

**The City of Peoria has recently modified parts of the selection program.**



**Please pay careful attention to the modifications.**

# Best Value Procurement

City of Peoria

**P09-0068**

**83<sup>rd</sup> Avenue Street and Drainage  
Improvements Design**

**Athena Bonner**

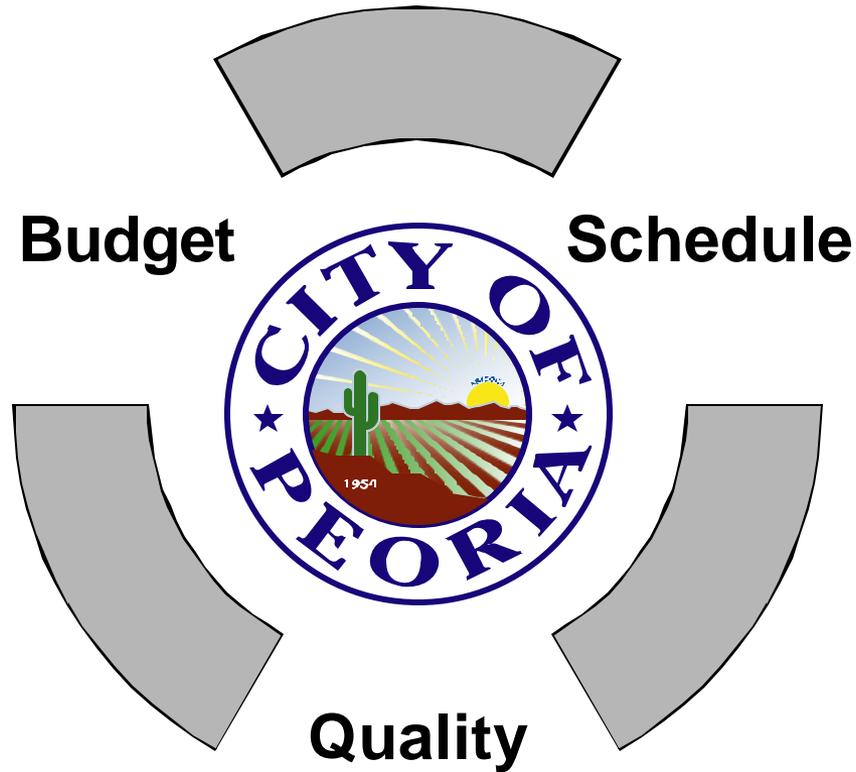
Contract Officer– City of Peoria



# Best-Value Objectives

- Goal is to increase efficiency of procurement (both internally and externally)
- Outsource to experts (not just transfer risk...but minimize risk)
- Maximize performance
  - On time
  - No cost increases
  - High customer satisfaction (no complaints)
- Minimize Peoria's management, inspection, and decision making.
- The City will analyze the past performance and current capability of each firm and their critical team components (not price-based award).

# Owner's Expectations





# Process Comparison

## Previous Process

### Project Approach

Detailed scope by city staff  
(20 pages)

### Interviews

Group only

### References

City contacted 3 by phone

## Best-Value Process

### Project Assessment

Vendor addresses specific  
project (2 pages)

