ALTERNATIVE DELIVERY INDUSTRY OUTREACH

Open Book Pricing
CM/GC Contract General T&C

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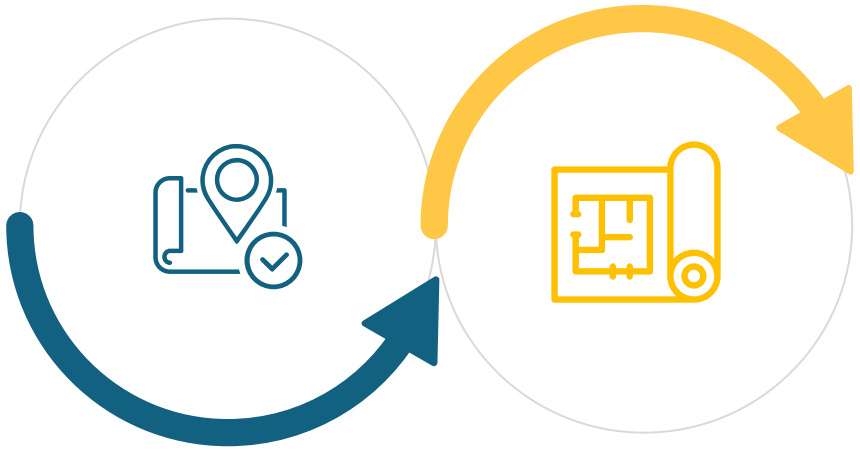
TODAY'S DISCUSSION POINTS



Pricing Process

Contract Documents Overview

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PROGRESS AND NEXT STEPS

Under FHWA and NDOT Review

- Series 100 Specs
- Master Agreement
- Preconstruction Services Amendment
- Construction Services Amendment

Next Steps

- Provide Documents to AGC for Industry Review **May 12, 2025**
- Initial Coordination Meeting – Virtual **May 28, 2025 2:00-4:00 pm**
- Final Unified Comments by **June 10, 2025**

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PROCUREMENT SCHEDULE

ACTIVITY	ANTICIPATED DATE PROJECT 1	ANTICIPATED DATE PROJECT 2
Issue Draft RFP	June 2025	August 2025
Issue Final RFP	July 2025	September 2025
Proposal Due Date	August 2025	October 2025
Proposer Interviews	September 2025	November 2025
Selected Contractor Announced	September 2025	November 2025
Project Award	September 2025	December 2025
Debrief	October 2025	December 2025
CM/GC Master Contract Executed and NTP	October 2025	January 2026

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ANTICIPATED PROPOSAL CONTENT

Qualification-Based Selection. No pricing included.

Evaluation Criteria

- Contractor experience (No advantage for CM/GC Experience)

Key Personnel Experience

- NDOT will define specific Key Personnel for each Project, based on the Project needs.
- CM/GC Experience NOT mandatory.
- Examples include Project Manager, Construction Manager, MOT Manager, Estimator

Approach

- Narrative regarding your approach to collaborating with NDOT and the ICE in delivering the Project.

