ Personnel that are experienced, professional and appear to be able to help us be successful.
- ▶ Good safety record.
- ▶ Competitive coefficient.

GC/CM – How to be successful?

- ▶ Experience in completing similar projects.
- ▶ Experience in completing similar contracts.
- ▶ Experienced, knowledgeable cooperative team.
- ▶ Be responsive during construction.
- ▶ Deliver the project on schedule and within budget.

Design - Build

- ▶ Innovative design that is responsive to the RFP.
- ▶ Competitive price for the work.