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.
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
  o Qualifications
  o Work schedules
  o Cost comparison
  o Other critical factors

Public Funds are spent wisely
What Offerors Need to Know

Example of CSP Criteria Values

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

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
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](http://WWW.SJRA.NET)
GRP Program