Small Project
Alternative Delivery Methods
Session Agenda

- Introductions
- Presentations
- Q & A
Guest Panelist

Jamaal Avilez
Supply Services Manager
Planning & Development Group
Los Angeles World Airports

Wayne Gross
Outreach Liaison
Procurement Division - Certification & Outreach
State of California, DGS

Stephan Tucker
Director of Corporate Program Management
Los Angeles Department of Water & Power

Jay Jefferson
Construction Manager
Capital Planning, Design & Construction
California State University Office of the Chancellor
JAMAAL AVILEZ

SUPPLY SERVICES
MANAGER
PLANNING & DEVELOPMENT
GROUP
LOS ANGELES WORLD
AIRPORTS
WAYNE GROSS
- CUSTOMER LIAISON & SB/DVBE ADVOCATE FOR THE STATE OF CALIFORNIA DEPT. OF GENERAL SERVICES PROCUREMENT DIVISION, CERTIFICATION & OUTREACH BRANCH
- 41 YEARS OF CUSTOMER SERVICE EXPERIENCE
- FORMER CAPTAIN USAF
- MBA
Stephan Tucker
Director of Corporate Program Management
31 years of experience with DWP
MBA
Jay Jefferson
- Construction Manager, CSU Office of the Chancellor
- 35 years of industry experience
- Adjunct Faculty, CSUDH CM Cert.
- MSEM
- CMAA Member
SMALL PROJECT DELIVERY

Jamaal Avilez
Planning & Development Group
Los Angeles World Airports
INTRODUCTION

► Upcoming Procurements
► Small Project Delivery (JOC and On-Call)
► How to participate
UPCOMING PROJECTS

► JOC Procurement
  • Proposals submitted May 25, 2017
  • Intend to award multiple contracts
  • 2nd iteration of JOC contract for LAWA

► On-Call Design Procurements
  • Architectural Design Services (Awarded)
  • Engineering Design Services
SMALL PROJECT DELIVERY – JOC

► LAWA JOC Background (1\textsuperscript{st} Procurement)
  - 1\textsuperscript{st} pilot JOC Ordinance (2011-2012)
  - LAWA limited award to 1 JOC contractor
  - $3 million contract max; 5 year max contract length
  - $500,000.00/Task Order max
  - Best Value plus coefficients
SMALL PROJECT DELIVERY – JOC

► LAWA JOC Background (1st Procurement) Cont.

• In house JOC book created through RS Means (not based on Gordian JOC Core)

• 1st JOC Contract awarded to Kellogg Brown and Root Services

• 3 year max (1 year w/ two 1 year renewals)

• $3 million contract max

• Utilized for various projects around campus
SMALL PROJECT DELIVERY – JOC

► LAWA JOC Background (2\textsuperscript{nd} Procurement)
  • 2\textsuperscript{nd} Ordinance (2016)
  • Multiple JOC awards
  • $6 million contract max; $750,000/Task Order
  • Establishes LAWA’s ability to use JOC going forward
**Small Project Delivery – JOC**

► Job Order Contracting

- “In-between” solution
- In house trades remain an option
- Some trades cannot be performed by in-house crew – e.g. fire alarm, hazmat, etc.

*In-House Trades*  
$1 - $50,000+

*JOC*  
+/- $25k to $750,000

*Capital Projects*  
$750,000 and up
SMALL PROJECT DELIVERY – JOC

Types of Work

- JOC contract will be used to address multiple areas of work
- Some of the jobs include, but are not limited to:
  - Carpentry
  - Masonry
  - Paving
  - Hazmat
  - Plumbing
  - Demolition
  - Roofing
  - HVAC
  - Mechanical
  - Abatement
  - Welding
  - Excavation
SMALL PROJECT DELIVERY – JOC

- JOC Procurement Process (2nd Procurement)
  - Best Value and Coefficients
  - Utilized Gordian JOC Core
  - Awarding Multiple Contracts
SMALL PROJECT DELIVERY – JOC

JOC Procurement Evaluation Process (2\textsuperscript{nd} Procurement)

- **Best Value:**
  - Experience, Safety record, claims history, plan to develop subs, management plan

- **Coefficients:**
  - Addresses all other costs of construction (e.g. supervision, overhead, profit, etc.)
  - Remains for 3 years
  - 5 coefficients utilized: Standard Hours (Pre-TSA Screening), Off-Hours (Pre-TSA Screening), Standard Hours (Post-TSA Screening), Off-Hours (Post-TSA Screening), Non-Priced Line Items
  - Weighted based on expected usage
### SMALL PROJECT DELIVERY – JOC

#### JOC Procurement Evaluation Process (2\textsuperscript{nd} Procurement)

<table>
<thead>
<tr>
<th>PART 1 TECHNICAL/ MANAGEMENT</th>
<th>MAXIMUM POINTS</th>
</tr>
</thead>
<tbody>
<tr>
<td>A EXPERIENCE</td>
<td>10</td>
</tr>
<tr>
<td>Demonstrated work experience in the last five years performing (i) JOC or similar construction OR (ii) construction at occupied, operating airport. Provide three relevant examples from Owner of Proposer’s successful experience over the years for verification.</td>
<td></td>
</tr>
<tr>
<td>B JOC CONTRACTORS REPRESENTATIVE</td>
<td>15</td>
</tr>
<tr>
<td>Proposed supervisory personnel: Provide qualifications and experience of JOC Contractor’s Representative on JOC, SABRE, or similar IDIQ construction.</td>
<td></td>
</tr>
<tr>
<td>C MANAGEMENT PLAN</td>
<td>10</td>
</tr>
<tr>
<td>Proposed project organization with: Position descriptions, Staff personnel qualifications, Procedures for managing the project including: Preparation of estimates, Scheduling, In-house design capabilities, Field Supervision, Interface between Proposer’s home office and LAW, Measures to ensure responsiveness to routine, urgent, and emergency projects; and Internal and external communication.</td>
<td></td>
</tr>
<tr>
<td>D SUBCONTRACTOR DEVELOPMENT AND SELECTION PLAN</td>
<td>10</td>
</tr>
<tr>
<td>Provide procedures for identifying, managing, and assisting subcontractors. Provide Selection Plan to ensure that work will be bid and awarded to subcontractors fairly.</td>
<td></td>
</tr>
<tr>
<td>E HISTORY</td>
<td>5</td>
</tr>
<tr>
<td>List all projects in the last 5 years that have gone to claim, litigation, City Engineer’s decision, mediation, or arbitration with the owner and any projects firm failed to complete.</td>
<td></td>
</tr>
<tr>
<td>F SAFETY</td>
<td>5</td>
</tr>
<tr>
<td>Provide safety record and program. Provide current Workmen’s Compensation Modifier. Provide number of lost time incidents during last 3-5 years and the associated number of lost days related to safety incidents.</td>
<td></td>
</tr>
</tbody>
</table>

