

The background of the slide is a light gray gradient with several realistic water droplets of various sizes scattered across it. The droplets have highlights and shadows, giving them a three-dimensional appearance. The main title is centered in a large, bold, black sans-serif font.

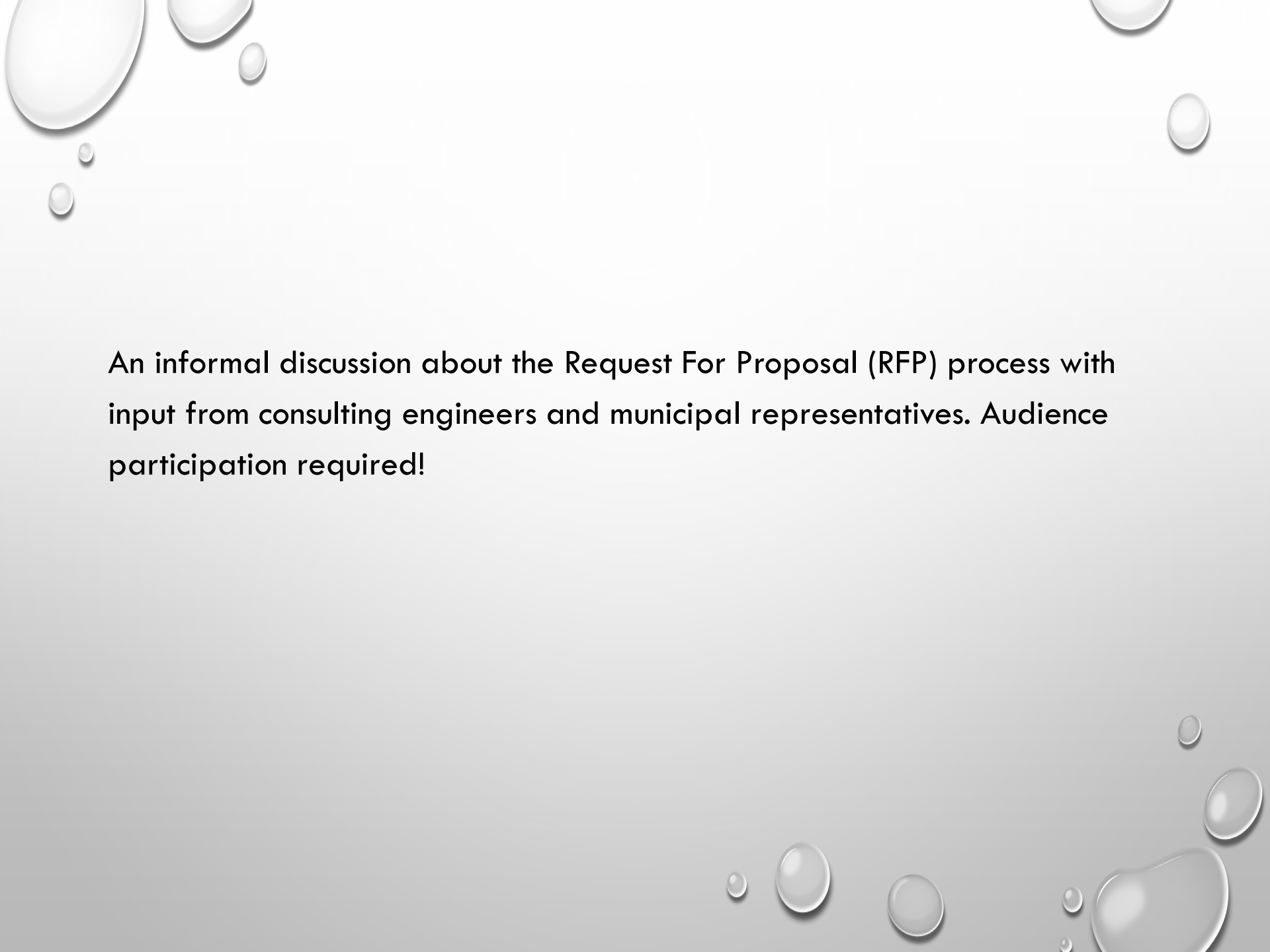
THE REAL TRUTH BEHIND THE RFP PROCESS

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An informal discussion about the Request For Proposal (RFP) process with input from consulting engineers and municipal representatives. Audience participation required!

OVERVIEW

- Why should you put out an RFP?
- Why shouldn't you put out an RFP?
- Qualifications-Based Selection (QBS)
- How engineering fees are calculated
- Did you get a “deal” on your engineering?
- Where did the interview team go?
- Who are the decision makers?
- Did the RFP process have a good or bad result?



WHY SHOULD YOU PUT OUT AN RFP?

- Don't have a regular consultant
 - Dissatisfaction with consultant
 - Consultant lacks specific expertise
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WHY SHOULDN'T YOU PUT OUT AN RFP?

- Checking your consultant's rates
- Trying to get a “deal” on services
- Can make it difficult to hire who you really want

QUALIFICATIONS-BASED SELECTION (QBS)

- Examine the consultant's qualifications in detail.
- If you ask for a fee, the selection is cost-based.

HOW ARE ENGINEERING SERVICES FEES CALCULATED?

- Consultants propose on the work included in the RFP Scope.
- Fees are based on resources (people) and their associated billing rates
- Did the consultant “buy” the job?

DID YOU GET A “DEAL” ON YOUR ENGINEERING SERVICES?

- Was the consultant easy to work with?
- Did the consultant do a good job?
- Were your interests the consultant’s top priority?
- Contract amendments to match scope
- You get what you pay for!

WHERE DID THE INTERVIEW TEAM GO?

- Did the interview team work on your project?
- Experience level of project team

WHO ARE THE DECISION-MAKERS?

- Who decides to send out an RFP?
- Pressure to send out RFPs
- Who will work with the consultant on the project?
- Communication between elected officials and utility staff
- Express your experiences to the decision-makers
- Have your consultant talk to the decision-makers

DID YOUR RFP HAVE A GOOD OR BAD RESULT?

- The RFP process is a lot of work for both municipality and consultant
- Did the project go smoothly?
- Did you get the best possible result?

The background is a light gray gradient. In the top-left and bottom-right corners, there are several realistic-looking water droplets of various sizes, some overlapping. The droplets have highlights and shadows, giving them a three-dimensional appearance.

OPEN DISCUSSION