### Interviews

Group and key individuals  
interviewed separately

### References

Surveys from past clients  
25=Firm / 10=Individual



# Best Value Process

Step 1 – Past Performance Information

Step 2 – Submittal Documents

Step 3 – Interview List

Step 4 – Analysis of Data

Step 5 – Pre Planning Phase

Step 6 – Award

Step 7 – Weekly Monitoring and Final Close Out Rating

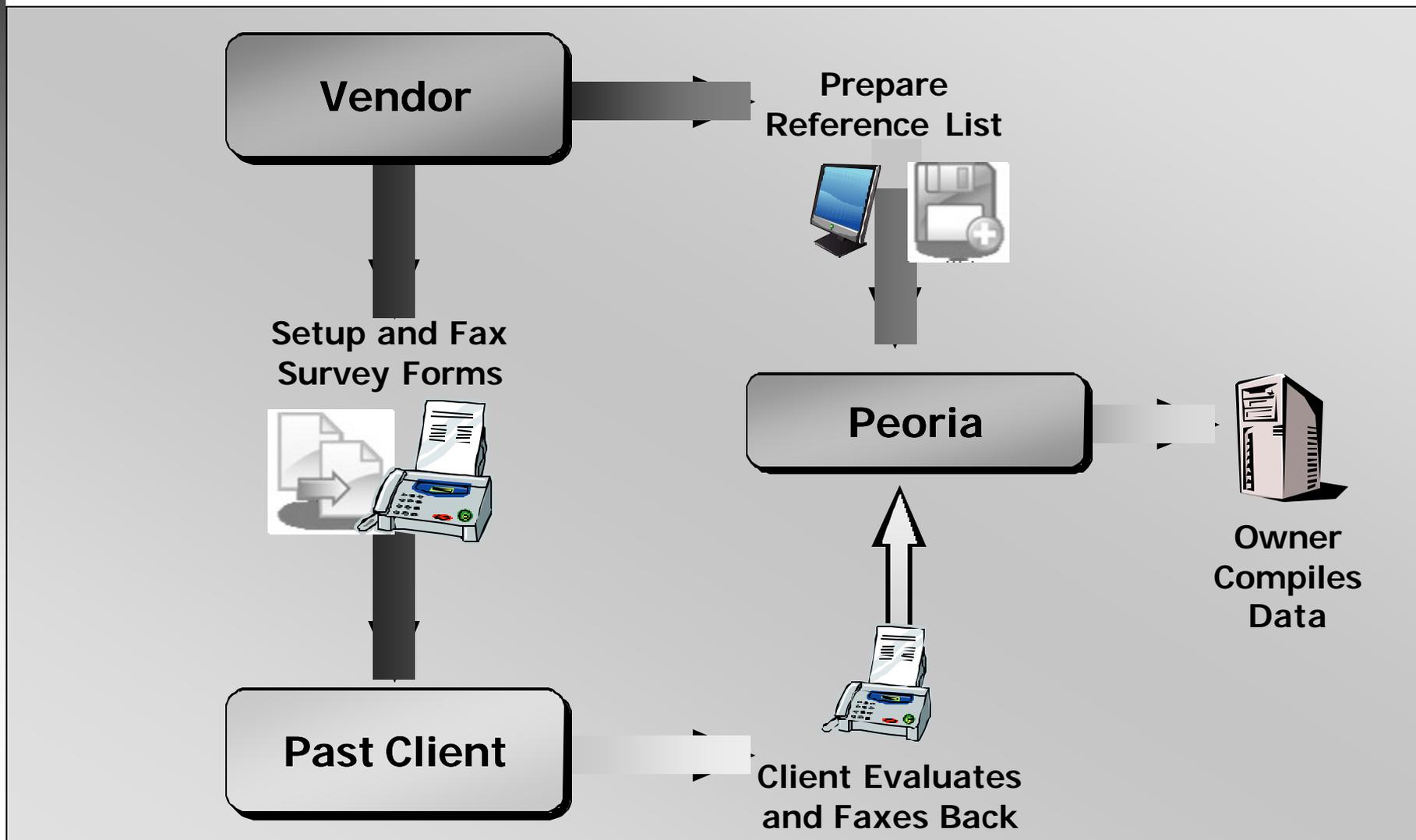
# PPI Process Modification

---

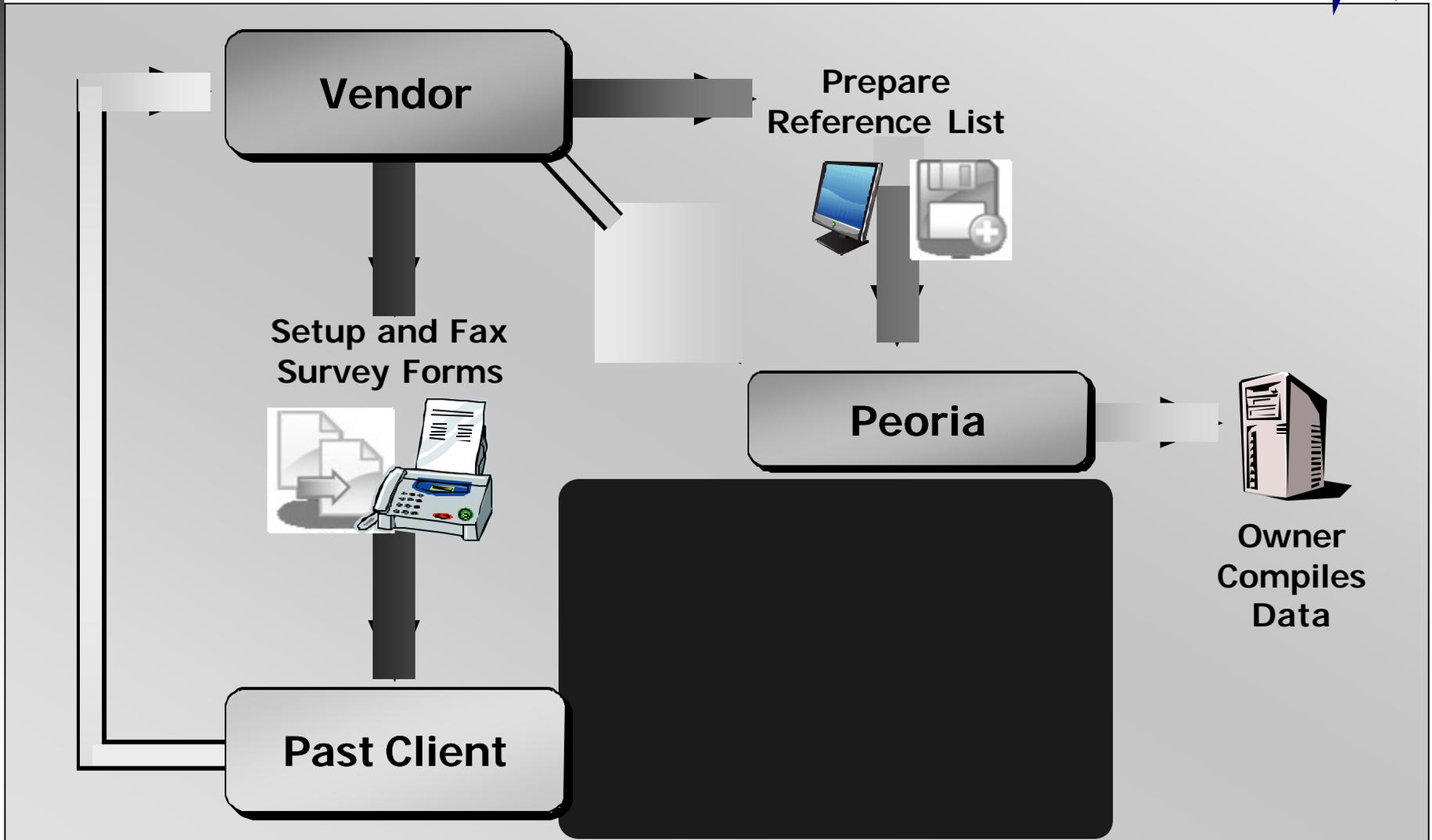




# Previous PPI Process



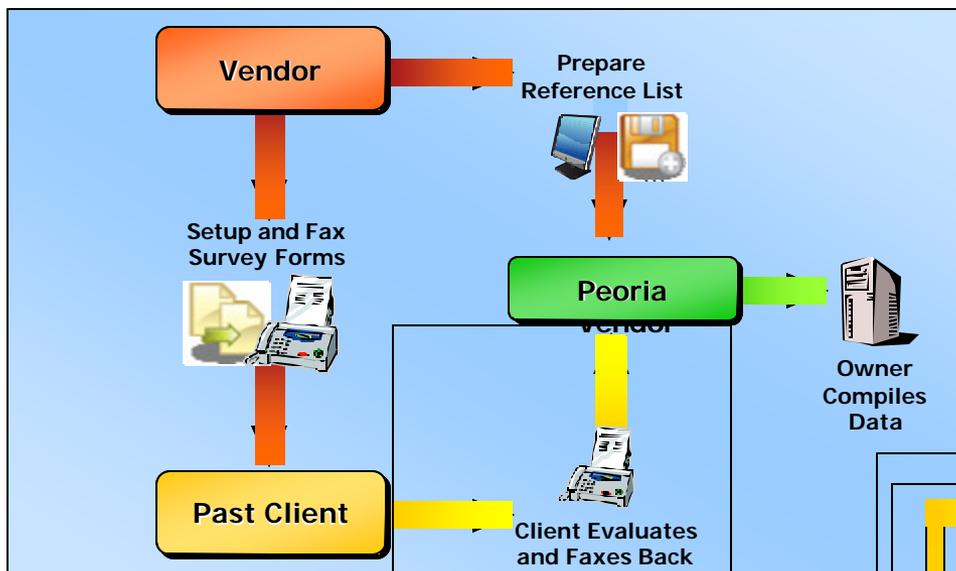
# New PPI Process



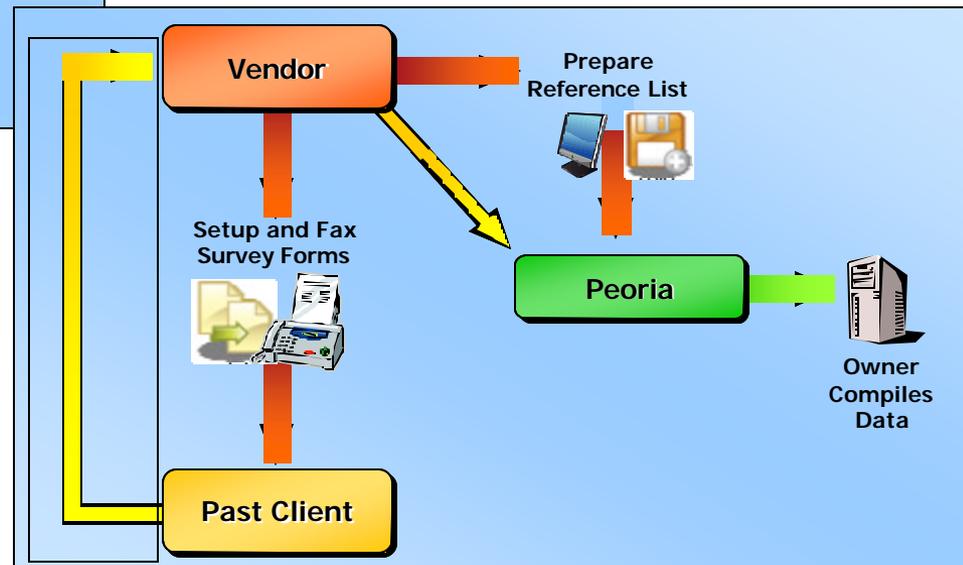


# Comparison

## OLD PROCESS



## NEW PROCESS



# Past Performance Information



- PPI will be collected on all vendors and their critical team components.
- Once the PPI is collected, it is stored in a database.
- The data collection is a one-time process (the vendor can reuse the PPI on future projects).
- Notes:
  - Additional completed projects can be added
  - Additional team members may be requested



# Past Performance Information



- Past Performance Information will be collected on:
  1. The Design Firm
  2. The Project Manager
  3. The Drainage Engineer
  4. The Traffic Engineer
  5. The Utility Coordinator
- The performance of ALL components will impact the overall value of the proposal.
- The team components may not be changed/modified after the proposal is submitted.

# The Reference List



Attachment 4 - Reference List and Company Profile (Construction).xls

|    | A    | B          | C         | D            | E            | F               | G                         | H                           | I               |
|----|------|------------|-----------|--------------|--------------|-----------------|---------------------------|-----------------------------|-----------------|
|    | CODE | FIRST NAME | LAST NAME | PHONE NUMBER | FAX NUMBER   | CLIENT NAME     | PROJECT NAME              | DATE COMPLETED [MM/DD/YYYY] | COST OF PROJECT |
| 1  |      |            |           |              |              |                 |                           |                             |                 |
| 2  | 1    | Kyle       | Smith     | 458-963-8562 | 458-963-8563 | City of Mesa    | Mesa Park                 | 5/15/2000                   | \$36,589        |
| 3  | 2    | George     | Johnson   | 549-785-9654 | 549-785-9655 | City of Mesa    | Police Building 3         | 6/8/1999                    | \$452,389       |
| 4  | 3    | Phil       | McGill    | 458-965-7852 | 458-965-7853 | City of Mesa    | Cafeteria #1              | 7/6/1980                    | \$12,648        |
| 5  | 4    | Jake       | McReaken  | 136-621-1264 | 136-621-1265 | ABB Warehouse   | Warehouse renovation      | 6/2/1995                    | \$154,893       |
| 6  | 5    | Bob        | Hardy     | 658-965-8965 | 658-965-8966 | ADOT            | Stapley Road Overpass     | 1/5/2002                    | \$15,648        |
| 7  | 6    | Mitchell   | Adams     | 458-965-8523 | 458-965-8524 | City of Gilbert | Road Renovation           | 5/4/2003                    | \$4,865,923     |
| 8  | 7    | Bill       | Robinson  | 486-965-8523 | 486-965-8523 | City of Phoenix | Street Light Installation | 7/2/1990                    | \$456,876       |
| 9  | 8    | John       | Grecko    | 486-965-8563 | 486-965-8563 | ACG Buildings   | Building 456 renovation   | 8/2/2003                    | \$159,764       |
| 10 |      |            |           |              |              |                 |                           |                             |                 |
| 11 |      |            |           |              |              |                 |                           |                             |                 |

Profile \ Reference List /

- Only submit best past projects (Call ahead of time to make sure clients are satisfied)
- All projects must be from completed construction projects (no ongoing or substantially completed projects)
- Projects do not have to be similar to the current project



# Number of Surveys

---

- The minimum number of past projects that will be given credit for is 1 for each area.
- The maximum number of past projects that will weight the score is 25 for the firm and 10 for each individual.



# Reference Information

- The reference list must contain different projects (you cannot have multiple people evaluating the same job).