**MAXIMUM POINTS FOR PART 1** 60

<table>
<thead>
<tr>
<th>PART 2 ADMINISTRATIVE REQUIREMENTS</th>
<th>Pass/ No Pass</th>
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<tr>
<th>PART 3 FEE (COEFFICIENTS)</th>
<th>MAXIMUM POINTS</th>
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<tbody>
<tr>
<td>A Standard Hours, Pre-TSA Screening Work Areas</td>
<td>5</td>
</tr>
<tr>
<td>B Off-Hours, Pre-TSA Screening Work Areas</td>
<td>10</td>
</tr>
<tr>
<td>C Standard Hours, Post-TSA Screening Work Areas</td>
<td>5</td>
</tr>
<tr>
<td>D Off-Hours, Post-TSA Screening Areas</td>
<td>10</td>
</tr>
<tr>
<td>E Non-Pre-Priced Items</td>
<td>5</td>
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</tbody>
</table>

**MAXIMUM POINTS FOR PART 3** 40
**Small Project Delivery – JOC**

► JOC Award

- Awarding 2 JOC Contracts
- Brown & Root Industrial Services, LLC and MTM Construction, Inc.
- 3 year contracts for each
- Alternate Job Orders, not bid against each other
- May be used for Peer Reviews or Spot Auditing
- May “double up” in cases with specialized work
**SMALL PROJECT DELIVERY – JOC**

<table>
<thead>
<tr>
<th>Time Frame</th>
<th>Standard Design-Bid-Build</th>
<th>Design-Build</th>
<th>Job Order with only schematic design required</th>
</tr>
</thead>
<tbody>
<tr>
<td>60 Days</td>
<td>185 days to contract</td>
<td>140 days to contract</td>
<td>35 days to Job Order</td>
</tr>
<tr>
<td>120 Days</td>
<td></td>
<td></td>
<td></td>
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<tr>
<td>180 Days</td>
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</tr>
</tbody>
</table>

**Activities:**

- **Prepare Schematic Design & Independent Estimate** (7 Days)
- **Issue Task Order Request** (1 Day)
- **Joint Scope Discussion & Site Walk** (4 Days)
- **Contractor Task Order Proposal** (10 Days)
- **Review Proposal & Estimate** (7 Days)
- **Joint Estimate Review & Discussion** (3 Days)
- **Issue Task Order Approval & NTP** (1 Day)
- **Pre-Construction Meeting & Task Order Started** (2 Days)
- **Task Order Started** (35 Days)
SMALL PROJECT DELIVERY – JOC

► JOC Job Order Process
SMALL PROJECT DELIVERY – ON-CALL CONTRACTS

► On-Call Projects

- Primarily utilized for Professional Services (Architecture, Engineering, Project Management, Inspections)
- Typically for CIP projects under $10 million
- Small, Medium, Large categories
- No ordinance necessary
- No limit on contract value or term
SMALL PROJECT DELIVERY — ON-CALL CONTRACTS

On-Call Projects

- RFP process used. “Best Value” type selection
- Firms evaluated based on experience, team composition, and understanding of scope
- Cost factor:
  - Ranges from 15% - 30% of total available points
  - Based on a Multiplier or other relative cost factors
  - Points provided on a relative scale
SMALL PROJECT DELIVERY – ON-CALL CONTRACTS

On-Call Projects

- On-Call Engineering Services
- Other potential upcoming projects

<table>
<thead>
<tr>
<th>ESTIMATED TOTAL PROJECT COST</th>
<th>PROJECT NAME &amp; DESCRIPTION</th>
<th>ANTICIPATED ADVERTISEMENT (Subject to Environmental Review)</th>
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</thead>
<tbody>
<tr>
<td>PROFESSIONAL SERVICES – Planning or Design</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Recycled Water Extension</td>
<td>This project will complete the Recycled Water (RW) piping and building connection infrastructure on the LAX campus to receive and distribute advanced treated recycled water to be produced at the Hyperion Water Reclamation Plant.</td>
<td>Q3 2017</td>
</tr>
<tr>
<td>$&lt;10M</td>
<td>Secured Area Access Post (SAAP) - Westside</td>
<td>This project will construct a Secured Area Access Post (SAAP) on the Westside of the LAX campus.</td>
</tr>
<tr>
<td>$10M - $100M</td>
<td>Engineering Design Services</td>
<td>Professional engineering design and planning services, to study, plan, review and define proposed improvements for LAWA owned assets, on an as-needed basis.</td>
</tr>
<tr>
<td>CTA Domestic Water and Fire Water Pipe Replacement</td>
<td>This project replaces the existing domestic water and fire water infrastructure in the Central Terminal Area (CTA), provides dual branch pipelines and valves to each terminal, and “smart” water meter for each terminal and building.</td>
<td>Q2 2018</td>
</tr>
<tr>
<td>$&gt;500M</td>
<td>North Airfield Exit Taxiways</td>
<td>This project constructs new exit taxiways connecting Runway 6L-24R and Runway 6R-24L.</td>
</tr>
<tr>
<td></td>
<td>Facility Maintenance Yard</td>
<td>The project involves phased construction, relocation of and consolidation of existing Facilities Maintenance and Utilities (FMU)/facilities and procurement services warehouse.</td>
</tr>
</tbody>
</table>
PARTICIPATING ON LAWA PROCUREMENTS

