

How to Submit a Successful Bid

In partnership with USF Office of Supplier Diversity and
Manasota Black Chamber of Commerce



Agenda

Introduction

Community Engagement

Phases of Construction

ITB - What Is This?

Discovering Bid Opportunities

Bidding Process Overview

How Do I Win?

You Didn't Win - What Now?

Closing



About USF OSD



About Manasota Black Chamber of Commerce



About Manasota Black Chamber of Commerce



Competitive Bid Types

Invitation to Negotiate (ITN): A flexible procurement process that is used when highly specialized or variable services or products are required. Negotiations offer an opportunity for selected vendor(s) to discuss their responses with an evaluation committee. The goal of this comprehensive process is for identification of the optimal solution that best meet the needs of the University. Only representatives authorized to negotiate and sign binding agreements are be involved in negotiations with USF.

A screenshot of a Zoom meeting interface. At the top, it says "Competitive Bid Types". Below that is the text about Invitation to Negotiate (ITN). At the bottom, there is a Zoom control bar with icons for "+34", "EM", "AG", and two video thumbnails of participants.

About Manasota Black Chamber of Commerce





FROM SUCCESS TO SIGNIFICANCE

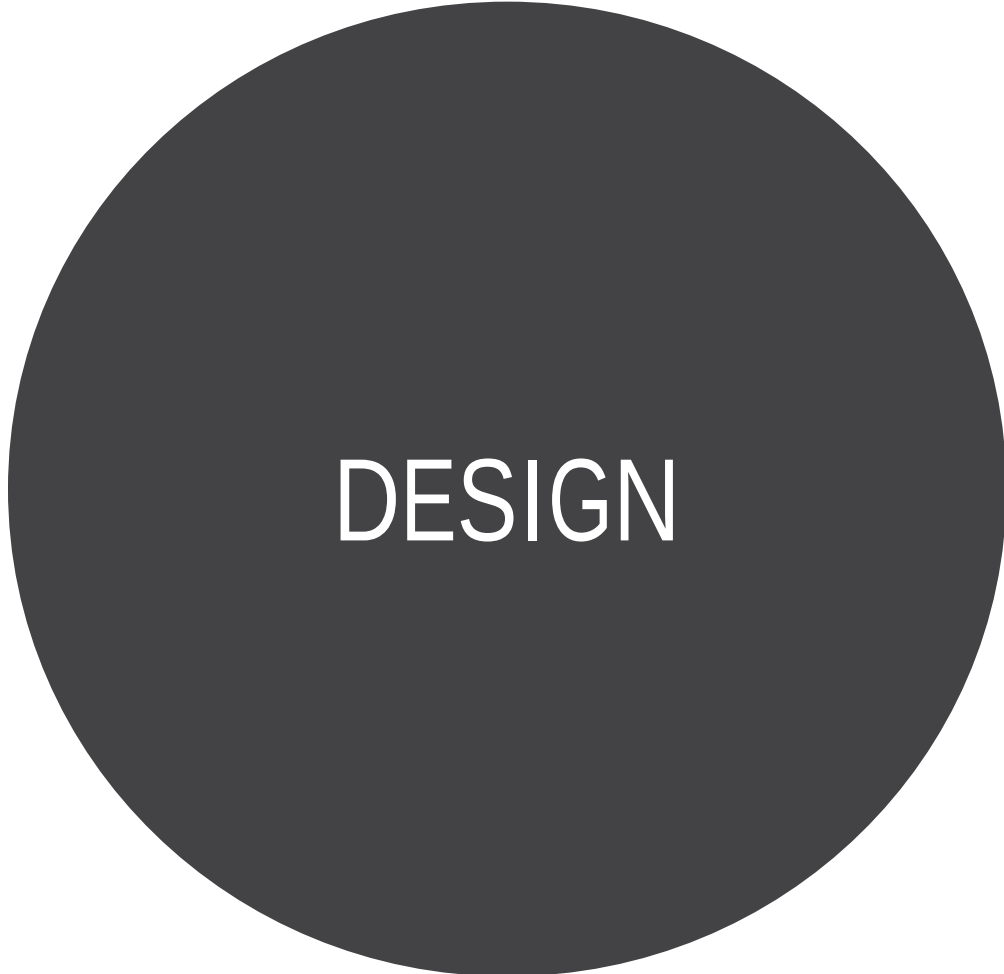


COMMUNITY ENGAGEMENT

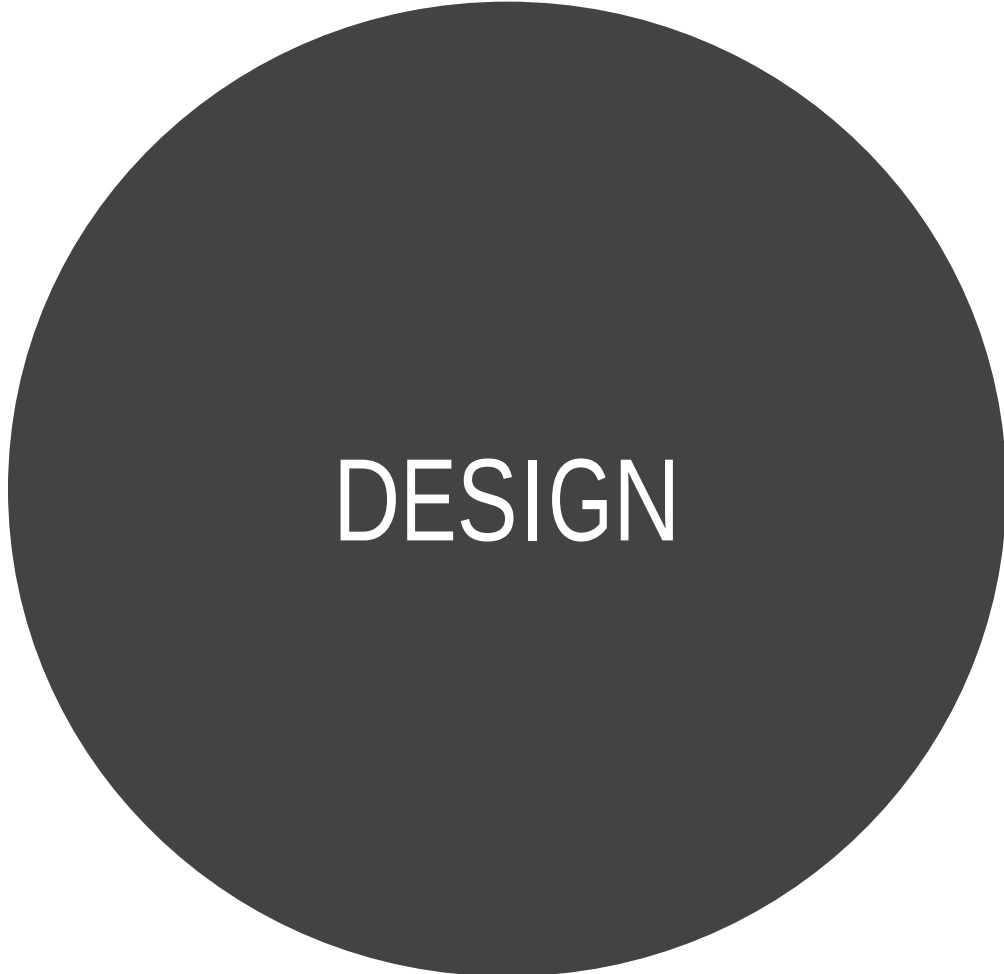


The Phases of Construction

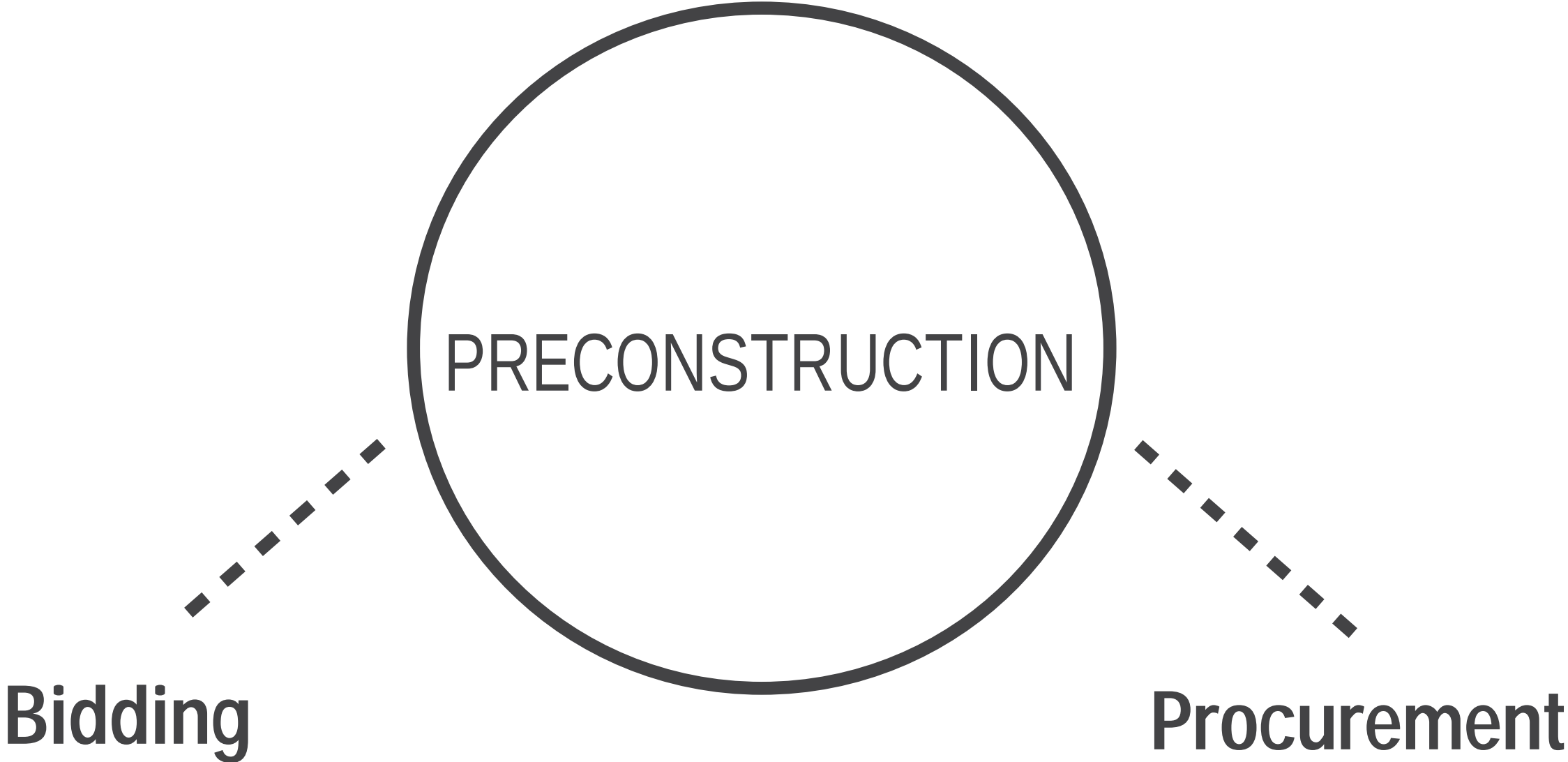
The Phases of Construction



The Phases of Construction



The Phases of Construction



ITB: What is This?



Invitation to Bid (ITB):

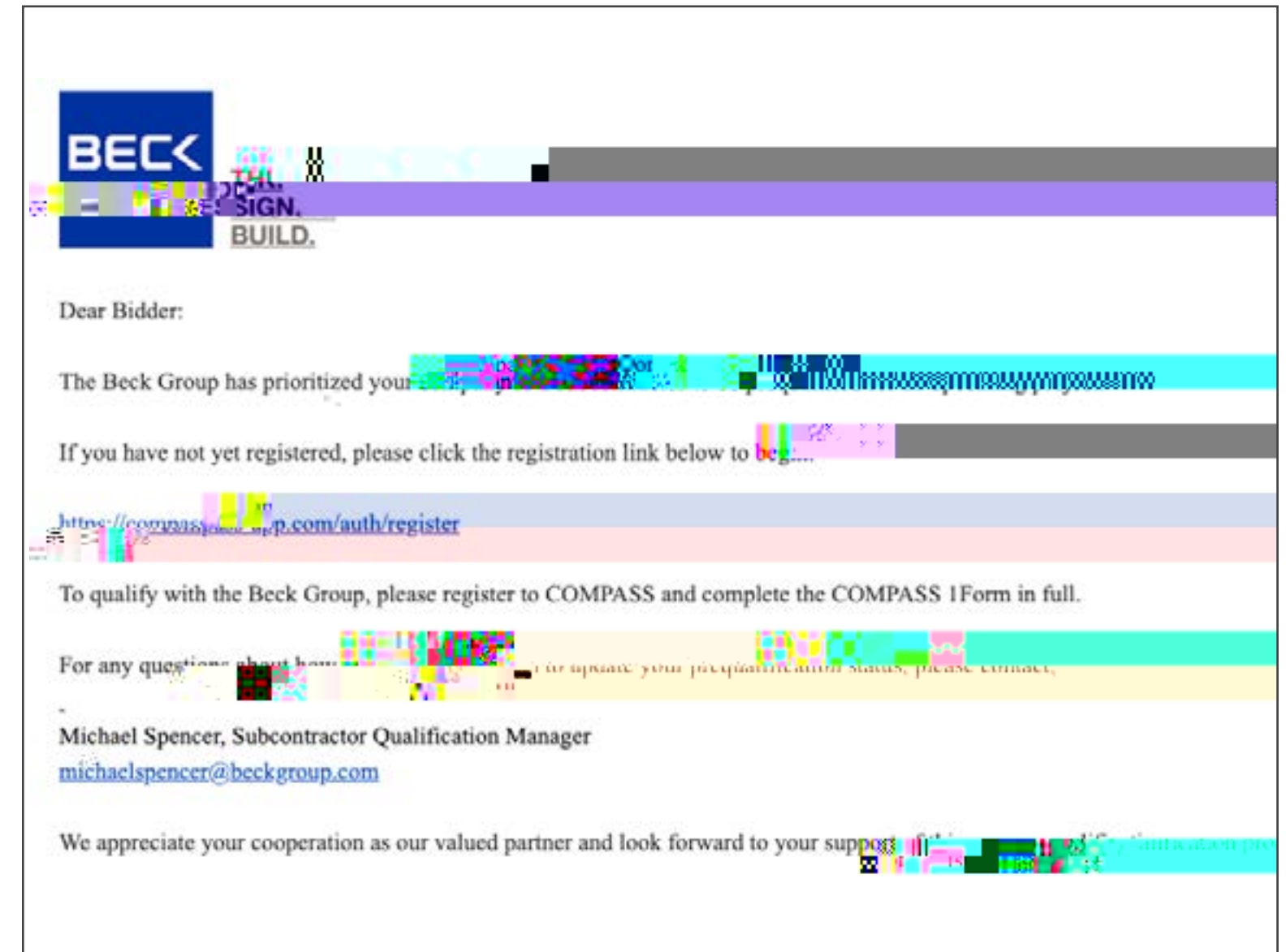
an announcement that requests a company (subcontractor, consultant, potential partner) to provide detailed