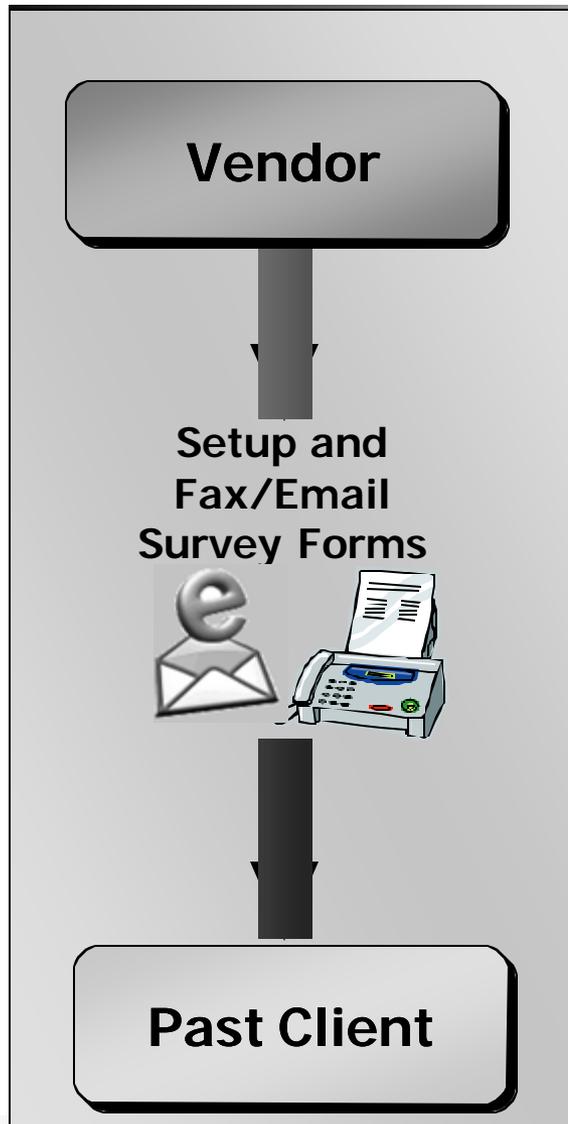
|   | A            | B                      | C                       | D                       | E                          | F                          | G               | H                     | I             |
|---|--------------|------------------------|-------------------------|-------------------------|----------------------------|----------------------------|-----------------|-----------------------|---------------|
| 1 | CODE         | NAME                   | PHONE                   | FAX                     | USER NAME                  | PROJECT                    | DATE            | Cost                  | Type          |
| 2 | <del>1</del> | <del>Oscar Ortiz</del> | <del>555-555-6323</del> | <del>555-555-6323</del> | <del>Phoenix College</del> | <del>Business Wing C</del> | <del>2004</del> | <del>\$ 150,000</del> | <del>DB</del> |
| 3 | <del>2</del> | <del>Tim Allen</del>   | <del>555-555-2315</del> | <del>555-555-2315</del> | <del>Phoenix College</del> | <del>Business Wing C</del> | <del>2004</del> | <del>\$ 150,000</del> | <del>DB</del> |
| 4 | <del>3</del> | <del>Joe Smith</del>   | <del>555-555-5656</del> | <del>555-555-8999</del> | <del>Phoenix College</del> | <del>Business Wing C</del> | <del>2004</del> | <del>\$ 150,000</del> | <del>DB</del> |
| 5 | 4            | Beth Everett           | 555-555-5412            | 555-555-5412            | ABB Warehouse              | Warehouse                  | 2000            | \$ 6,500,000          | DBB           |
| 6 | 5            | Sue Anderson           | 555-555-3874            | 555-555-3874            | ADOT                       | Loop 101 (89th Ave)        | 2004            | \$ 200,000            | DBB           |

- You may submit multiple jobs for the same past client (must be different projects).

|    | A    | B            | C            | D            | E               | F                       | G    | H            | I    |
|----|------|--------------|--------------|--------------|-----------------|-------------------------|------|--------------|------|
| 1  | CODE | NAME         | PHONE        | FAX          | USER NAME       | PROJECT                 | DATE | Cost         | Type |
| 2  | 1    | Oscar Ortiz  | 555-555-6323 | 555-555-6323 | LASD            | Dorm Rooms              | 2003 | \$ 5,000,000 | DB   |
| 3  | 2    | Tim Allen    | 555-555-2315 | 555-555-2315 | DISD            | Lincoln High Renovation | 2004 | \$ 700,000   | DBB  |
| 4  | 3    | Joe Smith    | 555-555-5656 | 555-555-8999 | Phoenix College | Caffeteria              | 1999 | \$ 40,000    | DB   |
| 5  | 4    | Joe Smith    | 555-555-5656 | 555-555-8999 | Phoenix College | Warehouse               | 2001 | \$ 7,000,000 | DBB  |
| 6  | 5    | Joe Smith    | 555-555-5656 | 555-555-8999 | Phoenix College | Admin Building          | 2004 | \$ 20,000    | DB   |
| 7  | 6    | Joe Smith    | 555-555-5656 | 555-555-8999 | Phoenix College | Engineering Wing        | 2004 | \$ 50,000    | DB   |
| 8  | 7    | Joe Smith    | 555-555-5656 | 555-555-8999 | Phoenix College | Buisness Wing C         | 2004 | \$ 150,000   | DB   |
| 9  | 8    | Beth Everett | 555-555-5412 | 555-555-5412 | ABB Warehouse   | Warehouse               | 2000 | \$ 6,500,000 | DBB  |
| 10 | 9    | Sue Anderson | 555-555-3874 | 555-555-3874 | ADOT            | Loop 101 (89th Ave)     | 2004 | \$ 200,000   | DBB  |



# PPI / Data Collection Process



- Each team component is responsible for sending out a survey questionnaire to each reference.
- It is the vendor's responsibility to contact each reference to make sure that they complete the survey and return the form back to the vendor prior to the submittal deadline.

# Survey Must Match Reference List



|   | A           | B              | C            | D            | E                  | F                   | G           | H           |
|---|-------------|----------------|--------------|--------------|--------------------|---------------------|-------------|-------------|
| 1 | <b>Code</b> | <b>Contact</b> | <b>Phone</b> | <b>Fax</b>   | <b>Client</b>      | <b>Project Name</b> | <b>Date</b> | <b>Cost</b> |
| 2 | 1           | Rob Jones      | 555-555-8965 | 555-555-8965 | Arcadia University | Recreational Field  | 5/2000      | \$ 200,000  |
| 3 | 2           | Tim Kline      | 555-555-5654 | 555-555-5654 | Micro Chips        | Outdoor park        | 4/1995      | \$ 25,000   |
| 4 | 23          | Judy Smith     | 555-555-5646 | 555-555-8979 | Biltmore Plaze     | Outdoor field       | 1/1997      | \$ 62,000   |
| 5 |             |                |              |              |                    |                     |             |             |

**Survey Questionnaire**

---

Survey ID      23

To:      **Judy Smith**  
(Name of person completing survey)

Phone:      **555-555-5646**      Fax:      **555-555-8979**

Subject: Past Performance Survey of:      **ABC Design-Builders**  
(Name of Company)

# Example Survey (Firm and Individuals)



## City of Peoria Survey Questionnaire (Design Services)

|          |  |        |              |
|----------|--|--------|--------------|
|          |  | Code   | 103          |
| To:      | Jodie Larson   | Phone: | 555-555-1234 |
|          |  | Fax:   | 555-555-4321 |
| Subject: | Past Performance Survey of: <b>ABC Design</b><br><i>(Name of Company Being Surveyed)</i> |        |              |
|          | <b>Rick Hewitt (PP), John Bailey (LE)</b><br><i>(Name of Individuals Being Surveyed)</i> |        |              |

The City of Peoria collects past performance information (on firms and key personnel) to assist in procuring/awarding projects based on value. The firm/individual listed above has listed you as a reference for a past project they have completed. We would greatly appreciate it if you would take a few moments to complete this survey.

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the firm/individual again) and 1 representing that you were very unsatisfied (and would never hire the firm/individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, please leave it blank.

|              |                              |                 |         |
|--------------|------------------------------|-----------------|---------|
| Client Name: | Edna Reality                 | Date Completed: | 11/7/03 |
| Project      | Office Building Improvements |                 |         |

| NO | CRITERIA                              | UNIT   | RATING |
|----|---------------------------------------|--------|--------|
| 1  | Ability to meet customer expectations | (1-10) |        |



# Use The Correct Survey

**City of Peoria  
Survey Questionnaire  
(Design Services)**

---

|                   |                     |
|-------------------|---------------------|
| To: Jodie Johnson | Phone: 555-555-1234 |
|                   | Fax: 555-555-4321   |

Subject: Past Performance Survey of ABC Design

Contractors need to use the Construction Services survey questionnaire and Designers need to use the Design Services survey questionnaire in order to receive credit.

In proceeding awarding projects based on value, the individual listed above has listed you as a reference for a past project they have completed. We would greatly appreciate it if you would take a few moments to complete this survey.

Rate each of the criteria on a scale of 1 to 10, with 10 representing that you were very satisfied (and would hire the firm/individual again) and 1 representing that you were very unsatisfied (and would never hire the firm/individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, please leave it blank.

|              |                              |                 |         |
|--------------|------------------------------|-----------------|---------|
| Client Name: | Edna Reality                 | Date Completed: | 11/7/03 |
| Project      | Office Building Improvements |                 |         |

| NO | CRITERIA                              | UNIT   | RATING |
|----|---------------------------------------|--------|--------|
| 1  | Ability to meet customer expectations | (1-10) |        |

# Don't Forget to Add Your Fax Number#



|   |   |  |
|---|---|--|
|  | <b>STATEMENT OF INTEREST AND QUALIFICATIONS</b> | Materials Management<br>Procurement<br>8314 West Cinnabar Street<br>Peoria, Arizona 85345-0500<br>Phone: (623)773-7115<br>Fax: (623)773-7118 |
|   | Solicitation Number: P09-0000                   |  |
| <b>Past Performance Questionnaire (Design Services)</b>                             |   |  |
| To: _____   | Phone: _____                                    | Code: _____  |
|   | Fax: _____                                      |  |
| Subject: Past Performance Survey of _____<br>(name of company/organization)         |   |  |

|                             |                          |
|-----------------------------|--------------------------|
|                             |                          |
| Printed Name (of Evaluator) | Signature (of Evaluator) |

Thank you for your time and effort in assisting the City of Peoria in this important endeavor.  
**Please fax the completed survey to: Fax # (XXX) XXX-XXXX**

| NO | CRITERIA  | OWN    | RATING |
|----|---|--------|--------|
| 1  | Ability to meet customer expectations                         | (1-10) |        |
| 2  | Ability to manage costs (design & construction change orders) | (1-10) |        |
| 3  | Ability to maintain project schedule                          | (1-10) |        |
| 4  | Comfort level in hiring the firm/individual                   | (1-10) |        |
| 5  | Ability to increase value (quality of design)                 | (1-10) |        |
| 6  | Ability to identify and minimize the users risk               | (1-10) |        |
| 7  | Ability to dose out   | (1-10) |        |
| 8  | Leadership ability (minimize the need of owner change orders) | (1-10) |        |
| 9  | Has the project been constructed                              | Circle | Y/N    |

Thank you for your time and effort in assisting the City of Peoria in this important endeavor.  
**Please fax the completed survey to: Fax # (XXX) XXX-XXXX**

7-14-0008DZ



# All Surveys Must Be Signed!



|   |   |   |
|---|---|---|
|  | <b>STATEMENT OF INTEREST AND QUALIFICATIONS</b> | Materials Management Procurement<br>8314 West Cinnabar Street<br>Peoria, Arizona 85345-0500<br>Phone: (623) 773-7115<br>Fax: (623) 773-7118 |
|   | Solicitation Number: P09-0000                   |   |
| <b>Past Performance Questionnaire (Design Services)</b>                             |   |   |
| To: _____ Phone: _____<br>_____ Fac: _____  |   | Code: _____   |
| Subject: Past Performance Survey of _____<br>_____<br>_____                         |   |   |

|                             |                          |
|-----------------------------|--------------------------|
| Printed Name (of Evaluator) | Signature (of Evaluator) |
|-----------------------------|--------------------------|

knowledge of past performance in a particular area, please leave it blank.