- LABAVN (Los Angeles Business Assistance Virtual Network)
  - All City departments post jobs here
  - Procurement over $25,000.00 are typically posted to LABAVN
PARTICIPATING ON LAWA PROCUREMENTS

► LABAVN (Los Angeles Business Assistance Virtual Network)
  • Free registration
  • Automatic Notification of Job Postings
Thank You
How to do Business with California State Government

Sell to the State

Small Business/Disabled Veteran Business Enterprise

Get Public Procurement Information

Updated 06222017
How to do Business with California State Government

Outreach Liaison
Department of General Services
Procurement Division
Certification and Outreach Branch
707 3rd Street
West Sacramento, CA 95605

Wayne.Gross@dgs.ca.gov
State’s SB/DVBE Goals

- Requires state agencies to award at least 25% of their annual contracting dollars to certified Small Business
- MVC Section 999 requires agencies to award at least 3% to certified Disabled Veteran Business Enterprises (DVBE)
State’s SB/DVBE Goals
Fiscal Year 2015-16

• Statewide departments awarded approximately $8.1 billion in contracts with $2.5 billion (up 4.2 percent) going to SBs/MBs and $349 million (down 14.3 percent) going to DVBEs.

• Statewide participation achievements improved to 30.44 percent for SBs/MBs and 4.31 percent for DVBEs!
Small Business Eligibility Requirements

- To be eligible for SB certification, the business must meet the following criteria:
  - Must be independently owned and operated;
  - Cannot be dominant in the field of operation;
  - Must have its principal office located in California;
Small Business Eligibility Requirements

- The business must also:
  - Have its owners (or officers in the case of a corporation) domiciled in California;
  - And, together with the affiliates, be either:
    - a business with 100 or fewer employees, and have an average annual gross receipts of $15 million or less over the previous 3 tax years, or
    - a manufacturer with 100 or fewer employees
DVBE Definition

- For DVBE certification purposes, a “disabled veteran” is a veteran of the U.S. military, naval, or air service; and has a service connected disability of at least 10% or more as certified by the United States Department of Veteran Affairs and must be domiciled in the State of California.
DVBE Eligibility Requirements

- Most DVBEs can also be certified SBs
- To be eligible for DVBE certification, the business must meet the following criteria:
  - Be at least 51% owned by one or more disabled veterans (defined on next slide)
  - Limited Liability Companies (LLCs) must be wholly owned by one or more disabled veterans
DVBE Eligibility Requirements

- Daily business operations must be managed and controlled by one or more disabled veterans. The disabled veteran(s) who manages and controls the business is not required to be the disabled veteran business owner(s)

- The home office must be located in the United States. The home office cannot be a branch or subsidiary of a foreign corporation, foreign firm, or other foreign based business.
DVBE Eligibility Requirements

- More information can be found at:
  - www.pd.dgs.ca.gov/smbus
  - or by calling (916) 375-4940
Benefits of Certification

- 5% Bid Preference for Small Business
- The State may offer up to a 5% incentive to DVBE’s in the formal bid process
- As a California certified SB/DVBE, your firm is added to the Department of General Services’ certified firm database
SB/DVBE Option

- Certified SB or DVBE
- Goods, Services, & IT goods and services - $5,000.01 to $249,999.99
- Public Works - $5,000.01 to $291,000.00
- At least two price quotes (2 SBs or 2 DVBEs)
- Authorized by Govt Code 14838.5
SB/DVBE First Policy

- Certified SB or DVBE
- Goods, Services, & IT goods and services - $0.00 to $249,999.99
- Public Works - $0.00 to $291,000.00
- At least two price quotes (2 SBs or 2 DVBEs)
- Department of General Services, Franchise Tax Board, Department of Veterans Affairs, Military Department, Department of Public Health, California Highway Patrol, California Department of Technology, Department of Education, California State Retirement System, and Department of Consumer Affairs have the First Policy in place.
How to do Business with the State of California

A FIVE-STEP PROCESS
How to do Business with California State Government

A 5 STEP PROCESS
What is Cal eProcure?

- Cal eProcure is the buying, selling and small business component of FI$Cal as the procurement system of record for the state.
- Cal eProcure includes many new features designed to enhance the user experience for state customers as well as a responsive design and mobile compatibility.
STEP 1-Register with Cal eProcure

- Go to www.caleprocure.ca.gov
- Complete the 5-step process
- No cost for California Users
What browsers are supported for desktop users?

- IE 10 or higher
- Chrome 21 or higher
- Firefox 11 or higher
- Safari v5 or higher

What browsers are supported for mobile users?

- Safari iOS7 or higher
- Chrome on Android 4.1 or higher

What minimum requirements must your browser support?

- Cookies are to be enabled
- For Safari users, privacy mode is to be enabled
- Secure SSL traffic

What tools provide the best experience for an end-user using accessibility tools?

The Fi$Cal Project has tested with the following tools:

- Chrome 21 or higher
- JAWS 17.0 or higher
Register to do business with the State

Go to www.caleprocure.ca.gov using the latest version of your web browser. In the upper right hand corner, click Login/ Register; on the next page, click Register as a Sourcing Bidder.

Step 1 Set up Company Profile. All items with an asterisk must be completed. Choose either Federal Employer Information Number (FEIN) or Social Security Number (SSN) as your Tax Identification Number (TIN). (Do not use dashes when entering FEIN or SSN.) Add Company Name, insert website under http://URL (if applicable).

Step 2 Enter Primary Address. Country, Address, City, State, Postal (can select additional addresses).

Step 3 Establish User Accounts. Add Primary Contact by clicking the Add Contact button. (Can add additional users.)

Step 4 Manage Bidder Notifications. Would you like to receive CSBR Bid Opportunity Interest Notifications? If Yes, Designate Bidder Notification Contacts can receive multiple email addresses, go to Search by Keyword and add UNSPSC Codes, select Service Areas.

Step 5 Terms and Conditions. Click the required box to agree to the terms and conditions for state procurements. Click Submit.

Bidder Registration is complete. You will receive an email with your temporary password.

After receiving email confirmation of your user ID and password, activate your account.

