

PROJECT COLLABORATION

OWNER | CONTRACTOR | ARCHITECT – ENGINEER

MAY 21, 2018



2018 REGIONAL GOVERNMENT CONFERENCE

STATE OF THE INFRASTRUCTURE AND INNOVATIVE SOLUTIONS

MODERATOR

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IMPORTANCE OF COLLABORATION IN CAPITAL PROJECTS

- Meeting Goals and Objectives
- Improving Quality
- Reducing and Managing Risk and Contract Disputes (Costs and Schedule)
- Strategic Alliance
- Overcoming Cultural Paradigm – Change Orders, Errors / Omissions / Changes

Schedule Risk Analysis

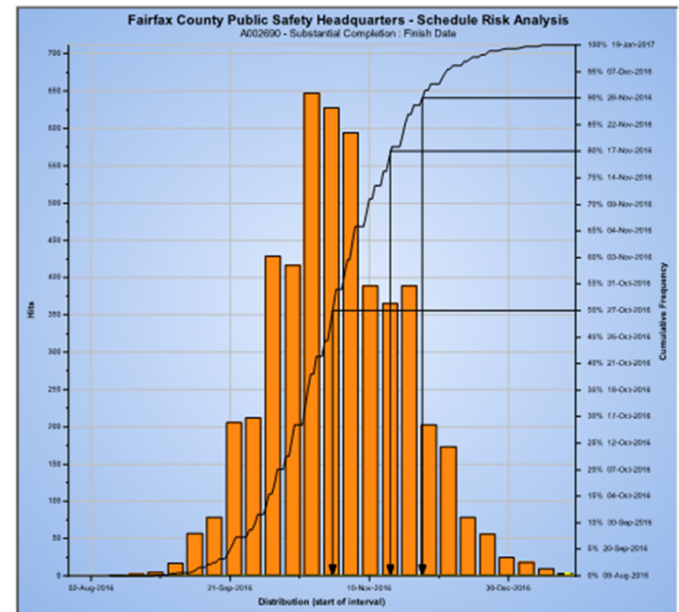


Figure 1: Probability distribution graph for project substantial completion date

PHILOSOPHIES OF PARTNERING & COLABORATION

- Collective Team Success
- Formal Partnering
 - Facilitator
 - Common Project Issues
 - Escalation Ladder
 - Charter/Success Metrics
 - Follow-up Surveys
- Informal Partnering

Partnering



EXAMPLES OF SUCCESSFUL COLLABORATION PROCESSES & TECHNIQUES

- Getting to Know Your Partners
- Open Lines of Communication at All Levels
- Recurring Executive Status Meetings
- Shared Project Metrics
- Trust and Empower Frontline Team Members

Communication



AREAS THAT COULD BE IMPROVED

- Coordination and Information Flow
- Understanding our Partners Business Drivers
- Use of Technology in Collaboration
- Issue Resolution Model