terms and necessary conditions for work

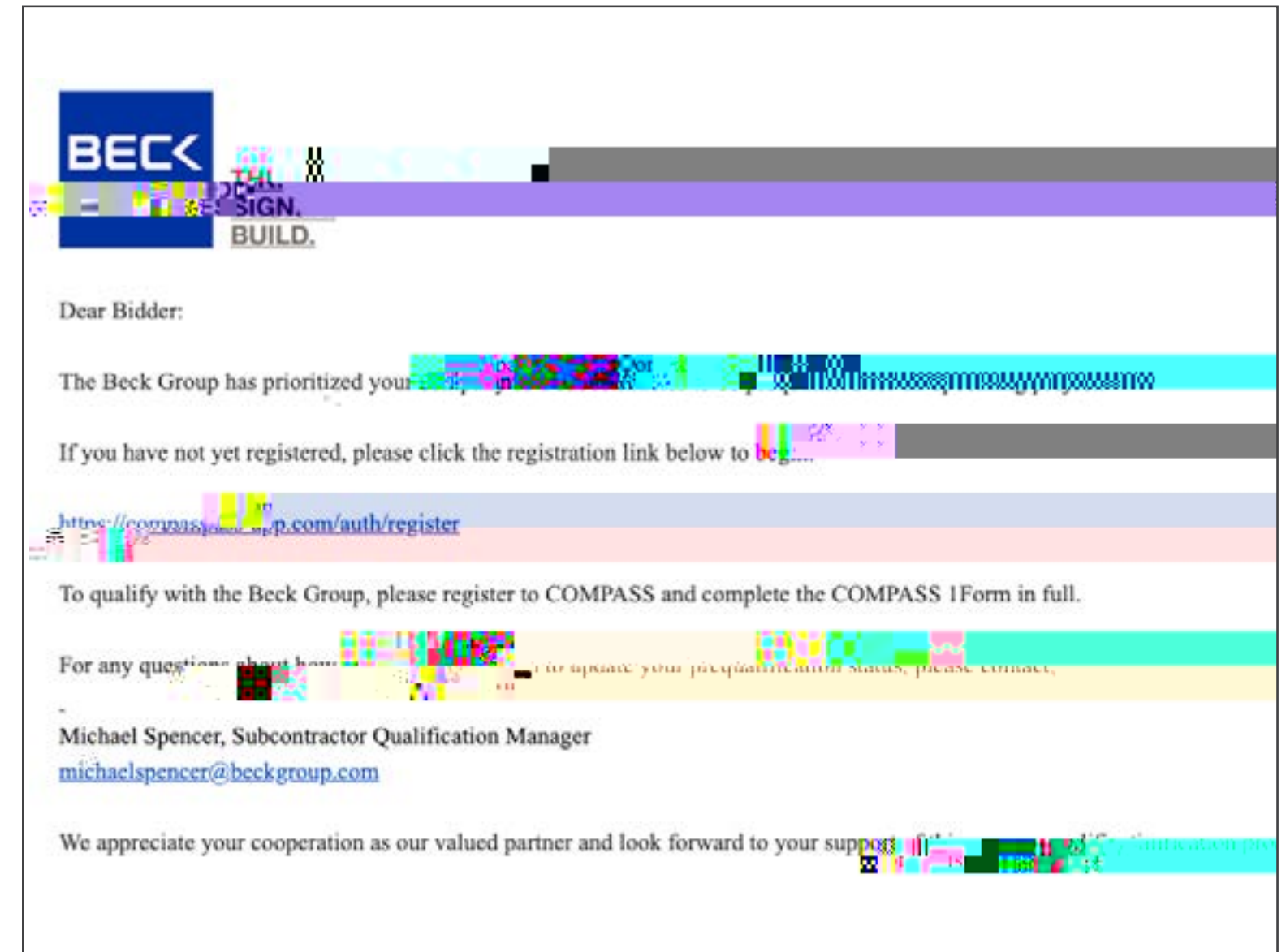
out.

What's included in an ITB?

Prequalification



What's included in an ITB? Prequalification



What's included in an ITB?

Subcontractor Default Insurance (SDI)



What's included in an ITB?