Click the URL Link CalEProcure. Login under your user ID and temporary password on your email.

Log in with your User ID and Password. You must input a new password* for security after the initial login.

For questions about bidder registration, call 1-855-421-6355 or email vendors@gistel.ca.gov.

* The password must have a minimum of 8 characters, contain at least one upper and one lower case letter, one special character and one number.
Step 2 – State Certification

- Now that your registration is complete, you can proceed and get certified by:
  - CLICKING the returning to the Home page
  - CLICKING the giant Check Mark, SB & DVBE
  - CLICKING the giant “Check Mark”
Small Business (SB), Disabled Veteran Business Enterprise (DVBE) Certification

To get certified as an SB/DVBE, or both, go to www.caleprocure.ca.gov.

Click on the middle icon (a checkmark, Small Business/Disabled Veteran Business Enterprise), then click the Get Certified button on the left side of the page.

Before following the SB/DVBE application process, gather the following documents/information in electronic format:
- Applicant/Affiliate Federal Tax Returns for three most recent tax years
- Federal Employer Identification Number (FEIN)
- Secretary of State Number
- Home address of Officers, Members/Managers and Partners
- Dun & Bradstreet Number (if applicable)
- Contractor’s State License Board Number (if applicable)
- A list of keywords describing your business activities to ensure your business is easily and appropriately identified in any search for certified firms. (Since you are limited to 255 characters, do NOT use periods or commas and do NOT repeat words)

For certification questions, call OSDS at (916) 375-4940.
SB/DVBE Certification

- Find out about SB/DVBE Certification
- Search for Certified SB/DVBE Firms

Office of Small Business & Disabled Veteran Business Enterprises (OSDS) Resources

- Learn about Nonprofit Veteran Service Agency (NVSA) certification and Nonprofit (NP) recognition
- Find SB/DVBE Forms
- Obtain a stamp and/or assistance on prompt payment penalties
- File a complaint
- Find resources for how to start and develop a business (Business Development Program)
- Caltrans’ Disadvantaged Business Enterprise (DBE) certification

Communication & Outreach (C&O)

- Resource Page
- Doing Business with the State
- View Upcoming SB/DVBE Outreach Events
- Find Reciprocity Partners that accept DGS’s certified firms
- Find a SB/DVBE Advocate
- Find agencies that have delegated purchasing authority
- Learn about the benefits of the SB/DVBE Option
- Apply to become a California Multiple Award Schedules (CMAS) Contractor
Get Certified as Small or Disabled Veteran Business Supplier

Use this online form to get certified as a California Small or Disabled Veteran Business Enterprise supplier. If you would like more information before you get started, see here:

Small Business Certification Requirements
Disabled Veteran Business Enterprise (DVBE) Certification Requirements (PDF)

If you have questions concerning the process or online application, contact the SB/DVBE Certification Office at 916-375-4940.

Select the certification type(s) from the list below by clicking the checkboxes.

- SB (Small Business (SEI))
- DVBE (Disabled Veteran Business Enterprise (DVBE))
- NVSA (Non-Profit Veteran Service Agency (NVSA))
- NP (Non-Profit Recognition (NP))

Next
SB/DVBE CERTIFICATION

Since every business is different, please complete the on-line application, individually. If you have any questions, contact 916-375-4940 and someone from our Certification Office will help you. Their hours of operation are 08:00 am to 05:00 pm, Monday through Friday.
STEP 3 - CSCR

- Use the California State Contracts Register (CSCR)
What is the CSCR?

- A one-stop, source for contracting opportunities
- Connected to government bids, listing:
  - Services and construction contracts over $5,000
  - Commodity contracts over $50,000
  - IT goods and services contracts over $100,000
How the CSCR Works

- State agencies post their solicitations when they go out to bid
- Sub-contractors can find contracting opportunities
- Subs can place ads seeking work with potential primes
- Ads are free
Welcome to California’s Online Marketplace

Sell to the State
Get Registered and Learn More about the System

Small Business / Disabled Veteran Business Enterprise
Get Certified and Understand Your Advantages

Get Public Procurement Information
Search for Bid Opportunities and Other Public Information

Latest News and Events

- Release of Cloud Computing Special Provisions for SaaS
  Friday, September 5, 2014

- Small Business & DVBE Outreach Events 2015
  Thursday, January 1, 2015

SEE ALL THE LATEST NEWS/EVENTS ➤
Welcome to California's Online Marketplace

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Latest News and Events

Small Business & DVBE Outreach Events 2016
posted on 1/4/2016 12:00:00 AM

How to Navigate Cal eProcure Webinars
posted on 12/15/2015 12:00:00 AM

SEE ALL THE LATEST NEWS/EVENTS »
The new word of the day: **EVENTS**

Cal eProcure calls Solicitations by a new name - **EVENTS**
<table>
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<tr>
<th>Code</th>
<th>Department Name</th>
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<td>Dept. of Financial Institution</td>
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<tr>
<td>2180</td>
<td>Department of Corporations</td>
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<td>2240</td>
<td>Housing &amp; Community Development</td>
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<td>CA Housing Finance</td>
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<td>Department of Real Estate</td>
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<td>2665</td>
<td>High Speed Rail Authority</td>
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<tr>
<td>2670</td>
<td>SF-Area Bays Pilot Commission</td>
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</table>
Accepting Invitation lets the administrator know who looked at the bid internally.
STEP 4 - CMAS

- Look into becoming a California Multiple Award Schedules (CMAS) Contractor
LOOK INTO BECOMING A CALIFORNIA MULTIPLE AWARD SCHEDULES (CMAS) CONTRACTOR

DGS, Procurement Division establishes agreements with businesses who offer products and/or services available through current Federal General Services Administration (GSA) multiple award schedules. CMAS offers a wide variety of commodities, non-IT services and information technology products and services at prices which have been assessed to be fair, reasonable and competitive.

State and local governmental agencies shop and compare CMAS for the best value e.g., best price, product, service, etc., and place orders directly with these businesses. Use of CMAS is optional.