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PRICING

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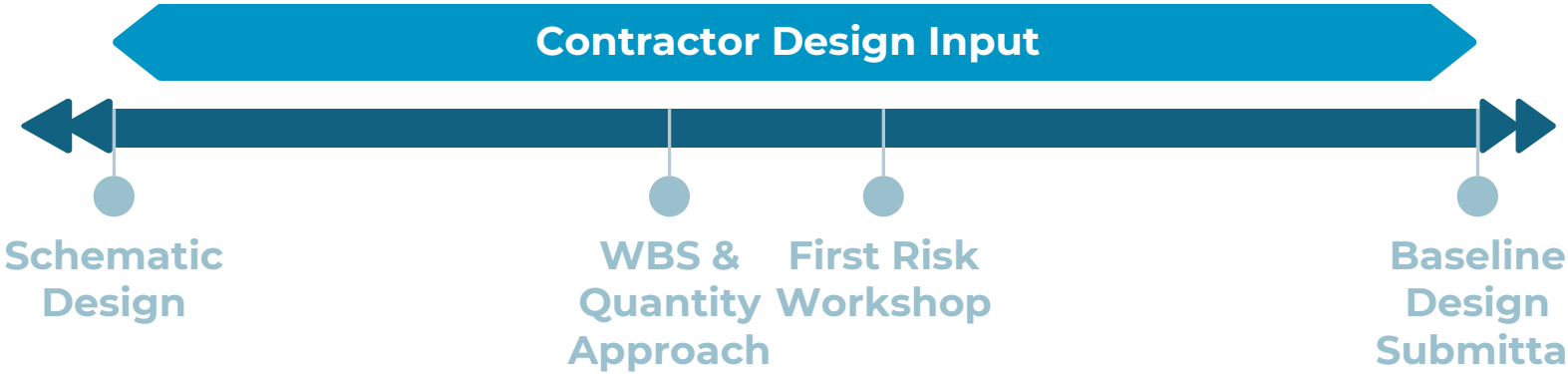
EARLY PROJECT TIMELINE



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PROCESS FOR EACH PRICING MILESTONE

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SCHEMATIC PLAN REVIEW

- Maintenance of Traffic
- Constructability and Construction Access
- Bridge Design
- Structural Configuration
- Earthwork
- Quantities
- ROW
- Utility Conflicts
- Temporary Site and Staging Areas
- Innovations

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DEVELOP WBS & APPROACH TO QUANTITIES

Project Name: Happy Crossing Bridge Replacement

WBS	Bid Item	Description	UoM	CM/GC Quantity	ICE Quantity	Quantity Variance	Agreed Quantity
1.2	STRUCTURES						
1.2.1	HAPPY CROSSING BRIDGE						
1.2.1.1		SPAN 1					
1.2.2.1.1		SUPER STRUCTURE - SPAN 1					
	6010.26	CLASS 47BD-4000 CONCRETE	CY	125	120.0	4%	125
	6131.50	EPOXY COATED REINFORCING STEEL	LB	12450	12478	0%	12,450
	6081.00	STRUCTURAL STEEL - GIRDERS	LB	25468	25470	0%	25,468
	6095.00	STEEL DIAPHRAGM	EACH	15	15	0%	15
1.2.2.1.2		SUBSTRUCTURE - SPAN 1					
	6010.26	CLASS 47BD-4000 CONCRETE	CY	400	395	1%	400
	6080.00	STRUCTURAL STEEL FOR SUBSTRUCTURE	LB	21515	21544	0%	21,515

- Work Breakdown Structure (WBS) for use in pricing and quantities
  - Including child items
  - NDOT Bid Items
  - Sections (follow NDOT codes)
    - Roadway
    - Drainage
    - Bridge
- Quantity assumptions to align expectations

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ESTIMATE COORDINATION MEETINGS

- Alignment between Contractor and the ICE
  - Equipment and Operating Rates (including fuel, lube, maintenance, and mechanics)
  - Labor Rates
  - Waste Factor/Yield
  - Material Unit Weights
  - Approach to Escalation
  - Small Tools
  - Work Calendar
  - Fuel Rates and Fuel Adjustment
  - Bond Rates
  - Etc.

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RISK WORKSHOP

- Develop common understanding of the project risks (Contractor, ICE, NDOT)
- Identify mitigation strategies
- Identify Risk Champion
- Identify Risk Owner
- Identify and update risks throughout the pricing process and at each OPPC