Bid Forms

UNIVERSITY OF SOUTH FLORIDA - JUDY GENSHAFT HONORS COLLEGE		COMPANY NAME
SCOPE: DRILLED PIERS		
The following, without limitation, further describes The Work, any Unit Prices applicable to the Work, and any and all qualifications and certifications limited to those items listed below:		
157	Surveying	\$
158	Drilled Pier Cut-Off	\$
159	Subtotal	\$
160	Sales Tax	\$
161	Proposal Amount	\$
162	DURATIONS	
163	Submittal Date	
164	Concrete Mix	
165	Rebar Shop Drawings	work days
166	Load Testing	work days
167		
168	Fabrication Lead Times	
170	Rebar	work days
171	Load Test Equipment	work days
172		
173		
174		
175	Demobilization	work days
176	Cut-Off Activity	work days
177		
178		
179		
180	CERTIFICATION	
181	The project will track minority /woman-owned business participation (MWBE). The project has a goal of 30% and participation will have a direct effect on subcontractor selection. The Drilled Piers Scope has a goal of 10%. MWBE participation may be achieved through tier subcontracting or materials/equipment purchasing through registered vendors. Applicable certificates shall be provided upon request. MWBE percentage will be a contractual requirement that will be monitored through each month's Pay Application. The agreed percentage may only change by issuance of a Change Order with a clearly defined new total percentage. Beck has provided a minimum MWBE % Goal for each scope of work. This Subcontractor shall provide the monthly reports to the University of South Florida.	Y/N
182	MWBE % participation of the Subcontract Amount above	%
183	ALTERNATES	
184	ADD ALTERNATE: Increased MWBE Participation	% (New total)
185		\$
186		
187	DEDUCTIVE ALTERNATE: Remove all four (DP-4) Piers and replace with two (DP-2) @ 2'-0" diameter, 10' length 30' on 800K. Existing DP-1A in this area is relocated. See 3D PDF titled "2020-15-16 Elevator 03 Removal" for 14 blocks.	
188	DEDUCTIVE ALTERNATE: Remove the 200% concrete sweepage factor for all Drilled Piers.	\$
189	UNIT PRICES	
The following unit prices shall be provided by the bidder. All unit prices shall be per LF.		
191	14" Diameter with (8) #7 rebar	\$ / LF
192	20" Diameter with (8) #8 rebar	\$ / LF
193	30" Diameter with (12) #8 rebar	\$ / LF
194	36" Diameter with (12) #8 rebar	\$ / LF
195	42" Diameter with (14) #8 rebar	\$ / LF
196	6,000 PSI Concrete per CY	\$ / CY
197	Equipment & Crew - Hourly Rate	\$ / HR
198	Equipment & Crew - Daily Rate	\$ / DAY
199	Additional Pile Cutting Mobilizations	\$

What's included in an ITB?



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What's included in an ITB?

Bid Timelines



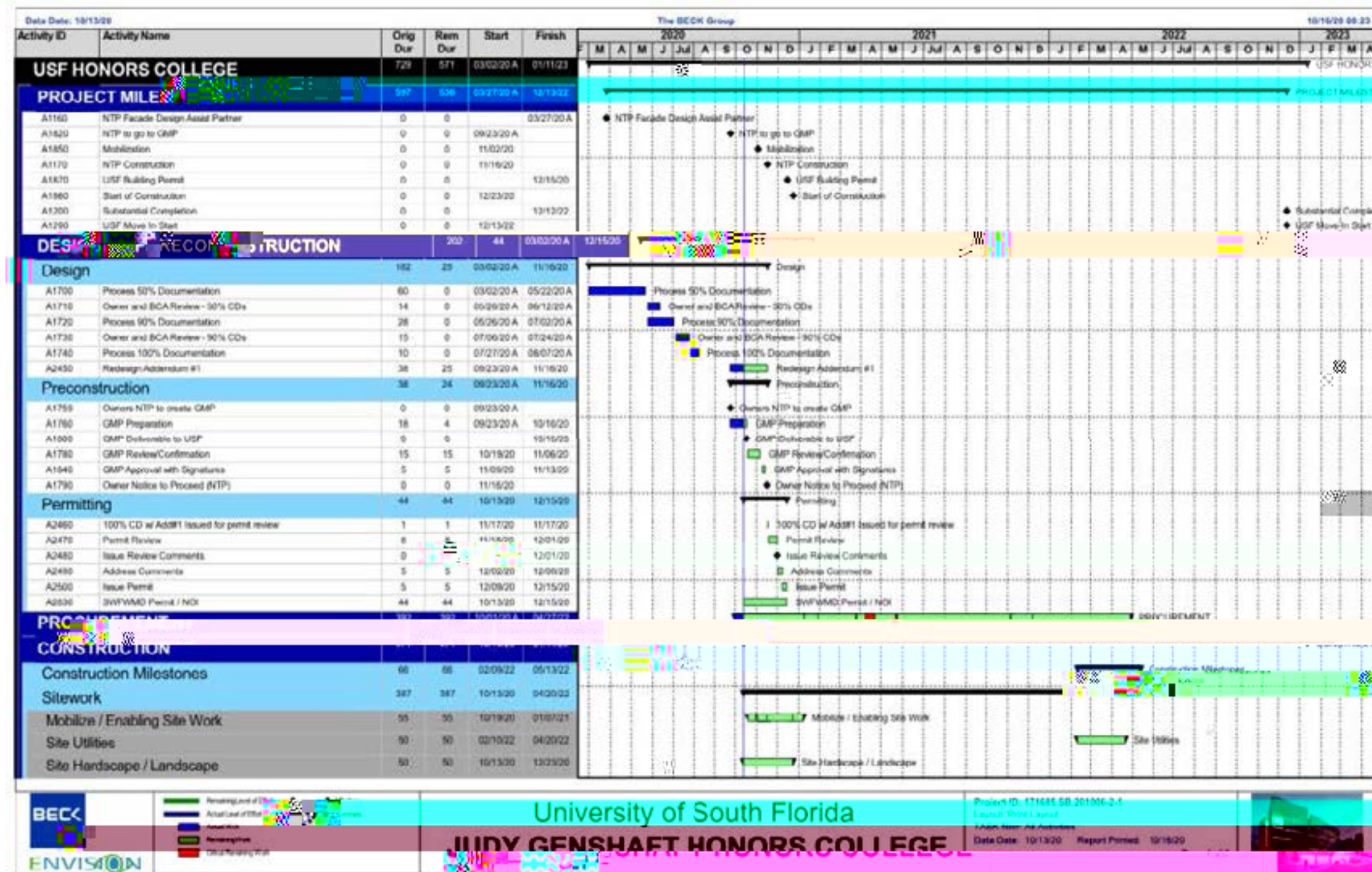
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SOUTH FLORIDA