Client Name: \_\_\_\_\_ Date Completed: \_\_\_\_\_  
 Project Name: \_\_\_\_\_

| NO | CRITERIA  | UNIT   | RATING |
|----|---|--------|--------|
| 1  | Ability to meet customer expectations                         | (1-10) |        |
| 2  | Ability to manage costs (design & construction change orders) | (1-10) |        |
| 3  | Ability to maintain project schedule                          | (1-10) |        |
| 4  | Comfort level in hiring the firm/individual                   | (1-10) |        |
| 5  | Ability to increase value (quality of design)                 | (1-10) |        |
| 6  | Ability to identify and minimize the users' risks             | (1-10) |        |
| 7  | Ability to close out  | (1-10) |        |
| 8  | Leadership ability (minimize the need of owner direction)     | (1-10) |        |
| 9  | Has the project been constructed                              | Circle | Y/N    |

Printed Name (of Evaluator) \_\_\_\_\_ Signature (of Evaluator) \_\_\_\_\_

Thank you for your time and effort in assisting the City of Peoria in this important endeavor.  
**Please fax the completed survey to: Fax # (XXX) XXX-XXXX**

7-14-2008DZ

# Calculating the Overall Score



would hire the firm/individual again) and 1 representing that you were very unsatisfied (and would never hire the firm/individual again). Please rate each of the criteria to the best of your knowledge. If you do not have sufficient knowledge of past performance in a particular area, leave it blank.

|               |                                  |
|---------------|----------------------------------|
| Client Name:  | <b>AU University</b>             |
| Project Name: | <b>Business Remodeling AWing</b> |

| NO | CRITERIA   | UNIT   |           |
|----|--|--------|-----------|
| 1  | Ability to manage the project cost (minimize change orders)      | (1-10) | <b>8</b>  |
| 2  | Ability to maintain project schedule (complete on time or early) | (1-10) | <b>10</b> |
| 3  | Quality of workmanship   | (1-10) | <b>9</b>  |

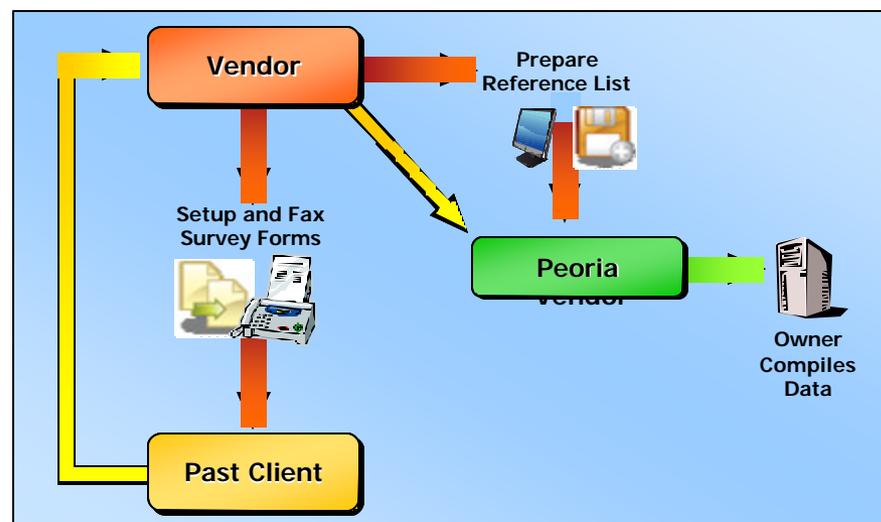
| A  | B   | C | D  | E  | F  | G  | H  | I  | J  | K  | L  | M  | N |           |
|----|---|---|----|----|----|----|----|----|----|----|----|----|---|-----------|
| NO | CRITERIA  |   | 1  | 2  | 4  | 5  | 6  | 7  | 13 | 17 | 18 | 20 |   |           |
| 1  | Ability to manage the project cost                              |   | 10 | 10 | 9  | 10 | 8  | 9  | 9  | 10 | 10 | 10 | ) | <b>10</b> |
| 2  | Ability to maintain project schedule                            |   | 10 | 10 | 9  | 10 | 10 | 7  | 9  | 10 | 10 | 8  | ) | <b>9</b>  |
| 3  | Quality of workmanship  |   | 10 | 9  | 9  | 10 | 9  | 7  | 8  | 10 | 10 | 8  | ) | <b>10</b> |
| 4  | Professionalism and ability to manage                           |   | 10 | 10 | 9  | 10 | 9  | 9  | 9  |    | 9  | 10 | ) | <b>9</b>  |
| 5  | Close out process   |   | 10 | 9  | 8  | 10 | 10 | 6  | 7  | 8  | 8  | 8  | ) | <b>10</b> |
| 6  | Communication, explanation of risk, and documentation           |   | 10 | 9  | 8  | 10 | 9  | 9  | 9  | 10 | 8  | 10 | ) | <b>9</b>  |
| 7  | Ability to follow the users rules, regulations and requirements |   | 10 | 10 | 8  | 10 | 10 | 10 | 9  | 10 | 10 | 10 | ) | <b>9</b>  |
| 8  | Overall customer satisfaction                                   |   | 10 | 10 | 10 | 10 | 9  | 8  | 9  | 10 | 9  | 9  | ) | <b>9</b>  |
| 10 | Total number of different jobs                                  |   | 1  | 1  | 1  | 1  | 1  | 1  | 1  | 1  | 1  | 1  | ) | <b>10</b> |
| 11 | Total number of different customers                             |   | 1  | 1  | 0  | 1  | 1  | 1  | 1  | 1  | 1  | 1  | ) | <b>9</b>  |

pecified in the  
part in assisting



# Vendor/Individual Options

- Option 1: Keep existing PPI database
- Option 2: Keep existing PPI database, but add additional surveys to increase scores and responses. Must follow new PPI process.
- Option 3: Delete entire database and start over. Must follow new PPI process
- Option 4: New firm or individual submitting PPI for the first time. Must follow new PPI process.





# Best Value Process

Step 1 – Past Performance Information

Step 2 – Submittal Documents

Step 3 – Interview List

Step 4 – Analysis of Data

Step 5 – Pre Planning Phase

Step 6 – Award

Step 7 – Weekly Monitoring and Final Close Out Rating



# Submittal Documents

---

- Attachment A – Proposal Form (1-page)
- Attachment B – Past Performance Information Form (1-page)
- Attachment C – Project Assessment Plan (3-4 -pages)

# Attachment A Proposal Form



|   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
|---|---|--|---|----|---|-------------------------------------|-------------------------------------|----------------------------------|--|-----|--|-------|--|--|
|    | <b>STATEMENT OF INTEREST<br/>AND QUALIFICATIONS</b> | Materials Management<br>Procurement<br>8314 West Cinnabar Street<br>Peoria, Arizona 85345-6560<br>Phone: (923) 773-7115<br>Fax: (923) 773-7110 |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Solicitation Number: P09-0000   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| <b>ATTACHMENT A<br/>PROPOSAL FORM</b>   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| One original Proposal Form must be completed and sent to the City of Peoria. Please staple this to the original Past Performance Information form (Attachment B), Project Assessment Plan (Attachment C) and Project Schedule.  |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| <b>Project Team</b>   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">Name of Design Firm:</td> <td style="width: 30%;"></td> </tr> <tr> <td>Name of Project Principal (individual):</td> <td></td> </tr> <tr> <td>Name of Lead Engineer (individual):</td> <td></td> </tr> <tr> <td>Name of Civil Engineer (individual):</td> <td></td> </tr> <tr> <td>Name of Wet Utilities Engineer (individual):</td> <td></td> </tr> </table>  |   |  | Name of Design Firm:  |    | Name of Project Principal (individual): |                                     | Name of Lead Engineer (individual): |                                  | Name of Civil Engineer (individual):             |     | Name of Wet Utilities Engineer (individual): |       |  |  |
| Name of Design Firm:  |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Name of Project Principal (individual):   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Name of Lead Engineer (individual):   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Name of Civil Engineer (individual):  |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Name of Wet Utilities Engineer (individual):  |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| <b>Schedule</b>   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">                     Project Duration (NTP-Final Payment):<br/> <small>Note: This date should include the total time from the Notice To Proceed to final project payment, including time to obtain permits, long lead items, complete punch list items, issue warranties, commissioning, and final payment, etc.</small> </td> <td style="width: 10%;"></td> <td style="width: 20%;"></td> </tr> <tr> <td></td> <td colspan="2" style="text-align: center;">(Calendar Days)</td> </tr> </table> |   |  | Project Duration (NTP-Final Payment):<br><small>Note: This date should include the total time from the Notice To Proceed to final project payment, including time to obtain permits, long lead items, complete punch list items, issue warranties, commissioning, and final payment, etc.</small> |    |   |                                     | (Calendar Days)                     |                                  |  |     |  |       |  |  |
| Project Duration (NTP-Final Payment):<br><small>Note: This date should include the total time from the Notice To Proceed to final project payment, including time to obtain permits, long lead items, complete punch list items, issue warranties, commissioning, and final payment, etc.</small>   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
|   | (Calendar Days)                                     |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| <b>Bonding</b>  |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 70%;">Individual project bonding capacity:</td> <td style="width: 10%; text-align: center;">\$</td> <td style="width: 20%;"></td> </tr> <tr> <td>Total bonding capacity:</td> <td style="text-align: center;">\$</td> <td></td> </tr> <tr> <td>Amount of bonded contracts currently in process:</td> <td style="text-align: center;">\$</td> <td></td> </tr> </table>   |   |  | Individual project bonding capacity:  | \$ |   | Total bonding capacity:             | \$                                  |                                  | Amount of bonded contracts currently in process: | \$  |  |       |  |  |
| Individual project bonding capacity:  | \$  |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Total bonding capacity:   | \$  |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Amount of bonded contracts currently in process:  | \$  |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| <b>PPI Requirement</b><br>By signing the document below, the firm certifies that it has read the requirements of the PPI process and certifies that there is no collusion of any PPI data for the firm or the individuals listed above.   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td colspan="3">Name of Company</td> </tr> <tr> <td colspan="2">Printed Name of Firm Representative</td> <td>Signature of Firm Representative</td> </tr> <tr> <td>Phone</td> <td>Fax</td> <td>Date</td> </tr> <tr> <td colspan="3">Email</td> </tr> </table>  |   |  | Name of Company   |    |   | Printed Name of Firm Representative |                                     | Signature of Firm Representative | Phone  | Fax | Date   | Email |  |  |
| Name of Company   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Printed Name of Firm Representative   |   | Signature of Firm Representative   |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Phone   | Fax   | Date   |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |
| Email   |   |  |   |    |   |                                     |                                     |                                  |  |     |  |       |  |  |