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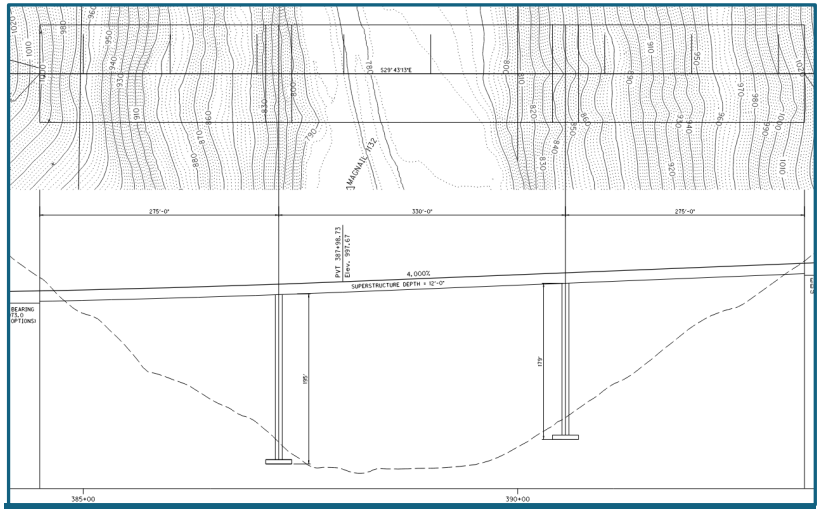
INPUT ON DESIGN

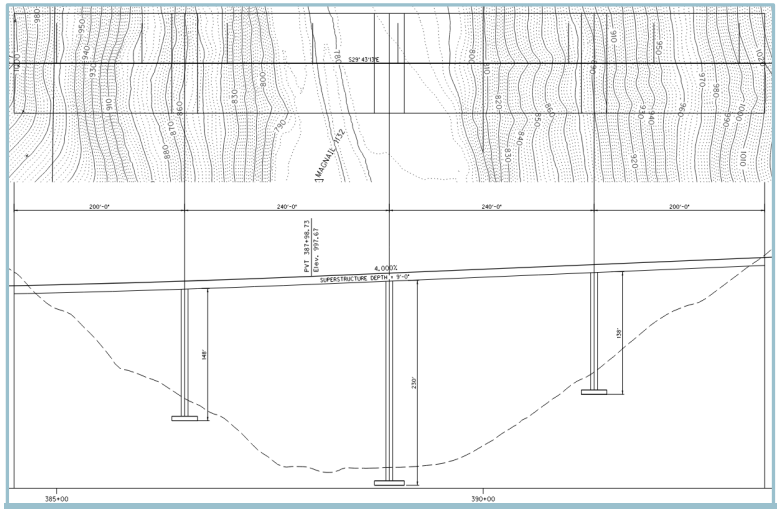
- Innovations (example span configuration)
- Constructability
- What information is needed for quantity takeoffs (details required in plans)



3 Span Bridge Option

	3-Span Steel	4-Span Steel
Geome		
Number of Piers	2	3
Number of Piers > 200' Tall		1
Number of Piers 175'-200' Tall	2	
Number of Piers 150'-175' Tall		
Number of Piers 125'-150' Tall		2
Number of Piers < 125' Tall		
Relative Const		
Girders	$$$	$$
Piers	$	$$
Erect		
Crane	✓	✓
Launching		✓
Facilities I		
State Road Fork Road		
State Road Fork		
Access & C		
Access Roads & Benches	Possible Detours for Pier Const.; Least Geotechnical Risk	Least Impact to State Road Fork
Comments	Larger Girders are More Difficult for Crane Erection	

Decision Matrix



4 Span Bridge Option

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BASELINE PLAN REVIEW

- Constructability and Phasing
- Detail Required to Build Project
- Materials and Equipment Required
- Necessary Labor Resources
- Duration Sequencing and Schedule
- Risk and Innovation Identification
- Risk Mitigation + Means and Methods

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QUANTITY DEVELOPMENT

Double Blinded (the ICE & Contractor develop independent quantities)

Regular Quantity Meetings (progress check-in)

- ☑ Identify early differences on “priority” items.
- ☑ Discuss assumptions.

Quantity Reconciliation Workshop

- ☑ Reconcile differences and agree on quantities used as the basis for the estimate.

