

## **Project Execution - Secrets and Ideas**

### **Insider Secret # 1 -Those with the Gold Make the Rules**

The U.S. Federal Government is the largest procurer of construction projects in the entire world. Government confidence is directly and positively correlated with your ability to understand and implement **their** rules. It can sometimes be perceived as a personal affront when general contractors either do not know or ignore the rules to their game. The most successful contractors play the game better than the Federal Government does.



### **Insider Secret #2 - Perspective on The Design Build Team**

Design Build is a process of Design and Construction teams working together to make a product. The automobile industry is a good example of how marketing, design and production teams work together to develop a new car model that consumers will buy.



### **Insider Secret #3 - Quality Control**

The Design teams who learn to manage designs that have excessive specifications or omissions are the most successful at Federal Government Design Build. It is imperative that we give the government exactly what they ordered and paid for, no more, no less.



### **Insiders Secret # 4 – Who’s in Charge?**

The Federal Government requires the Design Team to be the Guardian of the design and quality of materials proposed, even though the Design Team works for the General Contractor. Abuse this privilege and the Government takes on the Guardian role and now the Government has impact on your schedule (but with no responsibility).



### **Insiders Secret #5 – Who’s in Charge of your Job-Site?**

Only the Construction Quality Control (CQC) Manager is in charge of all onsite paperwork, quality and communication between the Government and the General Contractor and, is, therefore, considered the person in charge by the Federal Government. Other managers are strictly employees of the General Contractors.



**Insiders Secret # 6 – Shop Drawings**

Shop drawings reduce a General Contractor’s risk.



**Insider Secret # 7 - Buy America Act**

You are in compliance with The Buy America Act if you purchase products that are made or assembled in the United States or from other countries with whom the USA has trade agreements. The list of restricted countries is fairly short.



**Insiders Secret # 8 – Contract Order of Precedence**

Your contract with the Federal Government will be (in order of Precedence which means one document taking priority over the other(s)) as in the following:

1. Betterments or offered improvements accepted
2. All requirements in the solicitation (RFP)
3. Your proposal.



**Insiders Secret #8 - Resolving Scope of Work Conflicts?**

Is a system in or out of the project? Work through the problem in order of priority.

1. Betterments
2. The RFP
3. Your proposal



**If the item in question is not listed in these documents, then it is not included in the project!**

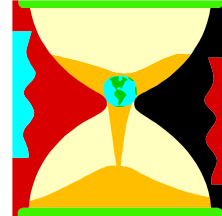
**Insiders Secret # 9 – Brand Name or Equal**

Brand Name or Equal – (FAR 52-211-6) does not apply if you are awarded a project. If you wish to change a building system listed in your proposal you must submit to the Government an alternate for approval.



**Insider Secret # 10 – Changes**

During the duration of the project the Government may issue requests for proposals to make a change. Make your responses time-sensitive, e.g., include an expiration date if there is a price change.



**Insiders Secret # 11 - Changes**

Do not make changes or stop work unless it is in writing from the contracting officer for ANY reason!



**Insider Secret # 12 – Changes**

For the duration of the project the Government may issue a Request for Proposal to make a change. Don't forget to include the Design Team's proposal.



**Insider Secret # 13 – Changes**

The Government can direct you to perform changes even if they don't agree with your price. If you want to get paid for that change, **YOU WILL NEED TO FILE A CLAIM!**



**Insider Secret # 14 -Protect Your Future**

Construction Contract Administration Support System (CCASS) is an automated Government database of Performance Evaluations on Construction Contractors. The goals of the Design and Construction team should be to achieve an Outstanding CCAAS rating. An Unsatisfactory rating is a Federal Government Design Build Contractor’s **DEATH SENTENCE**.



**Insider Secret #15 -Protect Your Future**

CCASS ratings are **NEGOTIABLE**.



**Insider Secret # 16 -Is your Paperwork in Order?**

The Notice-to-Construct letter will “lock-in” the design when completed. **INSIST** on this letter to minimize your risk



**Insider Secret # 17 - Protect Your Work**

Before the Government or their Vendor’s move into your construction area you should request a Letter of Beneficial Occupancy. This letter protects your completed work



**Insider Secret # 18 - LEED Points Strategy**

Be sure to include in your contract with your Design Team, how many LEED Points they are responsible for in the design.



**Insiders Secret # 19 - Design Team**

During the Design Phase, inform the Design Team which systems will need specifications written for additional subcontractor pricing.