10-10-2009.LM



# Attachment B Past Performance Information Form



|   |   |  |
|---|---|--|
|  | <b>STATEMENT OF INTEREST<br/>AND QUALIFICATIONS</b> | Materials Management<br>Procurement<br>8314 West Cinnabar Street<br>Peoria, Arizona 85345-6560<br>Phone: (623) 773-7115<br>Fax: (623) 773-7118 |
|   | Solicitation Number: P09-0000                       |  |

## ATTACHMENT B PAST PERFORMANCE INFORMATION FORM

**Overview**  
Each critical team component is required to have Past Performance Information (as outlined in the solicitation and Appendix 1). Please complete this form and submit it with your qualification. For each critical team component, you must select from one of the four options below.

- PPI Option 1: The firm or individual can modifications.
- PPI Option 2: The firm or individual can surveys as outlined in this database.
- PPI Option 3: The firm or individual can new database. The firm or individual document. If a firm or individual process at the City of Peoria count 50% on any new reference line.
- PPI Option 4: The firm or individual has line.

*PPI Option (you must select one option for each team member)*

|  | Option 1                 | Option 2                 | Option 3                 | Option 4                 |
|--|--------------------------|--------------------------|--------------------------|--------------------------|
| Name of Design Firm:                         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Name of Project Principal (individual):      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Name of Lead Engineer (individual):          | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Name of Civil Engineer (individual):         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Name of Wet Utilities Engineer (individual): | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |

*Project Team (the project team members listed below are...)*

|  |  |
|--|--|
| Name of Design Firm:                         |  |
| Name of Project Principal (individual):      |  |
| Name of Lead Engineer (individual):          |  |
| Name of Civil Engineer (individual):         |  |
| Name of Wet Utilities Engineer (individual): |  |

*PPI Option (you must select one option for each team member)*

|  | Option 1                 | Option 2                 | Option 3                 | Option 4                 |
|--|--------------------------|--------------------------|--------------------------|--------------------------|
| Name of Design Firm:                         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Name of Project Principal (individual):      | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Name of Lead Engineer (individual):          | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Name of Civil Engineer (individual):         | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |
| Name of Wet Utilities Engineer (individual): | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> | <input type="checkbox"/> |



# Attachment C Project Assessment Plan



|   |   |   |
|---|---|---|
|  | <b>STATEMENT OF INTEREST AND QUALIFICATIONS</b> | Materials Management Procurement<br>8314 West Chinozar Street<br>Peoria, Arizona 85345-0500<br>Phone: (623) 773-7115<br>Fax: (623) 773-7110 |
|   | Solicitation Number: P09-0000                   |   |

**PROJECT ASSESSMENT PLAN TEMPLATE**  
This template must be used.

**SECTION 1 – MAJOR RISKS AND SOLUTIONS**

You may add/delete additional rows, but do not exceed page limit. (Section 1 & 2 cannot exceed 2 pages)

Risk 1: \_\_\_\_\_  
Solution: \_\_\_\_\_

Risk 2: \_\_\_\_\_  
Solution: \_\_\_\_\_

Risk 3: \_\_\_\_\_  
Solution: \_\_\_\_\_

Risk 4: \_\_\_\_\_  
Solution: \_\_\_\_\_

Risk 5: \_\_\_\_\_  
Solution: \_\_\_\_\_

Risk 6: \_\_\_\_\_  
Solution: \_\_\_\_\_

Risk 7: \_\_\_\_\_  
Solution: \_\_\_\_\_

Risk 8: \_\_\_\_\_  
Solution: \_\_\_\_\_

Risk 9: \_\_\_\_\_  
Solution: \_\_\_\_\_

Risk 10: \_\_\_\_\_  
Solution: \_\_\_\_\_

7-14-2008 1:2

|   |   |   |
|---|---|---|
|  | <b>STATEMENT OF INTEREST AND QUALIFICATIONS</b> | Materials Management Procurement<br>8314 West Chinozar Street<br>Peoria, Arizona 85345-0500<br>Phone: (623) 773-7115<br>Fax: (623) 773-7110 |
|   | Solicitation Number: P09-0000                   |   |

**PROJECT ASSESSMENT PLAN TEMPLATE**  
This template must be used.

**SECTION 2 – VALUE ADDED OPTIONS**

You may add/delete additional rows, but do not exceed page limit. (Section 1 & 2 cannot exceed 2 pages combined)

Item 1: Impact: Cost (%) \_\_\_\_\_ Schedule (Days) \_\_\_\_\_

Item 2: Impact: Cost (%) \_\_\_\_\_ Schedule (Days) \_\_\_\_\_

Item 3: Impact: Cost (%) \_\_\_\_\_ Schedule (Days) \_\_\_\_\_

Item 4: Impact: Cost (%) \_\_\_\_\_ Schedule (Days) \_\_\_\_\_

Item 5: Impact: Cost (%) \_\_\_\_\_ Schedule (Days) \_\_\_\_\_

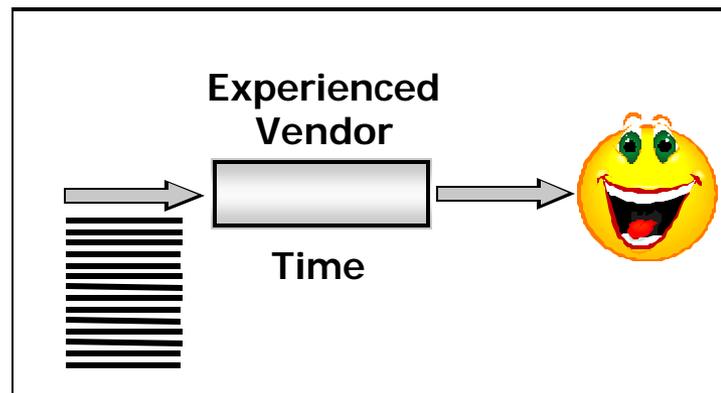
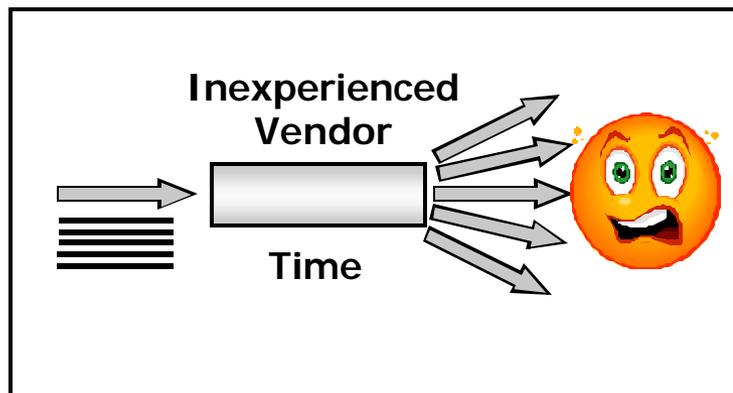
7-14-2008 1:2





# Project Assessment Plan

- The PA Plan provides the vendor with an opportunity to differentiate themselves from their competitors.
- The City of Peoria is looking to hire a vendor that can minimize the greatest amount of risk to the City.
- All vendors have a certain level of vision, but highly experienced vendors should have the greatest vision.





# PA Plan Format

- The PA Plan must **NOT** have **ANY NAMES** (such as contractor names, personnel names, project names, product names, or company letterhead). The PA / VA Plans will be evaluated “blind” in order to minimize any bias.
- The PA Plan must NOT exceed 4 pages (2 pages for Risks and Value Added / 1-2 pages for Project Duration Schedule)
- The PA Plan template must be used (vendors cannot modify the template) (i.e. do not change font size, font color, add graphics, etc)
- Do not include brochures or marketing information!
- No graphics or pictures allowed.
- The PA Plan contains 3 sections (Risks & Solutions / Value Added Items / Project Duration Schedule)



# PA Plan - Section 1

## Major Risks and Solutions

---



- Section 1 of the PA Plan is used to identify potential risks that may be encountered on the project.
- Risk is anything that impacts time, money, quality, or satisfaction. Risks can include things that you control and things that you do not control.
- The vendor should clearly address the following items:
  - Identify the major risks that are unique to this project
  - Explain why the risk is a risk
  - Address how the risk impacts time, money or satisfaction
  - Identify solutions to avoid / minimize the risk
- The risk/solution should be non-technical and contain no marketing



# Things to Avoid

## ■ Marketing data:

- *Our company is known worldwide as a leader in quality construction.*
- *We will use our long history to make sure the project is a success.*
- *We will use state-of-the-art process to make it a success.*

## ■ Technical data:

- *The roofing system we propose has 200% elongation and 600psi tensile strength.*
- *The product will pass the ASTM-568a test.*
- *A 50-year system will reduce water by 17,500 gallons per foot.*

## ■ Transferring risk back to client:

- *We will work with the owner to resolve issues*
- *We will have team meetings / partnering meeting with the owner*

## ■ General risks and/or general solutions:

- *Safety and security is the biggest risk*
- *We will plan ahead to coordinate activities*
- *We will plan ahead to get permits*
- *We will order material early in the project*



**Example Risk:** There is a lack of overall physical and visual access to the park site, this can create an unsafe environment.