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WBS/PRICING

Project Name: Happy Crossing Bridge Replacement

Item	Bid Item	Description	UoM	Quantity
1.2	STRUCTURES			
1.2.1	HAPPY CROSSING BRIDGE			
1.2.2.1.1	SUPER STRUCTURE - SPAN 1			
1.2.2.1.1.1	6010.26	CLASS 47BD-4000 CONCRETE	CY	
1.2.2.1.1.2	6131.50	EPOXY COATED REINFORCING STEEL	LB	
1.2.2.1.1.3	6081.00	STRUCTURAL STEEL - GIRDERS	LB	
1.2.2.1.1.4	6095.00	STEEL DIAPHRAGM	EACH	
1.2.2.1.2	SUBSTRUCTURE - SPAN 1			
1.2.2.1.2.1	6010.26	CLASS 47BD-4000 CONCRETE	CY	
1.2.2.1.2.2	6080.00	STRUCTURAL STEEL FOR SUBSTRUCTURE	LB	

- Verify sufficient details for quantity development and pricing

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PRICE THE SAME PROJECT

Communicate Changed Assumptions

- Changes from the Early Estimate Coordination Meeting

RFI Process for Contractor and the ICE

- Tracked in RFI log
- Timing of responses
- Stored electronically
- Restricted to ICE and Contractor Estimators only

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CONSTRUCTION SCHEDULE

Create a CPM Construction Schedule

- Sequencing and Staging of the work

Review Construction Schedule with the ICE

- Differences discussed during Price Reconciliation Workshop

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SUBMIT PRICING

All communication will go through price facilitator

Submit pricing using a common bid workbook

Provide estimation backup to the Pricing Facilitator

NDOT to Prepare Variance Report

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SAMPLE VARIANCE REPORT

PROJECT NAME	SUBMISSION DATE - MM/DD/YYYY		TOTAL			LABOR HOURS	LABOR $	EQUIPMENT $	PM $	CM $	SUBCONTRACTS $
CLIENT ITEM	DESCRIPTION	UoM	AGREED QUANTITY	CONTRACTOR	%	WITHIN RANGE	WITHIN RANGE	WITHIN RANGE	WITHIN RANGE	WITHIN RANGE	WITHIN RANGE	WITHIN RANGE
Happy Crossing Bridge												
Substructure												
6010.26	Class 47BD-4000 Concrete	CY	295	$239,379	4.5%	YES	YES	YES	YES	YES	YES	YES
	Slab - Span 1	CY	112	$95,890	4%	YES	YES	YES	YES	YES	YES	YES
	Slab - Span 2	CY	113	$97,325	3.7%	YES	YES	YES	YES	YES	YES	YES
	Concrete Rails	CY	32	$14,580	1.1%	YES	YES	YES	YES	YES	YES	YES
	Haunches	CY	38	$31,584	10.7%	NO	YES	NO	YES	YES	NO	YES
6010.22	Class 47B-3000 Concrete	CY	165	$155,006	4%	YES	YES	YES	YES	YES	YES	YES
	Abutments	CY	165	$155,006	4%	YES	YES	YES	YES	YES	YES	YES
6131.50	Epoxy Coated Steel Reinforcement	LB	48,635	$81,353	6.1%	NO	YES	NO	YES	YES	NO	YES
	Slab - Span 1	LB	21,515	$38,727	16.7%	NO	YES	NO	YES	YES	NO	YES
	Slab - Span 2	LB	20,661	$33,058	5.6%	NO	YES	NO	YES	YES	NO	YES
	Concrete Rails	LB	5,809	$8,423	3.4%	YES	YES	YES	YES	YES	YES	YES
	Abutment 1	LB	150	$266	6.8%	NO	YES	NO	YES	YES	YES	YES
	Abutment 2	LB	500	$880	5.7%	NO	YES	YES	YES	YES	YES	YES
6080.00	Structural Steel For Substructure	LB	487	$3,068	21%	NO	NO	NO	NO	NO	NO	NO
6006.56	Bridge Deck Groving	SY	1,100	$30,800	100%	NO	NO	NO	NO	NO	NO	NO
6005.65	Expansion Bearing, PTFE Type	EA	15	$24,000	25.0%	NO	NO	NO	YES	YES	YES	YES
6210.12	HP 12 INCH X 53 LB Steel Piling	LF	679	$37,345	9%	NO	NO	NO	NO	NO	NO	NO