BECK ENVISION



What's included in an ITB?

Schedule



What's included in an ITB? Subcontract Agreement

vitality

SUBCONTRACT

Subcontract Date: January 01, 1999 Vendor Code: SAM9999 Subcontract #: SAM9999

FOR VALUE RECEIVED, the receipt and entered into effective as of the date of [Subcontract Date] between

CONTRACTOR/CONSTRUCTIVE

Address for Notices: <<

Attention: <<Address Tab - Contact Name>>
Telephone Number: 999.999.9999
Facsimile Number: 888.888.8888

and, <<Sample Business Partner>> ("Subcontractor")

Address for Notices: <<Sample Street>>
<<Sample City>>, TX

Attention: <<Sub>> <<Contact>>
Telephone Number: 214.444.9999
Facsimile Number: 214.444.9999

Federal Employer Identification No: <<BP Registration Code>>

Subcontract
Subcontract
Subcontract

Project Name: <<Sample Project for Printing/Copying ONLY, dont edit >> [Test Amount: \$ 99,999.99]

ARTICLE 1: DEFINITIONS AND GENERAL PROVISIONS

1.1 **Application for Payment.** The term "Application for Payment" means a request for progress payment or final payment submitted by Subcontractor to Contractor in accordance with Article 6 or Article 7 of this Subcontract.

1.2 **Application for Payment Date.** The term "Application for Payment Date" means the date, set forth on Exhibit "B" to this Subcontract or in a Letter of Authorization, for submission by Subcontractor of an Application for Payment.

1.3 **Architect.** The term "Architect" means the respective person or entity identified on Exhibit "B" of this Subcontract providing architectural design services for the Project described in this Subcontract or in a Letter of Authorization.

1.4 **Change Order Request.** The term "Change Order Request" means a detailed cost estimate submitted by the Subcontractor to the Contractor outlining a modification, alteration, addition or deletion in the Work and the savings or additions in costs or time associated with the change.

1.5 **Change Order.** The term "Change Order" means a modification, alteration, addition or deletion in the Work.

1.6 **Contract Documents.** The term "Contract Documents" means: (1) this Subcontract; (2) to the extent it pertains to the Subcontractor's Work, but expressly excluding its payment terms, the prime contract between the Owner and the Contractor for the Project and any general, supplementary and special conditions thereto (the "Prime Contract"); (3) all drawings, specifications, addenda and other changes comprising the prime contract between Owner and Contractor that are issued prior to the Subcontract Date and all modifications thereto issued subsequent to the Subcontract Date, including, without limitation, those documents listed in Exhibit "A" to this Subcontract; (4) any Letter or Letters of Authorization; and (5) all Change Orders and other modifications to the terms of this Subcontract or a Letter of Authorization that are executed by Contractor and Subcontractor. By commencing work hereunder, Contractor acknowledges and agrees that all modifications, alterations, additions or deletions in the Work have been properly authorized in writing by the Contractor and that no modifications, alterations, additions or deletions in the Work have been made without the written approval of the Contractor.

BPMS-05
01-01-12 RGD

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Initial _____

What's included in an ITB? Subcontract Agreement

SUBCONTRACT

Subcontract Date: January 01, 1999 Vendor Code: SAM9999 Subcontract #: SAM9999

FOR VALUE RECEIVED, the receipt and entered into effective as of the date of [Subcontract Date] between

CONTRACTOR/CONSTRUCTIVE

Address for Notices: <<

Attention: <<Address Tab - Contact Name>>
Telephone Number: 999.999.9999
Facsimile Number: 888.888.8888

and, <<Sample Business Partner>> ("Subcontractor")

Address for Notices: <<Sample Street>>
<<Sample City>>, TX

Attention: <<Sub>> <<Contact>>
Telephone Number: 214.444.9999
Facsimile Number: 214.444.9999

Federal Employer Identification No: <<BP Registration Code>>

Subcontract #: <<Subcontract Number>>
Subcontract #: <<Subcontract Number>>
Subcontract #: <<Subcontract Number>>

Project Name: <<Sample Project for Printing/Copying ONLY, dont edit>> Test Amount: \$ 99,999.99

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01-01-12 RGD

Page 1

Initial _____



Questions?