Find out more about CMAS at www.dgs.ca.gov/pd/CMAS or phone (916) 375-4363.
STEP 5 - Marketing

- Market Your Business to State Agencies
STEP 5
MARKET YOUR BUSINESS TO STATE AGENCIES

Once you become a certified firm or a CMAS contractor your business information is included in databases accessible to state purchasing officials. However, you must still market your products and services to state agencies.

• Most state agencies have an SB/DVBE Advocate to disseminate information on pending solicitations to SBs/DVBEs, ensure prompt payments and resolve contracting issues. Find SB/DVBE Advocates at www.dgs.ca.gov/pd/advocate

• Some state agencies have delegated purchasing authority to allow them to contract directly with vendors. Find out which agencies have delegated purchasing authority at www.dgs.ca.gov/pd/delegated

• Find out what state agencies buy and the dollar amount of the contracts. Go to www.dgs.ca.gov/pd/Programs/caapprcure/SCPRSData.aspx

• Certain other local governments and industry partners honor the state’s SB/DVBE certification. Visit www.dgs.ca.gov/pd/reciprocity

• The California Online Directory provides access to state government information and services including employee phone numbers, agency information, and a government organization chart. www.cokl.ca.gov

• Keep up-to-date on news and events relevant to the SB/DVBE community. Access www.dgs.ca.gov/pd/communicationsoutreach

• If your business currently accepts VISA cards for payment, you can accept the CAL-Card VISA and receive payment in two to three days. If you do not currently accept credit card payments, contact your bank to determine how to do this.
Market Your Business

- Although you are added to our databases, it is important for you to Market your product to state agencies.
- Contact the Small Business/DVBE Advocate for each agency at:

  [www.dgs.ca.gov/pd/advocate]
<table>
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<tr>
<th>DEPARTMENT</th>
<th>UNIT/OFFICE/LOCATION</th>
<th>CONSTRUCTION</th>
<th>NAME</th>
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<td>Executive Office</td>
<td></td>
<td>Belinda Lindstrom</td>
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<td>Carlos Trejo</td>
</tr>
<tr>
<td>Air Resources Board</td>
<td>Contracts and Business Services</td>
<td></td>
<td>Nickolas Saldivar II</td>
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<td>Aging, Dept of</td>
<td>Fiscal Management</td>
<td></td>
<td>Covina McAlister</td>
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<td>Administration</td>
<td></td>
<td>Kelli Kemper</td>
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<tr>
<td>Alcoholic Beverage Control Appeals Board</td>
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<td></td>
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<td>Arts Council, CA</td>
<td>Acquisition Branch</td>
<td></td>
<td>Denise Lobatos</td>
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<tr>
<td>Board of Equalization</td>
<td>Business Operations Section</td>
<td></td>
<td>Bruce Catalano</td>
</tr>
<tr>
<td>Board of Equalization</td>
<td>Business Services</td>
<td></td>
<td>Ayanna Kiburi</td>
</tr>
<tr>
<td>Board of Equalization</td>
<td>Business Services</td>
<td></td>
<td>Linda Ferguson</td>
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<tr>
<td>Business Oversight, Dept. of</td>
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<td></td>
<td>Matt Freeman</td>
</tr>
<tr>
<td>Business, Consumer Services &amp; Housing Agency</td>
<td>Business Services</td>
<td></td>
<td>Hyunmee Peters</td>
</tr>
<tr>
<td>CA African American Museum</td>
<td>Business Services</td>
<td></td>
<td>Gladys Lopez</td>
</tr>
<tr>
<td>CA Coastal Commission</td>
<td>Business Services</td>
<td></td>
<td>Marchell Miller</td>
</tr>
<tr>
<td>CA Commission on Disability Access</td>
<td>Business Services</td>
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<td>Owen Omphua</td>
</tr>
<tr>
<td>CA Conservation Corps</td>
<td>Business Services</td>
<td></td>
<td>Angela Jemmott</td>
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<tr>
<td>CA Dept. of Human Resources</td>
<td>Business Services</td>
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<td>Jennifer Reed-Sanguayo</td>
</tr>
<tr>
<td>CA Dept. of Technology</td>
<td>IT Procurement &amp; Contract Services</td>
<td></td>
<td>Sindy Cesarini</td>
</tr>
<tr>
<td>CA Dept. of Technology</td>
<td>IT Procurement &amp; Contract Services</td>
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<td>Marisa Duarte Lott</td>
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<tr>
<td>CA Emergency Management Agency</td>
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<td>Christinabinga</td>
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<td>CA Exposition &amp; State Fair</td>
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<td>Candice Myers</td>
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<td>CA Health Benefit Exchange</td>
<td>Business Services/Procurement</td>
<td></td>
<td>David A. Hovey</td>
</tr>
<tr>
<td>CA High-Speed Rail Authority</td>
<td>Business Services</td>
<td></td>
<td>Alice Rodriguez</td>
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<tr>
<td>CA Highway Patrol</td>
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<td></td>
<td>Tracy Bowen</td>
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<tr>
<td>CA Horse Racing Board</td>
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<td></td>
<td>Daniel Zamora</td>
</tr>
<tr>
<td>CA Lottery Commission</td>
<td>Contract and Procurement Services</td>
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<td>David Pena</td>
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<tr>
<td>CA Maritime Academy</td>
<td>Contract Services and Procurement</td>
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<td>Lorrie Dineen-Thackeray</td>
</tr>
<tr>
<td>CA Natural Resources Agency</td>
<td>Administration and Finance</td>
<td></td>
<td>Vickie Key</td>
</tr>
<tr>
<td>CA Prison Industry Authority (CalPIA)</td>
<td>Business Services/Contracts Unit</td>
<td></td>
<td>Jamie Halford</td>
</tr>
<tr>
<td>CA Public Utilities Commission</td>
<td>Executive Division</td>
<td></td>
<td>Bezawit Dilgassa</td>
</tr>
<tr>
<td>CA Public Utilities Commission</td>
<td>Executive Division</td>
<td></td>
<td>Stephanie Green</td>
</tr>
<tr>
<td>CA Science Center</td>
<td></td>
<td></td>
<td>Sarah Torres</td>
</tr>
<tr>
<td>CA Senior legislature</td>
<td></td>
<td></td>
<td>Janice Bailey</td>
</tr>
</tbody>
</table>
Market Your Business

- Certain other local government and industry partners honor the State’s SB/DVBE certification

- www.dgs.ca.gov/pd/reciprocity
Reciprocity Partners: [www.dgs.ca.gov/pd/reciprocity](http://www.dgs.ca.gov/pd/reciprocity)

The agencies listed below are current partners that honor the state of California’s Small Business and/or Disabled Veteran Business Enterprise (SB/DVBE) certification as acceptance into their individual respective business enterprise programs. Certain partner agencies may also have specific local eligibility requirements that must be met. You may visit each agency's website for more information on their individual programs.

