



Competitive Sealed Proposal (CSP)



WHAT IS IT?

HOW IS IT DIFFERENT FROM DESIGN-BID-BUILD?

WHY IS SJRA CONSIDERING CSP?

WHAT DO CONTRACTORS NEED TO KNOW?

WHAT'S IN IT FOR YOU?

IMPORTANT INFORMATION AND FORMS

What is a Competitive Sealed Proposal (CSP)?



- **A procurement method by which a governmental entity may request proposals and pricing information based on the scope of work provided, rank the offerors, negotiate a contract, and then award the project to the contractor that offers the best value and most advantageous proposal.**



BID vs. CSP



Traditional Bid

- **Design** **Engineer designs the project and produces a set of plans and specs.**
- **Bid** **SJRA advertises and publicly opens all sealed bids. Lowest responsible bidder is awarded the contract.**

No negotiation - All bids are final

- **Build** **Contractor builds the facility.**

BID vs. CSP



CSP

Step 1

- **SJRA/Design Professional prepares a Request for Proposal that includes:**
 - ✦ **Selection Criteria & Weighted Values**
 - ✦ **Estimated Budget**
 - ✦ **Project Scope**
 - ✦ **Required Completion Date**
 - ✦ **Any Other information a Contractor may require to respond.**



BID vs. CSP



CSP Step 2

- **Advertise as required by statute**
- **Pre-Proposal Meeting for clarifications**
- **Receive, publically open, and read aloud the names of offerors and any monetary proposals made by the offerors.**

BID vs. CSP



CSP - Step 3

- **SJRA evaluates and ranks each proposer in relation to the published criteria.**
- **SJRA selects the offeror that submits the proposal that offers the best value for SJRA within 45 days of the CSP opening date.**
- **SJRA may attempt to negotiate a contract with the selected offeror and may discuss options for scope and/or time modification and any price change associated with the modification.**

Key Differences between Traditional Bid & a CSP



Traditional Bid

- **Contract is awarded to lowest responsible Bidder.**

CSP

- **SJRA evaluates the Proposals according to the criteria listed including qualifications, schedule and price.**
- **SJRA negotiates contract with highest ranked Offeror for best value.**

Why use the CSP Method ?



- **BEST QUALIFIED CONTRACTOR TO DO THE JOB**
- **A PROPOSAL THAT REPRESENTS THE BEST VALUE**
- **IS THE MOST ADVANTAGEOUS FOR SJRA**
 - **Qualifications**
 - **Work schedules**
 - **Cost comparison**
 - **Other critical factors**



*Public Funds are
spent wisely*

What Offerors Need to Know



Example of CSP Criteria Values

Rating Category	Description	Weighting Points
A	Proposed Project Cost	50
B	Experience/Past Performance of Offeror	5
C	Experience and Qualifications of Proposed Key Personnel	20
D	Experience of Offeror with Similar Projects	20
E	Ability to Meet Proposed Budget and Time for Construction	5
F	Financial Management (Stability)	Pass/Fail
Total		100

Example only – Weighting Point Values will vary according to project

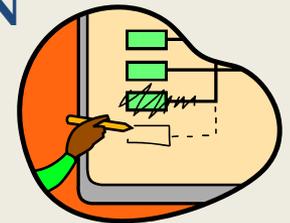


What's in it for you, Mr./Ms. Contractor?



- **PRICE IS NOT THE ONLY DETERMINANT**
- **OFFERORS ARE RANKED ACCORDING TO QUALIFICATIONS**
- **OFFERORS CAN REMEDY OR STRENGTHEN A PROPOSAL DURING THE CONTRACT NEGOTIATION PHASE.**

EXAMPLE: MEET OR BEAT THE SCHEDULE



CSP DOCUMENT FORMS



CRITICAL INFORMATION

EXPERIENCE & PAST PERFORMANCE

KEY PERSONNEL QUALIFICATIONS

SIMILAR PROJECTS

ABILITY TO MEET BUDGET AND SCHEDULE

FINANCIAL STABILITY

CSP Documents



**SJRA BID/PROPOSAL DOCUMENTS CAN BE
ACCESSED FOR FREE AT:**

WWW.SJRA.NET

GRP Program