Discovering Bid Opportunities



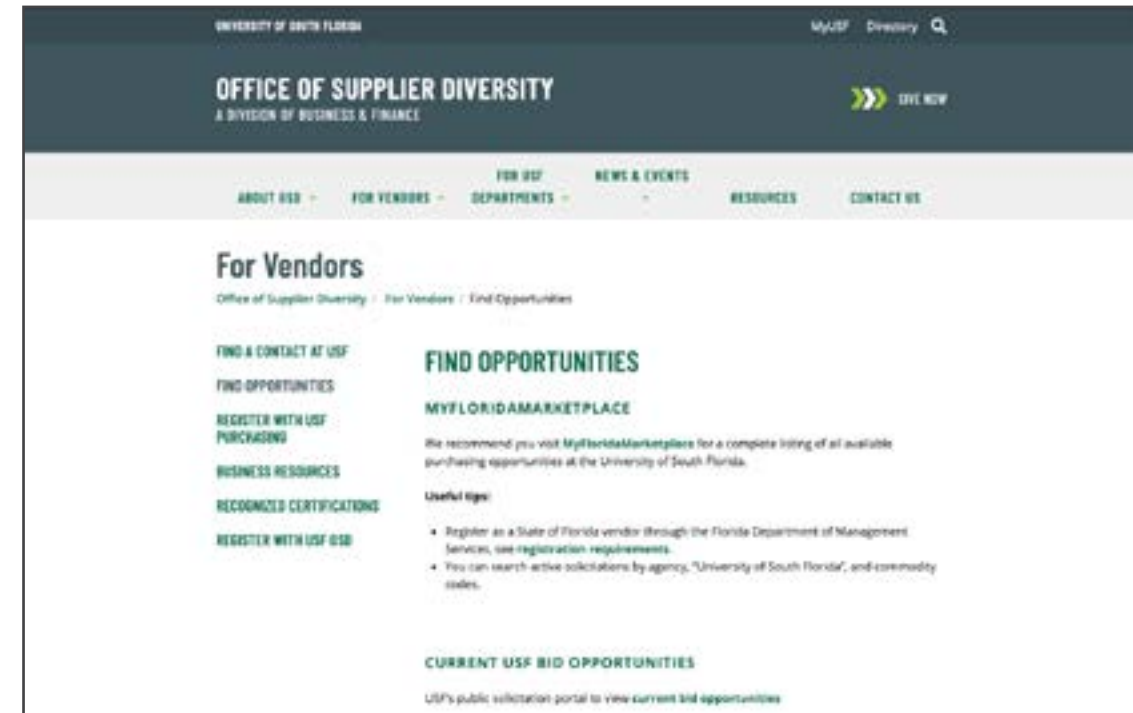
Public Advertisements



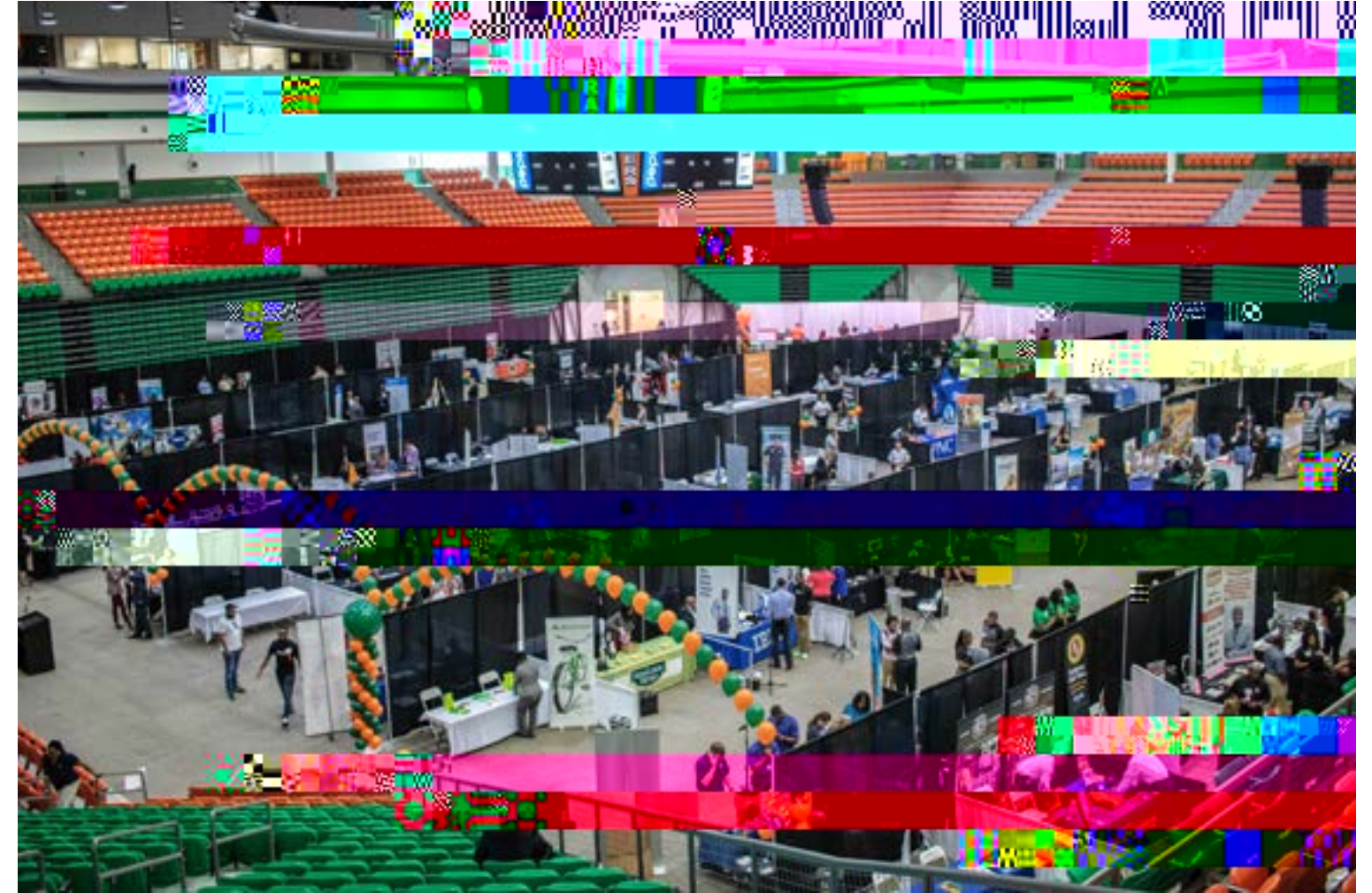
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Client Distributions



Networking Events



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BECK ENVISION







WHY ENVISION CHOSE BECK

GET INFORMED



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Questions?



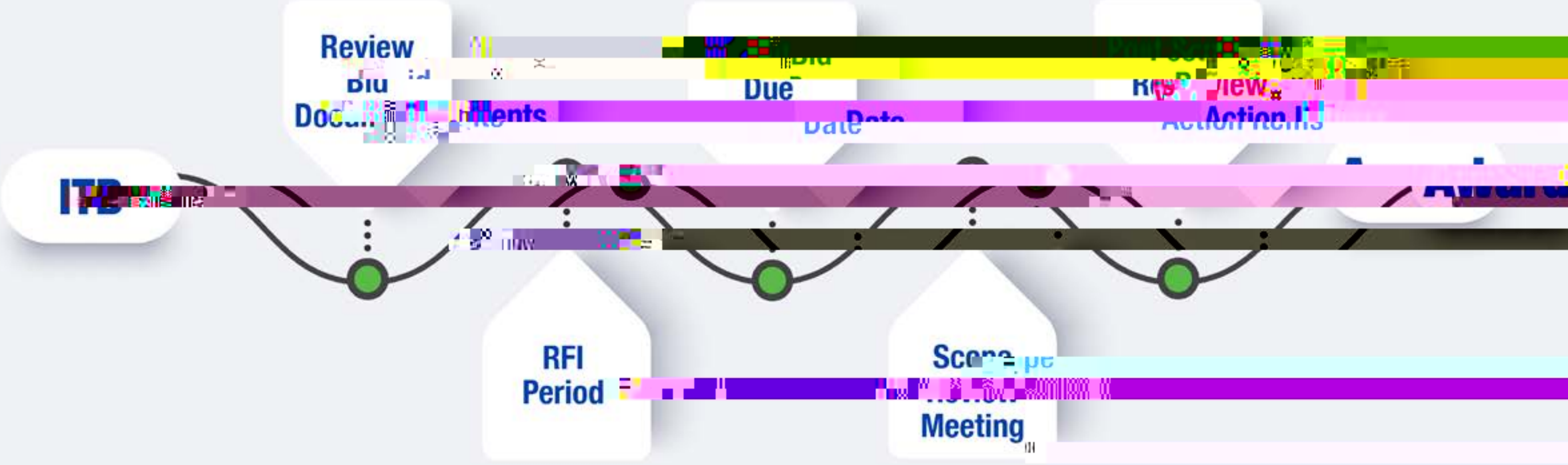
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Bidding Process Overview

The Road map: From ITB to Award



Questions?



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How Do I Win?



How Do I Win?



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You Didn't Win - What Now?

You Didn't Win - What Now?

Request Review

1



Explore Partnership Opportunities

2



Stay in Touch

3





Questions?



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Gabrielle Howard
Beck-Envision