### Bay Area

<table>
<thead>
<tr>
<th>Agency</th>
<th>Accepts SB</th>
<th>Accepts DVBE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bay Area Rapid Transit (BART)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Contra Costa County</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Santa Clara Valley Transportation Authority (VTA)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Santa Clara Valley Water District</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>San Francisco City College</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>San Francisco City/County</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>East Bay Municipal Utility District</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

### Los Angeles Region

<table>
<thead>
<tr>
<th>Agency</th>
<th>Accepts SB</th>
<th>Accepts DVBE</th>
</tr>
</thead>
<tbody>
<tr>
<td>City of Long Beach</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Port of Long Beach</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>City of Los Angeles</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>City of Pasedena</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>County of Los Angeles</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>County of Riverside</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Los Angeles Community College District</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Los Angeles County Metropolitan Transportation Authority (MTA)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Los Angeles Unified School District</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Metropolitan Water District of Southern California</td>
<td>✔</td>
<td>✔</td>
</tr>
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</table>

### Northern California Region

<table>
<thead>
<tr>
<th>Agency</th>
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<th>Accepts DVBE</th>
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</thead>
<tbody>
<tr>
<td>Yuba County</td>
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### Sacramento Region

<table>
<thead>
<tr>
<th>Agency</th>
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<th>Accepts DVBE</th>
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</thead>
<tbody>
<tr>
<td>County of Sacramento</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Sacramento Municipal Utility District (SMUD)</td>
<td>✔</td>
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</table>

### San Diego Region

<table>
<thead>
<tr>
<th>Agency</th>
<th>Accepts SB</th>
<th>Accepts DVBE</th>
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</thead>
<tbody>
<tr>
<td>City of San Diego</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>County of San Diego</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>Port of San Diego</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>San Diego Association of Governments (SANDAG)</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>San Diego County Housing Commission</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>San Diego County Regional Airport Authority</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>San Diego County Water Authority</td>
<td>✔</td>
<td>✔</td>
</tr>
<tr>
<td>San Diego Unified School District</td>
<td>✔</td>
<td>✔</td>
</tr>
</tbody>
</table>

### Utilities

<table>
<thead>
<tr>
<th>Company (CPUC Supplier Clearinghouse)</th>
<th>Accepts SB</th>
<th>Accepts DVBE</th>
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</thead>
<tbody>
<tr>
<td>AT&amp;T</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>California American Water Company</td>
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<td></td>
</tr>
<tr>
<td>California Water Service Company</td>
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<td></td>
</tr>
<tr>
<td>Comcast</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Cox Communications</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Frontier</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Golden State Water Company</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Level 3 Communications</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Liberty Utilities (CalPeco Electric)</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Pacific Gas &amp; Electric</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>San Gabriel Valley Water Company</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>San Jose Water Company</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>San Diego Gas &amp; Electric Company</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Southern California Edison</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Southwest Gas</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Sprint</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Suburban Water Systems</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>T-Mobile</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>TelePacific Communications</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Trans Bay Cable</td>
<td>✔</td>
<td></td>
</tr>
<tr>
<td>Verizon Wireless</td>
<td>✔</td>
<td></td>
</tr>
</tbody>
</table>

Utility companies are not reciprocity partners. However, they do honor the DVBE certification. California Public Utilities Commission (CPUC) requires utility companies to provide DVBE usage reports (PUC § 8283-8284). The CPUC Clearinghouse has an aspirational goal of 1.5% versus the State’s mandatory goal of 3%. Utility companies listed are for DVBE business development purposes.
Commercially Useful Function (CUF) Applicability

All California-certified SBs and DVBEs (contractors, subcontractors and suppliers of goods/services) bidding on / participating in a state contract, regardless of the procurement approach or the payment method used, must perform CUF!

For Small Business: Government Code 14837(d)(4)(A)

For DVBEs: Military and Veterans Code 999(b)(5)(B)
What is CUF?

A SB/DVBE certified firm...

☑ Performs CUF when is doing all of the following:

☑ Executing a distinct element of the work of the contract.
☑ Performing, managing, or supervising the work.
☑ Performing work that is normal for the firm’s business services and functions.
☑ Negotiating price, determining quality and quantity, ordering, installing, and making payment.
☑ Not subcontracting a portion of the work greater than expected by industry practices.

☑ Does NOT perform CUF if:

☑ An extra participant in a transaction, contract, or project through which funds are passed in order to obtain the appearance of SB/DVBE participation.
☑ Not being used to perform the work as stipulated in the bid.
☑ No longer used to provide good/services listed in initial bid response.
# CUF-Related Penalties and Sanctions

## Military and Veteran Code 999.9

**MVC 999.9(a) Violations, including CUF-related**

**MVC 999.9(b) Penalties and sanctions:**
- Misdemeanor: jail and/or $1,000 fine
- Civil penalties:
  - 1\textsuperscript{st} violation: $10,000 - $30,000
  - 2\textsuperscript{nd} violation +: $30,000 - $50,000/each
- Costs and attorney’s fees

**MVC 999.9(c) DGS authority to:**
- Suspend from doing business with the state 3-10 years
- Revoke SB and/or DVBE certification for:
  - 1\textsuperscript{st} violation: 5 years
  - 2\textsuperscript{nd} violation: 10 years
- Refer to Attorney General for civil penalties if sufficient grounds
How to do Business with the State

Y O U T U B E  V I D E O S

Go to:
www.dgs.ca.gov/pd/Programs/OSDS/Outreach.aspx

Click on SB/DVBE Training, Webinars, and Videos

- Cal eProcure Overview (10:24 minutes)
- Step 1—Register as a sourcing bidder/new user (9:42 minutes)
- Step 2—Get certified as a Small Business and/or Disabled Veteran Business Enterprise (3:56 minutes)
- Step 3—Use the California State Contracts Register (15:28 minutes)
- Step 4—Become a California Multiple Award Schedules (CMAS) contractor (11:06 minutes)
- Step 5—Market your business to state agencies and then some (48:37 minutes)
- Register as an eSupplier (those individuals who have done previous work and been paid by the state) (4:56 minutes)
- Updating your Cal eProcure profiles (11:00 minutes)

For additional help or questions, please contact Outreach at Advocate@dgs.ca.gov
Thank you for participating in our presentation

We wish you success!