- Solution 1 - Create a design theme that will physically and visually enhance access through signage and imagery

~~Solution 2 - The park site is currently walled off at 93rd Drive. By~~

Solution 2 shows the vendors ability to think like the owner and identify potential issues that can be minimized during the design stage. There was the risk that the city could be creating a park that would attract illicit behavior. Solution 2 stated how these problems would be minimized



# Example of Risk

## Risk: Project Drainage

---

### ■ PA Plan 1

- We will develop various alternative design solutions for different storm events. We will then evaluate the effect of potential solutions, and then decide which one is the best.

### ■ PA Plan 2

- Implementation of a 50-year drainage system instead of a 100-year system could save \$1 million in project costs and reduce the conveyance capacity requirement by approximately 30%, which will reduce maintenance costs and right-of-way requirements.

# Evaluating Risks “Quality” vs. “Quantity”



## Major Risk Items

|                  |  |
|------------------|--|
| <b>Risk 1:</b>   | Disruption of library staff                                  |
| <b>Solution:</b> | We can identify the shelves we will be working on in advance |
| <b>Risk 2:</b>   | A 2950 lumen lamp is not as bright as a 3150                 |
| <b>Solution:</b> | We will use a 3150 lamp                                      |
| <b>Risk 3:</b>   | The existing ballasts are hazardous materials                |
| <b>Solution:</b> | We can dispose of them                                       |
| <b>Risk 4:</b>   | The existing lamps are hazardous materials                   |
| <b>Solution:</b> | We can dispose of them                                       |

## Major Risk Items

|                  |  |
|------------------|--|
| <b>Risk 1:</b>   | There are sprinkler pipes and heads only 12” above the light fixtures we will be retrofitting. If a head gets hit with a ladder, conduit, or lamp, it is possible that the sprinkler could go off and damage the books on the shelves. |
| <b>Solution:</b> | We have contacted a sprinkler contractor that will provide us with plastic sprinkler head guards. We will install these guards in the areas we will be working in.   |

# Do Not Write An Essay!

## *404 Permitting Can Impact the Cost and Schedule*



- The Phase 1 design will include contacting the Master Planned Community developer/engineer to determine if the WTP site was included in their Master Planned Community 404 delineation and permit. If the WTP site wash was delineated as Waters of the U.S. and is not an allowable disturbance under the Master Planned Community permit, the site will be designed to the 404 wash limits. If the WTP site was not included in the Master Planned Community 404 delineation, a separate WTP site delineation will be prepared and submitted to the U.S. Army Corps for review. If the WTP delineation results in the wash determined as Waters of the U.S. a Nation Wide Permit 39-Commercial and Intentional developments is applicable. The site plan layout will account for design constraints under the NWP39 requirements. This case may result in recoverable site area by designing storm drain facilities to convey the wash (or portion of the wash) bisecting the site. If the WTP site wash is not documented as Waters of the U.S. the 404 wash disturbance requirements will not apply. This case may result in recoverable site area by designing storm drain facilities to convey the wash bisecting the site.

# PA Plan - Section 2

## Value Added Options



- Section 2 of the PA Plan is used to identify potential Value Added Options that the Vendor feels may apply to this project.
  
- Value Added Options may:
  - Increase/Decrease cost
  - Increase/Decrease project duration
  - Increase/Decrease quality
  - Increase/Decrease customer satisfaction
  - Increase/Decrease maintenance
  
- All Value Added Options must clearly address why the item adds value to the client, or why it should be considered.
  
- The City will accept/reject VAO prior to award



# Value Added Options

## Must Explain Why It Adds Value

---

-  *Deduct 10% if you substitute the T-2 system for the T-3. The T-2 system is 5% less brighter.*
-  *If we change the adhered EPDM to 2-ply peel and stick, it would raise our cost by 25%. This is a new system and as far as I know has not been installed in Minneapolis. This would be an experimental roof, and we would not want our reputation damaged if problems arise.*
-  *Perform storm drain work to allow roadway to remain open. Reduce traffic to one lane each way or reduce to single lane with flagman. Slows production for work one lane at a time. Increase schedule by 25 days and 1% cost savings*

# Value Added Options

## Must Explain Why It Adds Value

---



### ■ Situation

- Owner was looking to save money in the short term on the project due to budget issues and was not concerned about long term money saving options.

### ■ VA Item

- Implementation of a 50-year drainage system instead of a 100-year system could save \$1 million in project costs and reduce the conveyance capacity requirement by approximately 30%, which will reduce maintenance costs and right-of-way requirements.



# Value Added Options

## Must Explain Why It Adds Value

---

### ▲ Situation

- Owner was looking for energy solutions that would save the owner money over the long term.

### ▲ VA Item

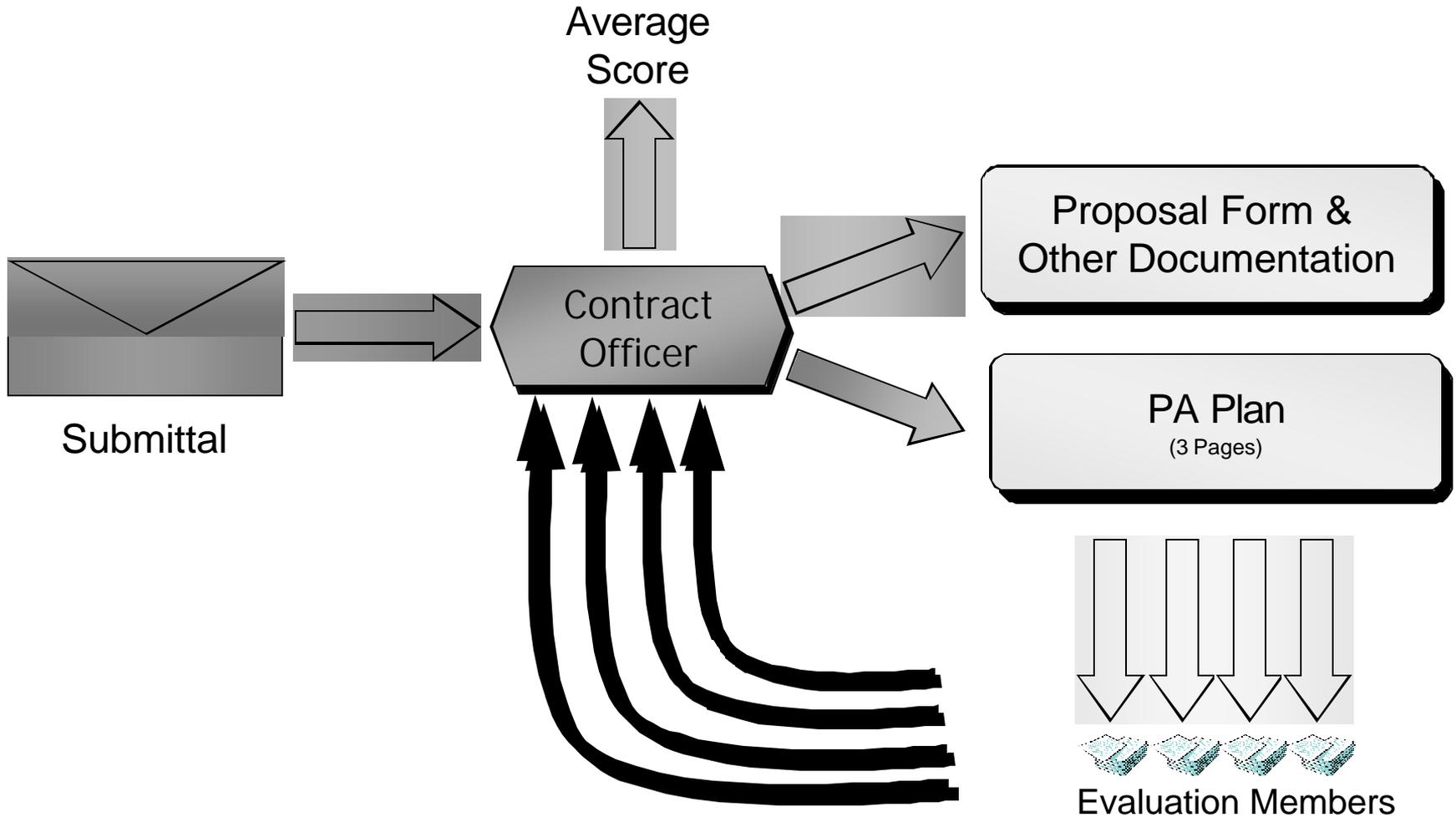
- The addition of rooftop solar (photovoltaic) panels will allow for energy savings of 20% per year for the first 30 years of the buildings life. The upfront cost associated with this will be around \$800,000. Given the anticipated energy use of the building and current energy pricing trends, the \$800,000 investment will be recouped within the first 11 years of the building's occupied life. We have designed more than 100 photovoltaic systems for projects of similar scope within the same geographic region.

# Project Duration Schedule - Section 3 Subcontractor Selection Plan



- 1-2 page Project Duration Schedule
  - Gantt style project duration schedule for design only that conveys major milestones, design activities, permitting processes and City approval processes.
- The document shall NOT contain any names or information that can be used to identify who the Vendor is.
- All submittals including the project schedule must be 8 ½ X 11 black ink only, no graphics or pictures.

