

2014 ECMS PROJECT SELECTIONS

- ECMS Agreements Selected since ASHE in 2014

- E03249 (15 SOIs) I-81 New Interchange, Franklin County
- E03250 (13 SOIs) US Rt 222 Reconstruction, Lancaster County
- E03248 (17 SOIs) US Rt 15/30 Interchange, Adams County
- E03252 (12 SOIs) I-83 Study (Exits 24 to 28)
- E03293-5 (16 SOIs) Supergroups A,B & C

- ECMS Agreements in selection process now

- E03246 (12 SOIs) Market St Bridge (West Spans) Rehab, Dauphin County

- ECMS Agreements in solicitation phase

- E03251 US 222/322 Interchange Improvements



Upcoming ECMS Agreements

- Agreements to be advertised in CY 2015

- Multiple Open End Engineering Agreements
- E03421 Maclay St. Bridge Repl. (Over N/S RR, Harrisburg City)
- E03422 Milroy Rd Overpass (Milroy Rd under N/S Rutherford Yard)
- E03423 Eisenhower Interchange Reconstruction
- E03247 Columbia/Wrightsville Bridge (PA 462 over Susquehanna)
- Cross River Projects (several projects to improve cross river ped flow)
 - MPMS 102733 (CAT Intermodal Bridge Improvements)
 - MPMS 102736 (Cross River Improvements)
 - MPMS 102785 (East Shore Connection to Bridge)
 - MPMS 102756 (West Shore Connection to Bridge)

Capital Area Transit (CAT) is project sponsor. CAT working with 8-0 to bundle projects together into one agreement. Should be advertised Summer 2015



I won't talk about Open Plan but....

- Scheduling Software Task Force

- Department Task Force formed in 2014
- Goal was to modernize scheduling software
- Task Force looked at several different programs
- ASTA PowerProject software was selected

- Some information about ASTA

- Asta Development (**ASTA**) is a software co. based in the UK
- **Powerproject** is the name of the software we'll be using
- **Catalyst** (US company) working with Asta Development
- Catalyst will be assisting with training and project rollout

- Catalyst & ACEC are cooperating on training & software for consultant community



Potpourri of Topics

- Changes in Open End Agreements
 - Max. amt. of (non PS-OE) individual work orders increased to \$800K
 - 100% State funded projects don't count toward District capacity
- DBE Participation
 - S.O.L. 482-15-05 revisions to Good Faith Efforts
 - Policy has been incorporated into latest Pub 93 (v 3/4/15)
- “Sliding” Profit Factor(s)
 - Profit factor now based upon project responsibility & FAR overhead rate
 - Policy has been incorporated into latest Pub 93 (v 3/4/15)
 - See Fee Chart (#3.3) in Pub 93 to determine profit (A, B, C, etc)



Project Efficiency

- A NEW SELECTION CRITERION TO BE USED ON SELECTED DISTRICT PROJECTS

For a number of years, the Department and Engineering District 8 has worked to streamline many long established policies and procedures in an attempt to reduce or eliminate unnecessary reviews or reduce the level of effort needed on standard deliverables (such as the new abbreviated Type, Size and Location plan). We have expanded our project intent meetings to confirm the level of transportation improvements necessary for a project as well as doubling the number of our decades old Design Review Committee Meetings by meeting weekly. Even more modest changes such as the creation of a unique District Open Plan Template have helped to streamline project delivery. Most recently, the Department made significant changes to its review processes for minor projects.

Our desire is for all project professionals regardless of their employer to embrace the importance of being as efficient as possible in delivering projects. In its purest sense, an increase in project delivery efficiency will provide an opportunity for the Department to assign additional projects, bid more jobs, increase the quality of the goods and services provided for the Commonwealth and support the Department's Next Generation efforts. In stressing our commitment to these principles, the District has created a new selection criterion that will be applied to many of our projects.

Efficiency during design is important. Discuss how the team takes advantage of the many streamlined procedures and practices within the Department's Project Delivery process as well as other techniques and methods to achieve maximum efficiency during design of the project.