Email us at:
• Wayne.Gross@dgs.ca.gov
• Advocate@dgs.ca.gov or

Phone us at (800) 559-5529 X 3#
Thank You
Things are Changing at LADWP
New 10-year Pipeline Replacement Program
September 2017

Stephan Tucker, P.E., PMP, MBA
Director of Corporate Program Management
Los Angeles Department of Water and Power

Putting Customers First
Water Resources– Import Water Supplies
<table>
<thead>
<tr>
<th>Component</th>
<th>Count/Distance</th>
</tr>
</thead>
<tbody>
<tr>
<td>LA Aqueduct System</td>
<td>338 miles</td>
</tr>
<tr>
<td>Water Main</td>
<td>7100 miles</td>
</tr>
<tr>
<td>Service Connection</td>
<td>705,000</td>
</tr>
<tr>
<td>Regulator Stations</td>
<td>236</td>
</tr>
<tr>
<td>Pump Station</td>
<td>86</td>
</tr>
<tr>
<td>Tank</td>
<td>76</td>
</tr>
<tr>
<td>Reservoirs</td>
<td>34</td>
</tr>
<tr>
<td>Filter Plant</td>
<td>1</td>
</tr>
</tbody>
</table>
The Business Case for Change

Current Rate
- Mainline Replacement Rate – 180K ft/yr
- Trunk Line Replacement Rate - ~ 10K fr/yr

Asset Replacement Needs
- Mainline Replacement Rate – 300K ft/yr
- Trunk Line Replacement Rate – 4 miles/yr
Why is this a BIG DEAL?
Past Practice

- Never contract out mainline replacement work
- Contract out some trunk line replacements
- ALWAYS Design-Bid-Build
Headworks Reservoir – LADWP’s First CMAR Project
Paradigm Shift

Develop and Advertise New Type of Construction Specifications

New Relationship with CMAR

New Way of thinking for the org.
The New Approach

- Supplement in-house workforce w/contracts
- Progressive design-build delivery model
- Use Best Value Proposal Process
- Establish bench contractor and designer
- Bid out each project as a new task order
Thank You
California State University
JOC / TOCA Programs
CSU Chancellor’s Office
Capital Planning, Design and Construction Website:
http://www.calstate.edu/cpdc/cm/contract_docs.shtml
The California State University

THE 23 OUTSTANDING CAMPUSES OF THE CSU

Humboldt
Chico
Sonoma
Maritime
San Francisco
East Bay
San José
Monterey Bay
San Luis Obispo
Channel Islands
Los Angeles
Dominquez Hills
Long Beach
Pomona
San Marcos
San Diego
Sacramento
Stanislaus
Fresno
Bakersfield
Northridge
San Bernardino
Fullerton
The CSU 2017-18 Five Year Capital Outlay Book can be found at:

$1.57B in Academic & Self Support Projects
$530M in Academic Infrastructure Improvement Projects

### Academic Infrastructure Improvement Projects

<table>
<thead>
<tr>
<th>Year</th>
<th>Project Title</th>
<th>Estimated Budget</th>
<th>Actual Cost</th>
<th>Total Cost</th>
<th>Calculated Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>[Project Details]</td>
<td>[Budget]</td>
<td>[Actual]</td>
<td>[Total]</td>
<td>[Calculated Total]</td>
</tr>
<tr>
<td>2021</td>
<td>[Project Details]</td>
<td>[Budget]</td>
<td>[Actual]</td>
<td>[Total]</td>
<td>[Calculated Total]</td>
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</tbody>
</table>

### Support Projects

<table>
<thead>
<tr>
<th>Year</th>
<th>Project Title</th>
<th>Estimated Budget</th>
<th>Actual Cost</th>
<th>Total Cost</th>
<th>Calculated Total Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>2020</td>
<td>[Project Details]</td>
<td>[Budget]</td>
<td>[Actual]</td>
<td>[Total]</td>
<td>[Calculated Total]</td>
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<tr>
<td>2021</td>
<td>[Project Details]</td>
<td>[Budget]</td>
<td>[Actual]</td>
<td>[Total]</td>
<td>[Calculated Total]</td>
</tr>
</tbody>
</table>

### Total Academic Infrastructure Improvement Program

- Estimated Budget: $20,982,000
- Actual Cost: $509,443,000
- Total Cost: $530,425,000
- Calculated Total Cost: $530,425,000

---

**Note:** The above table is a simplified representation of the academic infrastructure improvement projects and support projects at CSU. Actual figures may vary.
Job Order Contracting
(PCC 10710)

- Trustees may award contracts that do not exceed $3,000,000 for repair or other repetitive work, renovation, or modification, to be done according to unit prices.
  - Contracts shall be awarded to the lowest responsible bidder and based on specifications for “typical work.”
- Misc. Construction Tasks
  - Modernizations, Alterations, Maintenance, Rehabilitation, Infrastructure, etc.
Job Order Contracting / Gordian

CSU now has four types of JOCs:

- Campus JOCs
- System-wide JOCs
  - Immediate Response (Southern, Northern)
  - Regional General (Northern, Southern, Central)
  - Regional Specialty (Northern, Southern, Central)
    - Paving;
    - Roofing;
    - Haz Mat.
- All managed thru the Gordian Group (Administrator)
Job Order Contracting (JOC)