Value Engineering Options

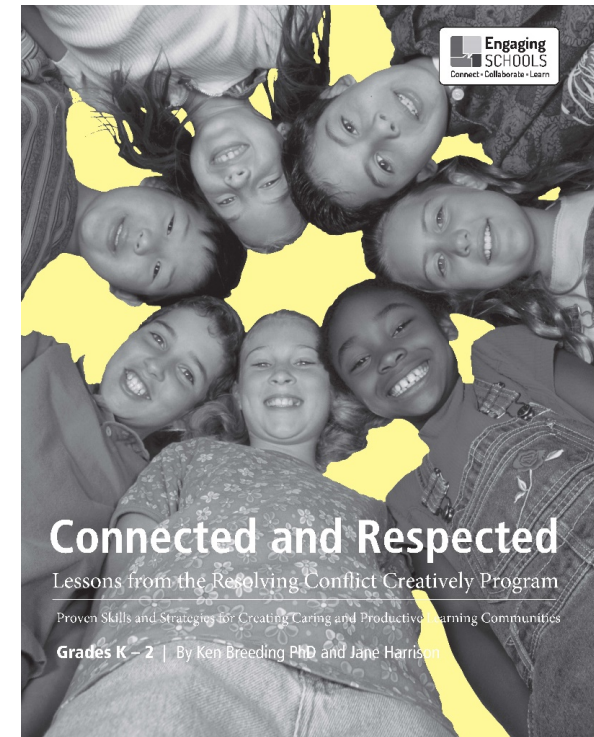
Tier	Item	Description	Subcontractor	Final VE Effect on Item Cost	Status	Remarks
1	A-1	Sealed concrete ILO polished concrete flooring.		\$ (175,000)	Maybe	Need to review Alternate systems. Don't want a sealed concrete floor.
3	A-2.b	Formed metal panels ILO of flat wall panels within metal panel elevations	AES	\$ (99,000)	Maybe	Lowered qty and discovered a mistake in the credit
3	A-2.c	Architectural Precast ILO Metal Wall Panels at Elevation 1/A502	Tindall/AES	\$ (15,000)	Maybe	Need to review Architectural Plans/products
3	L-1	Site planters along the outside of the building	City Concrete/PAM	\$ (67,500)	Maybe	
1	E-1	Alternate light fixture package	Ennis	\$ (21,600)	Maybe	Ennis is waiting on proposal from Dominion Lighting
2	S-1	Remove requirement for the Structural Steel fabricator to be an AISC certified plant.	BAA	\$ (50,000)	Maybe	BAA Conceptual Estimate; Still waiting on additional pricing
5	S-2	Eliminate SOG at Shell Space at the Level 1	City Concrete	\$ (32,000)	Maybe	
1	C-1	Classified vs Unclassified	BAA	\$ (275,000)	Maybe	Value to go classified instead of unclassified. Change of subcontractor for the Site Work
1	G-1	Reduce quantities for Unit Price allowance items	BAA	\$ (500,000)	Maybe	PWC to confirm changes to the quantities
1	G-2	Eliminate requirement for bonding all subcontracts over \$100,000	BAA	\$ (300,000)	Maybe	
2	G-4	Allow Contractor to provide progress photos.	BAA	\$ (16,000)	Maybe	
1	G-5	Owner is not going for LEED certification	BAA	\$ (50,000)	Accepted	
2	ES-1	Utilize standard digital version for the Intercom System ILO IP style	ESITECH	\$ (40,000)	Maybe	Provided product data for review
2	ES-2	Provide 1080P cameras at 30 locations	ESITECH	\$ (9,500)	Maybe	Provided product data for review
2	D-1.a	Change pneumatic detention door hardware to electro-mechanical locks	Bruner/Ennis	\$ (92,000)	Maybe	
2	D-1.b	Change pneumatic detention door hardware to electro-mechanical locks with Southern Folger	Bruner/Ennis	\$ -	Maybe	Waiting on pricing from Bruner
2	D-2	Use Corian type of material ILO stainless steel at wall caps/counters	Bruner	\$ (28,000)	Maybe	Pricing from Bruner did not include Corian tops
2	D-3	Allow Southern Folger as equal for Detention Door Locks	Bruner/Ennis	\$ -	Maybe	Waiting on pricing from Bruner
3	T-2	Thin brick ILO field installed masonry at the West Elevation	Tindall/PAM Masonry	\$ (30,000)	Maybe	
3	T-6	Buff architectural mix with a medium sandblast finish ILO thin set brick on precast at the South Elevation	Tindall	\$ (50,000)	Maybe	
1	T-7	Delete and/or combine fluted architectural & structural panels (2/A511 & 4/A511)	Tindall/BAA	\$ (30,000)	Maybe	
1	T-8	One part window frame ILO two part window frame	Tindall/BAA	\$ (37,500)	Maybe	Same size. Quoted as galvanized frame as allowed per specs.
				\$ (1,918,100.00)		

Tiers

1	Readily acceptable changes to the project:
2	Minimal impact changes to the project:
3	Moderate impact changes to the project:
4	Major impact changes to the project:
5	Loss of Program Space

COLLABORATIVE APPROACH TO RESOLVING CONTENTIOUS ISSUES

- Setting Team Priorities
- We Rise and Fall Together
- Taking Advantage of Team Strength (Crowd Sourcing)
- Public Concerns/Perception of Project
- Recall Project Goals and Shared Project Metrics



HOW IS THE COLLABORATIVE TONE SET FOR A PROJECT?

- Signature Relationship Practices
- Modelling Collaborative Behavior
- Mentoring and Coaching Team Members
- Task and Relationship Oriented Leaders
- Building on Heritage Relationships

Relationships



QUESTIONS & ANSWERS