Project Efficiency

- New Criterion debuted in Supergroup Ad
- Contributed 15% of overall score
- ***“Efficiency during design is important. Discuss how the team takes advantage of the many streamlined procedures and practices within the Department's Project Delivery process as well as other techniques and methods to achieve maximum efficiency during design of the project.”***



Project Efficiency (Actual examples)

- Example A: superstructure replacement over water
 - Advertisement specifically stated:
 - “It is expected that BRADD-3 will be utilized for structure design whenever possible”
 - Consultant requests 250 Manhours for TS&L exclusively
 - District used BRADD-3 to do TS&L and final bridge drawings in 73 MH
- Example B: Bridge preservation project
 - One (1) Temporary construction easement (TCE) req’d
 - Consultant requests over 200 MH for **prelim** R/W plan



Project Efficiency

- **Portfolio Manager often asks PMs.....**
- “How long would it take you to do this same task if you had only this one assignment?”
- Obviously everyone has more than one assignment but don’t they have billable hours attached to them as well??
- **Portfolio Manger often wonders.....**
- “What could I accomplish in 6 weeks (240 MH) if I could lock my door”



Super Groups Bridges Replacement

- Rec’d 16 SOIs
- Shortlisted 5 firms
- Interviewed firms
- Three firms selected in Feb 2015
- Provide interview questions (separate .pdf)
- Why we did what we did
- Overall expectations
- Future similar arrangements



Supergroup Interview Questions

- 1) First requirement is PE licensure. DO you hold a valid PE license in the PA? Y/N
- 2) Second requirement is experience as a project manager and familiarity with PennDOT regulations and policies. Please discuss your project management experiences and your knowledge of applicable PennDOT regulations and policies.
- 3) Third requirement is public speaking experiences. Tell us about your experiences in public interaction whether it is a kitchen table meeting with an Amish farmer, a group of business owners affected by a closure, or a larger group of concerned elected officials and local citizens?
- 4) The advertisement also noted that the FIRM must demonstrate that the MANAGER will be given the time and resources necessary to meet the demands of this agreement. How will your FIRM provide you with the time and resources necessary to be successful?
- 5) Your technical proposal and accompanying organization chart indicates that you have established a series of teams to do all of the design associated with a group of structures (conversely Your technical proposal and accompanying organization charts indicates that you established several teams each with responsibility for certain tasks for all the structures) Why did the you elect to do the work this way?



Supergroup Interview Questions (Cont'd)

- 6) Having the consultant team responsible for acquiring R/W is something new to the District. Please share with us how you would manage through a right-of-way acquisition where a property owner(s) is difficult to deal with and may be unrealistic in his expectations?
- 7) How much of a typical work day do you expect to be necessary to devote to this agreement once fully executed and well underway?
- 8) What tasks within this agreement do expect to have to spend most of your time dealing with?
- 9) What recently enacted streamlined procedures and practices do you expect to employ to achieve maximum efficiency during the life of this agreement?
- 10) With being required to assume full control for the project and responsibility for your deliverables, tell us how you have had to alter/modify your established quality control procedures?
- 11) Discuss your thoughts on how to make these structures easy to construct and inexpensive to maintain.
- 12) What do expect to be your role in interfacing with the Senior Department PM and the supervisors of the design services units?
- 13) How will you handle utility relocation scheduling conflicts that arise between a utility company and our construction project?
- 14) How do you intend to deal with inadequately performing team members?
- 15) Is there anything you'd like to share with us? Do you have any questions for us?



Marketing Meetings

- Marketing Meetings
 - District now includes two (2) PMs at meetings
 - Literature/brochures routed thru all PMs
- Remember ASHE 2014 Marketing Meeting Tips
 - You have one hour...Make it count....don't "wing it"
 - We know you know design. Talk about other challenges in the design process
 - The meetings allow a firm to showcase its projects, we prefer to hear about projects/experiences relevant to PennDOT
 - Want to discuss anything particular? Inform us ahead of time
 - Contact Mary Dehoff at (717) 787-6545 to schedule a marketing meeting.



Statements of Interest

- It is clear that some firms don't read the ad thoroughly thus their responses in their SOI are keeping them out of consideration
- Example:
 - The following statement was in the ad for E03252 (I-83 Exits 24 -28):
"This project will have a second smaller study incorporated into it. The second study is the Church Road (SR 0238, MPMS 95355) Corridor Study. The two studies will overlap and while the Church Rd Study is separately funded from the Interstate 83 study, it is expected that one study document will be developed by the project team addressing both I-83 and SR 0238."
- Five of twelve SOIs indicated they would do separate studies



Statements of Interest in 2014

- The **Q** in QBS does not mean quantity....It means **quality**
- Most successful SOIs are capable of getting their message across without looking like this.
- Pages 2 & 3 of a recent 3 page SOI



Statements of Interest (Cont'd)


Despite page filling,
Margins, one long paragraph, etc.
The Portfolio Manager
reads every SOI





...look forward to working with Mr. Kennedy, a wonderful person and a real Commonwealth Treasure.



Statements of Interests (cont'd)



...is there any chance Harivadan will be on vacation when we negotiate this agreement?

Thank You!

?? QUESTIONS ??