- JOC has a Fixed One Year Term / Competitively bid annually
- Indefinite Quantity Contract / No Guaranteed Minimum
- JO Tasks max out at the Minor Cap level of $656,000
  - Project cost includes design costs in addition to construction.
- Each Regional General JOC has a Initial Maximum Contract Value $1,000,000
- Each Regional Specialty JOC (Roofing, Paving, Hazmat) has an initial Maximum Contract Value of $500,000
- Contracts shall be awarded to the lowest responsible bidder who are prequalified based on specifications for “typical work” (based on construction task catalogue).
Why JOC Works

- A Fixed Priced, Fast Track Procurement Process
- Job Orders are Lump Sum
- The Ability to Accomplish a Substantial Number of Individual Projects with a Single Competitively Bid Contract
- On-Call Contractors Ready to Perform a Series of Projects at Different Locations for Competitively Bid Prices
- Future Purchase Orders Tied to Contractor Performance
  - No Obligation To Award Specific Projects
  - CSU can Use All Other Methods For Accomplishing Projects
Why JOC Works

- Contractor Performance Drives Volume
  - Responsive Service
  - Accurate Proposals
  - Safe and Clean Project Sites
  - High Quality Construction
  - On-Time Completion
  - On-Time Close Out
Task Order Construction Agreements

- Master Enabling Agreement for multiple projects
- RFQ – RFP best value selection process
- $100K (+/-) to $7M project size
- Total Contract NTE $10M / year x 2 years (2\textsuperscript{nd} year optional) = $20M in total projects
- May be CMAR or CD-B within single MEA
- Early formation of trade bidder pool
- Owner may structure risk profile
Best Value Processes

- **TOCA Projects (Small projects done by CM@R & CDB)** are all done under a Best Value delivery system.
- All allow RFQ / RFP process to select contractors based on technical points and fees.
- All require significant efforts by the Builder during preconstruction phase (from schematics through construction documents).
Preconstruction Services

- Confirm Code Compliance
- Risk Assessment
- Interdisciplinary Design Coordination
- Constructability Reviews
- Trade Prequalification
- Trade D/B and D/A integration
- Early Trade Shop Drawing Submittals
- Building System Coordination / BIM
- Water Intrusion Prevention
- Value Engineering / Management
Construction Manager @ Risk
Under TOCA

- Owner establishes program and soft criteria
- Select Architect based on qualifications (fees are set)
- Select CM based on qualifications and fees
- Separate design services contracts with CM and A/E for design (SD, DD, CD) and bidding. GMP from CM.
- Construction contract / Contractor 2% Contingency
- Direct cost is based on subcontractor bids
- CM helps manage and reduce risk
Collaborative Design/Build Under TOCA

- Hybrid of CMAR & DB processes
- Owner establishes project criteria (same as CMAR)
- A/E and CM team are selected on qualifications and fees to design and manage construction
- Design contract for SD, DD and GMP (GMP is early)
- Design-Build process modified (Bifurcated Contract)
- DB contract for CD and construction
- Direct cost is based on subcontractor competitive bids (same as CMAR, different than DB)
- Contingency- 5% of direct construction budget (part of 2nd contract) /Contractor retains 30% of unused $
DVBE Participation
- 3% DVBE Participation Required (State Law)
- Good Faith Effort Will not Be Accepted

SBE / DVBE Incentives
- 5% SBE Preference
  - General certifies that they are an SBE
  - General (Non-SBE) commits to using 25% SBE Subs
- DVBE Incentives
  - 4-6% or more yields an incentive rate of 1-3%
## DVBE Participation Incentives

<table>
<thead>
<tr>
<th>DVBE Participation</th>
<th>Incentive</th>
</tr>
</thead>
<tbody>
<tr>
<td>3.00% to 3.99%</td>
<td>None</td>
</tr>
<tr>
<td>4.00% to 4.99%</td>
<td>1%</td>
</tr>
<tr>
<td>5.00% to 5.99%</td>
<td>2%</td>
</tr>
<tr>
<td>6.00% or more</td>
<td>3%</td>
</tr>
</tbody>
</table>
Prequalification Overview

• PCC section 10761: “The Trustees shall adopt and apply a uniform system of rating bidders…”

• Contractors submit a standard questionnaire online:
  • CSLB License Classification/DIR Registration (Prime/Trade Bid)
  • Financial & Bonding Ability
  • Safety Factors
  • Project Experience History = Size/Scope/Success
  • Project evaluation by owners, both public and private work
Prequalification

• Bid proposal packages

PCC section 10764: “The Trustees shall not furnish proposal forms to any person who is required to submit and has not submitted a questionnaire and financial statement for prequalification...”
Prequalification

PlanetBids Prequalification Module

- Valuable resource for campus; 24 hour utilization
- Verify PQ Status search on following fields:
  - PQ minimum/maximum
  - Contractor License number
  - Local area contractors
  - Campus bidding interest
Bid Management
Manage and automate the process of issuing, monitoring, and awarding formal and informal bids including RFQs, RFPs, RFIs and more.

Vendor Management
Manage, maintain, retrieve, chart and print up-to-date information on vendors and contractors that provide goods and services.

Contract Management
Enables contract administration, procurement, and public works to maintain and retrieve up-to-date, relevant information regarding contracts.

Insurance Certificate Management
Enables risk managers, procurement, public works, and contract administrators to maintain and retrieve information regarding insurance certificates.

Emergency Operations
Manage, maintain, retrieve and print up-to-date information on vendors that provide goods and services in the event of an emergency.

Business Certification
Enables an organization to certify, manage, maintain and retrieve up-to-date information on vendor certification.

News & Events
- June 2015 Enhancements to Pre-Bid Meeting and Advanced eBidding!
- New Enhancements to Bid Management
- REGISTRATION IS NOW OPEN FOR 2015 USERS CONFERENCE!
Questions?
Thank You!

CMAA
SOUTHERN CALIFORNIA CHAPTER

LAX
Los Angeles World Airports

LA DWP

DGS
CALIFORNIA DEPARTMENT OF GENERAL SERVICES

CSU
The California State University