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PRICE RECONCILIATION

Variance

- Labor Hours
- Equipment – type and number
- Materials (permanent and construction)

Resolve differences in assumptions

- Risk Assumptions
- Equipment and Crews
- Means/Methods
- Productivity

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PRICE “REDROP”

Adjust cost model and update construction schedule to reflect these changes from the Price Reconciliation Meeting.

Updated price is documented in a new variance report.

Changes carried forward to the next Pricing Milestone.

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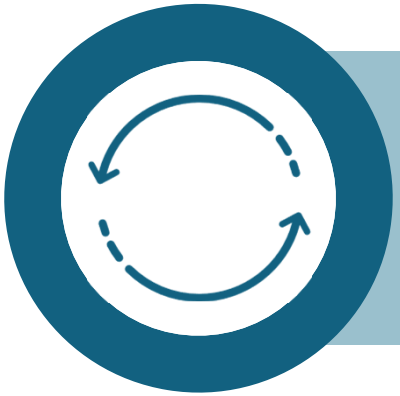
REPEAT THE PROCESS



For Intermediate and Final Design Milestones

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FINAL OPCC TO BECOME GMP

Alignment on Price

Agree on Schedule

Assign Risk in Risk Register

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CONTRACT DOCUMENTS OVERVIEW

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4 PILLARS OF THE CONTRACT

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CM/GC MASTER CONTRACT

- Applies throughout the entire project
- Outlines commercial terms and overall project progression (Indemnity, Suspension/Termination, Insurance)
- No money is obligated in the Master Contract

PRECONSTRUCTION SERVICES AMENDMENT

- Occurs shortly after Master Contract execution (Ideally less than one month)
- Typically split into three phases:

PSA 1	Through Baseline Design (~30% Design)
PSA 2	Through Intermediate Design (~60% Design)
PSA 3	Through Final Design (~90%) Design

- Each PSA defines Scope (What you'll be doing), Contractor Work Hours (The Contractor Personnel assigned to each Scope item) , and a Preconstruction Compensation Cap (Budget)

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CONSTRUCTION SERVICES AMENDMENT

- Occurs after GMP (Guaranteed Maximum Price) is accepted by NDOT
- Governs all construction activities
- Tipping point from preconstruction phase to construction phase
- Very similar to Traditional Design Bid Build Construction Contract