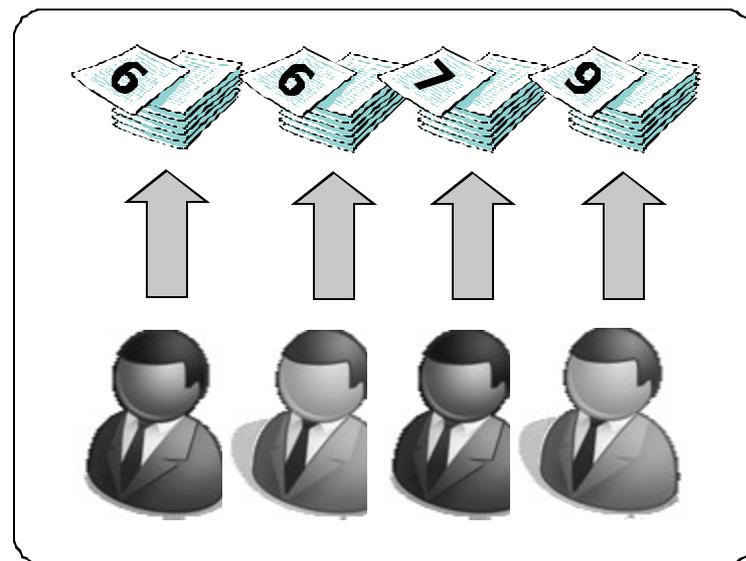
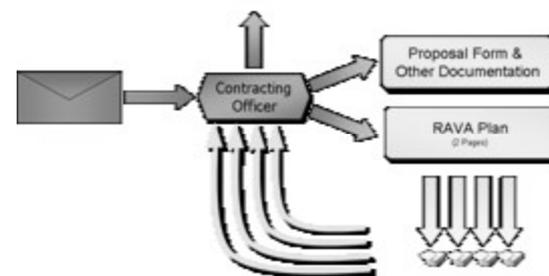
# How The Submittal Process Works





# Rating Process

- Evaluation committee shall not receive any PPI or proposal information
- Evaluation Committee shall only receive coded PA Plans
- Evaluation Committee will rate the plans individually (not a group rating)
- Plans will be rated comparatively based on one another (no preset criteria)





# Example Rating Sheet

## Project Assessment Plan Rating Sheet

<< PROJECT >>

### Instructions:

The risk assessment plan should not contain any names or products that may be used to identify who the contractor is.

Plans that contain any technical terms, any means and methods (unless it affects the performance in a significant manner), or any material technical descriptions should receive low ratings.

Criteria are rated on a scale of 1-10, with 10 being the best and 1 being the worst. All plans should start from an average (or 5 rating) and go up and down depending on the relative value. If

a plan  
aver  
shou

NO  
1  
2  
3

By s  
man  
too.  
othe

| NO | CRITERIA  | Firm<br>1 | Firm<br>2 | Firm<br>3 | Firm<br>4 | Firm<br>5 |
|----|---|-----------|-----------|-----------|-----------|-----------|
| 1  | <b>Risk Assessment Evaluation</b><br>(Ability to identify and minimize potential risk unique to this project)     |           |           |           |           |           |
| 2  | <b>Value Added Option Evaluation</b><br>(Ability to add value to the project in terms of time, money, or quality) |           |           |           |           |           |
| 3  | <b>Subcontractor Selection Plan Evaluation</b><br>(Plan on selecting high performing subcontractors)              |           |           |           |           |           |

Name: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_



# PA Plan Summary

---

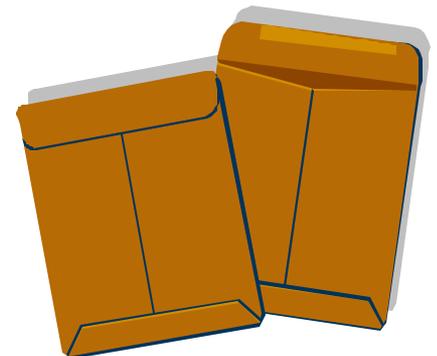
- The PA Plan is 4 pages maximum
- The PA Plan must NOT contain any names.
- The PA Plan becomes part of the final contract.
- The PA Plan provides a high performing vendor an opportunity to prove their expertise & prove they are not a commodity.
- You must use the attached PA Plan Template
- The vendor should identify major risks to this project and unique solutions that minimize the risks. You are the expert...minimize risk (cost, time, quality)



# SOQ Requirements

---

1. Attachment A – Proposal Form
  - (1 Page / Name okay)
  
2. Attachment B – Past Performance Information Form
  - (1 Page / Name okay)
  - If you are modifying your PPI, you must also follow the process in Appendix 1
  
3. Attachment C – Project Assessment Plan
  - (3-4 Pages / No Names!!!)





# Best Value Process

Step 1 – Past Performance Information

Step 2 – Submittal Documents

Step 3 – Interview List

Step 4 – Analysis of Data

Step 5 – Pre Planning Phase

Step 6 – Award

Step 7 – Weekly Monitoring and Final Close Out Rating



# Interview

---

- The City will interview all of the critical individuals proposed on this project (and may ask for additional individuals if necessary)
- The City will interview the individuals separately and as a group
- Generally, interview times should last 15 minutes per individual.
- A standard set of questions will be generated and asked to each individual. The City reserves the right to clarify any answers (or ask additional questions to clarify an answer). The City may request clarification of statements made in the vendors PA Plan.



# Interview

---

- All proposed team members MUST be available for interview on the date specified in the solicitation. No substitutes or proxies will be allowed. Individuals who fail to attend the interview will not be given a score which may jeopardize the firm's competitiveness.
- For this project, Firms may bring up to two additional team members at their discretion to the interview. These additional team members will only be allowed in the interview during the Firm's 15-minute presentation and will not be interviewed or scored. The purpose of this is to allow Firms to bring in up to two team members whom they feel are important to this projects success.



# Best Value Process

Step 1 – Past Performance Information

Step 2 – Submittal Documents

Step 3 – Interview List

Step 4 – Analysis of Data

Step 5 – Pre Planning Phase

Step 6 – Award

Step 7 – Weekly Monitoring and Final Close Out Rating



# Criteria & Weights

- Pass/Fail = All requirements in proper format
- 45 Points = Interviews
- 35 Points = Project Assessment Plan
- 20 Points = PPI



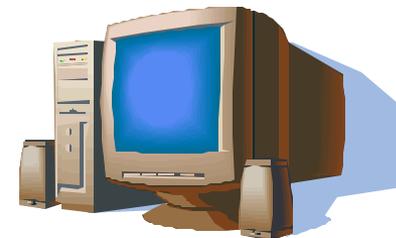


# Modeling

- The City will use a Linear Relationship Model (LRM) to assist them in analyzing and prioritizing the data.
- The LRM works by:
  - Identify the best score for a criteria
  - Divide each vendors score by the best score
  - Multiple by weighting factor
- Example:

|          | PA Plan Score | LRM Points |
|----------|---------------|------------|
| Vendor A | 7.2           | 29.3       |
| Vendor B | 8.6           | 35.0       |
| Vendor C | 6.1           | 24.8       |

|            |     |
|------------|-----|
| Best Score | 8.6 |
| Weight     | 35% |





# Prioritization

- The City will analyze all of the collected data and identify the potential best value.



| NO | CRITERIA                          | FIRM A | FIRM B | FIRM C |
|----|-----------------------------------|--------|--------|--------|
| 1  | Interview Rating                  | 7.2    | 5.8    | 5.9    |
| 2  | PA Plan Rating                    | 7.7    | 7.9    | 5.6    |
| 3  | Overall 1-10 Average              | 9.3    | 9.3    | 9.9    |
| 4  | Overall Number of Surveys Average | 11     | 11     | 9      |

| NO | PAST PERFORMANCE ANALYSIS      | FIRM A | FIRM B | FIRM C |
|----|--------------------------------|--------|--------|--------|
| 1  | CM@R Firm (#)                  | 9.2    | 9.2    | 10     |
| 2  | CM@R Firm (1-10)               | 25     | 25     | 21     |
| 3  | Project Manager (1-10)         | 9.9    | 9.2    | 10     |
| 4  | Project Manager (#)            | 6      | 10     | 10     |
| 5  | Site Supervisor (1-10)         | 9.2    | 9.5    | 9.7    |
| 6  | Site Supervisor (#)            | 8      | 10     | 4      |
| 7  | Preconstruction Manager (1-10) | 8.5    | 9.8    | 9.9    |
| 8  | Preconstruction Manager (#)    | 7      | 4      | 6      |
| 9  | Estimator (1-10)               | 9.7    | 8.8    | 9.8    |
| 10 | Estimator (#)                  | 8      | 4      | 4      |



# Best Value Process

Step 1 – Past Performance Information

Step 2 – Submittal Documents

Step 3 – Interview List

Step 4 – Analysis of Data

Step 5 – Pre Planning Phase

Step 6 – Award

Step 7 – Weekly Monitoring and Final Close Out Rating



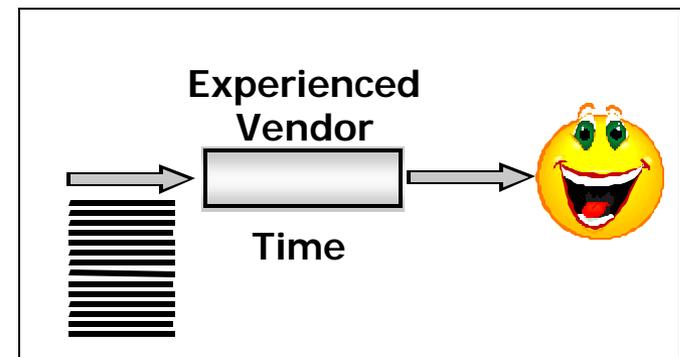
# Technical vs. Non-Technical

|        |  |               |
|--------|--|---------------|
| Step 1 | – Past Performance Information                 | Non-Technical |
| Step 2 | – Submittal Documents                          | Non-Technical |
| Step 3 | – Shortlist                                    | Non-Technical |
| Step 4 | – Interview                                    | Non-Technical |
| Step 5 | – Analysis of Data                             | Non-Technical |
| Step 6 | – Pre Planning Phase                           | Technical     |
| Step 7 | – Award  |               |
| Step 8 | – Weekly Monitoring and Final Close Out Rating |               |



# Pre Planning Phase

- Performed by only **1** firm (the potential best-value)
- The objective is for the firm to:
  - Preplan the project
  - Minimize risk before the project begins
  - List of all risks that the firm does not control, along with a plan to minimize the risk
  - List of all client actions / tasks that the firm requires from the client (name, due date)
  - Coordinate / preplan the project before the project begins
- The Client does not want to be surprised after award is made. If the Client is surprised, this will impact the firms final rating.





# Pre Planning Stage

---

- Step 1: Pre Award Kick Off Meeting
  - Watch a detailed tutorial of Pre Award Phase
  - Review all vendor risks and City concerns
  
- Step 2: Pre Award Period
  - Preplan project
  - Coordinate
  - Minimize all risk
  - Identify risk that vendor does not control
  
- Step 3: Pre Award Final Meeting
  - Review the Pre Award Document
  - Not a Q&A meeting



# Best Value Process

Step 1 – Past Performance Information

Step 2 – Submittal Documents

Step 3 – Interview List

Step 4 – Analysis of Data

Step 5 – Pre Planning Phase

Step 6 – Award

Step 7 – Weekly Monitoring and Final Close Out Rating

# Contract Award

---



- Upon successful completion of Pre Award Phase, the City will proceed to issue an Award
- Final award requires Council Approval



# Best Value Process

Step 1 – Past Performance Information

Step 2 – Submittal Documents

Step 3 – Interview List

Step 4 – Analysis of Data

Step 5 – Pre Planning Phase

Step 6 – Award

Step 7 – Weekly Monitoring and Final Close Out Rating



# Weekly Reporting System

---

- Excel Spreadsheet that tracks only unforeseen risks on a project
- Client will setup and send to contractor once Award/NTP issued
- Vendor must submit the report every week (Friday).
- Vendors final project rating will be impacted by the accuracy and timely submittal of the WRS
- The report does not eliminate or replace any traditional weekly reports / progress meetings
- Report allows the vendor to track and document all client decisions or risks outside of the vendors control. The report also allows the City to document the performance of every project.

# Final Rating



- After the project is complete, the client will evaluate the project.
- The Final Rating will be heavily impacted by:
  - Change orders
  - Project delays
  - Poor quality
  - Owner surprises
  - Complaints
  - Ability to accurately fill out and submit weekly reports.
- Final rating will be used to modify each critical team components PPI score by 50%
- Projects that take longer than 1-year to complete, will get yearly reviews until project is complete.



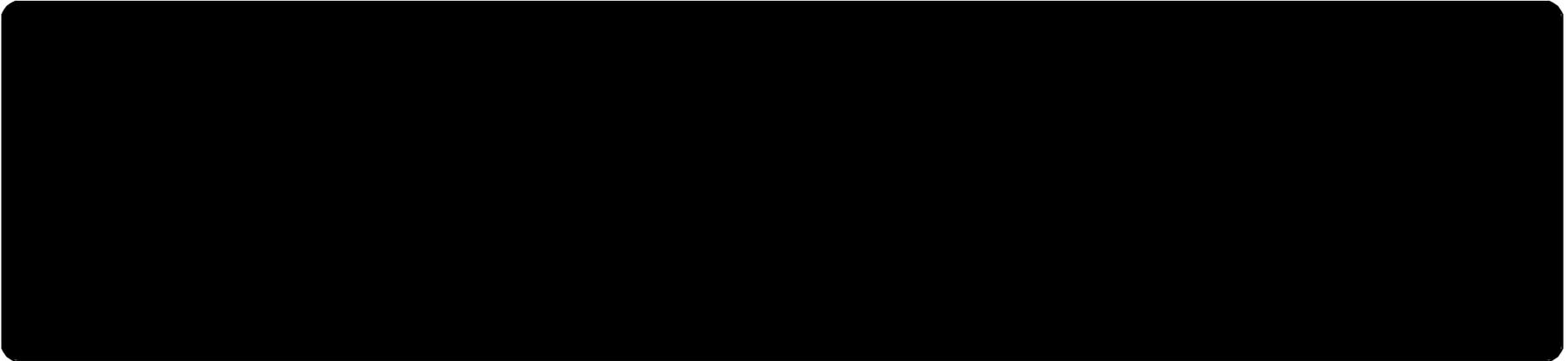
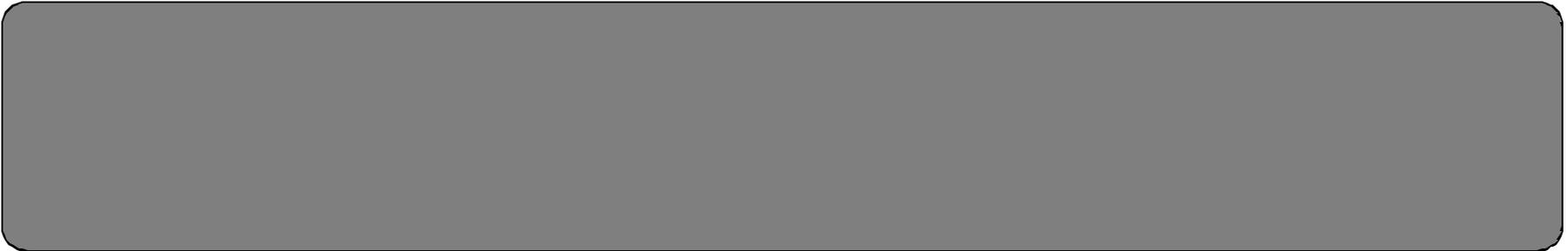
# 50% Modification



| NO | CRITERIA                             | Ven 2 | Current Project | Ven 2 |
|----|--------------------------------------|-------|-----------------|-------|
| 1  | Ability to manage the project cost   | 9.8   | 5.0             | 7.4   |
| 2  | Ability to maintain project schedule | 9.8   | 5.0             | 7.4   |
| 3  | Quality of workmanship               | 9.8   | 5.0             | 7.4   |
| 4  | Professionalism                      | 9.8   | 5.0             | 7.4   |
| 5  | Close out process                    | 9.7   | 5.0             | 7.4   |
| 6  | Ability to communicate               | 9.8   | 5.0             | 7.4   |
| 7  | Ability to follow the users rules    | 9.8   | 5.0             | 7.4   |
| 8  | Overall customer satisfaction        | 9.8   | 5.0             | 7.4   |
| 9  | Total number of different jobs       | 18    |                 | 18    |
| 10 | Total number of different customers  | 17    |                 | 17    |

|    |                                     |     |     |     |     |
|----|-------------------------------------|-----|-----|-----|-----|
| 4  | Professionalism                     | 9.6 | 7.4 | 9.7 | 9.7 |
| 5  | Close out process                   | 9.3 | 7.4 | 9.5 | 9.5 |
| 6  | Ability to communicate              | 9.4 | 7.4 | 9.4 | 9.5 |
| 7  | Ability to follow the users rules   | 9.7 | 7.4 | 9.4 | 9.8 |
| 8  | Overall customer satisfaction       | 9.9 | 7.4 | 9.7 | 9.8 |
| 9  | Total number of different jobs      | 19  | 18  | 18  | 20  |
| 10 | Total number of different customers | 19  | 17  | 18  | 17  |

# Summary of Process



# Schedule

---



- Submittals Due August 13, 2009
- Notification of Shortlist August 26, 2009
- Interviews September 1, 2009
- Pre Award Meeting October 16, 2009
- Council Award November 17, 2009

# Website



## WWW.PBSRG.COM

Click on "PIPS"  
Click on "City of Peoria"

The screenshot shows the ASU Performance Information Procurement System (PIPS) website. The header includes the ASU logo and the title "PERFORMANCE INFORMATION PROCUREMENT SYSTEM - A Best Value Selection System". Navigation tabs include "PIPS Overview", "Current PIPS Projects", "Testimonials & Results", and "Video Tutorials". The main content area is titled "CITY OF PEORIA, AZ" and includes a "General Overview" section with a paragraph of text and a photograph of a playground structure. Below this is a "Pilot Projects" section with a table listing three projects.

**ASU ARIZONA STATE UNIVERSITY**

**PERFORMANCE INFORMATION PROCUREMENT SYSTEM**  
*A Best Value Selection System*

PIPS Overview | Current PIPS Projects | Testimonials & Results | Video Tutorials

**CITY OF PEORIA, AZ** [Print this page](#)

**General Overview**

In 2004, the City of Peoria (AZ) implemented the PIPS process on various types of projects using the design-build (DB) and construction manager at risk (CMAR) procurement processes. The PIPS process is being used to assist the City of Peoria in selecting the best-value vendor under each procurement method. The process has been modified to follow the constraints of the Arizona Revised Statutes (ARS), which does not allow the client to review costs in the proposals/qualifications.



**Pilot Projects**

| No | Project                                   | Type | Date    | Awarded Cost | Status      |
|----|---|------|---------|--------------|-------------|
| 1  | Reconstruction / Renovations of City Hall | DB   | 7/25/07 | \$12,700,000 | In Progress |
| 2  | Pinnale Peak Public Safety Facility       | DB   | 7/25/07 | \$3,000,000  | In Progress |
| 3  | Municipal Court Expansion                 | DB   | 7/25/07 | \$9,200,000  | In Progress |

CITY OF PEORIA

# Comments / Questions

---



Athena Bonner

[[athena.bonner@peoriaaz.gov](mailto:athena.bonner@peoriaaz.gov)]