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SPECIFICATIONS

Replaces 100 Series Specifications

Largely the same, conforming to CM/GC Project Delivery

Some elements pulled into the Master CMGC Contract

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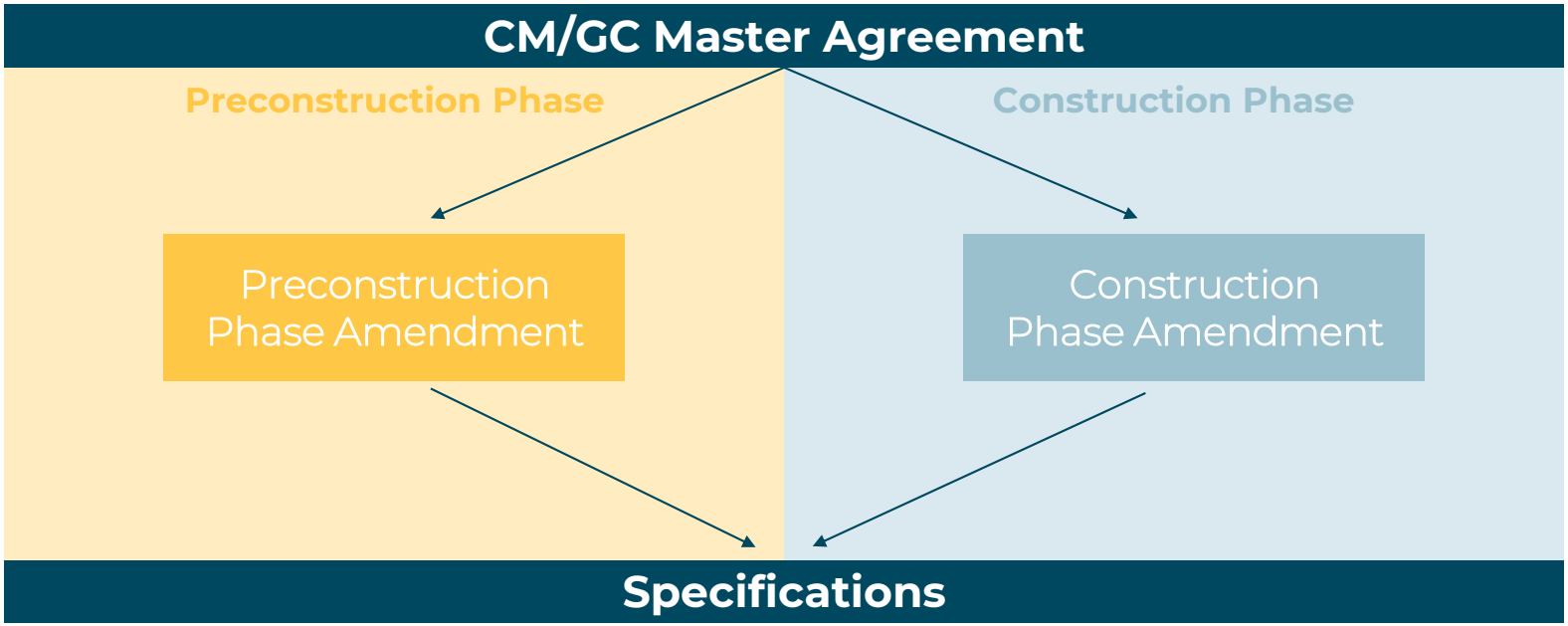
ORDER OF PRECEDENCE



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KEY DIFFERENCES FROM DESIGN-BID-BUILD (DBB)

1 Two-Phase Approach

Preconstruction Phase	Functions like a professional services contract
Construction Phase	Similar to a standard DBB contract

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KEY DIFFERENCES FROM DESIGN-BID-BUILD (DBB)

2 Risk Register

- Developed during Preconstruction
- Identifies risks to the project (Can be anything! Contractor is encouraged to bring all potential risks to the table)
- Each risk includes:
  - Mitigation plan
  - Trigger criteria
  - Pricing strategy

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KEY DIFFERENCES FROM DESIGN-BID-BUILD (DBB)

3 Change Orders/Relief Events

- Contractor may only request Change Orders for defined Relief Events
- Process:
  1. Relief Event Occurs (see Specification Section 108.03)
  2. Contractor Submits Request for Change Order
  3. Department Reviews/Approves
  4. Change Order is Processed
- No entitlement for events not listed in 108.03

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KEY DIFFERENCES FROM DESIGN-BID-BUILD (DBB)

4 Payment Terms

Preconstruction Phase	Construction Phase
• Paid hourly at a Specific Rate of Compensation • Based on certified payroll × Preconstruction Multiplier (Will be dictated by NDOT) • Eligible direct expenses reimbursed	• Paid according to the GMP • Dictated amount (Construction Markup) is applied to the Project labor, materials, equipment, and other project costs to account for specific items such as profit, home office overhead, other examples to be provided in the contract. (Will be dictated by NDOT)

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OPEN DISCUSSION