

Saskatchewan Construction Association Construction Entrepreneurs Roundtable

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Traditional Procurement:

- ▶ Design – Bid – Build
- ▶ Construction Management



New Procurement - Alternate Project Delivery (APD):

- ▶ P3 – Public Private Partnership
 - Design Build Finance (DBF), DBFO, DBFOM
- ▶ Lean Integrated Project Delivery (IPD)
- ▶ Design Build (DB)
- ▶ Progressive Design Build (PDB)
- ▶ Best Value or Quality Based Selection (QBS)

What did we consider:

1. Resources:

- Time
- Personnel
- Capital



What did we consider:

2. Technical and Professional writing and proposal development
3. Past project experience and references



What did we consider:

4. Risk:

- Risk adverse
- Risk tolerance
- Risk evaluation and understanding
- Risk transfer
- Contingency

5. Contracts



What did we Learn:

- Larger, Multi-National companies do business different than we do
- Time and Cost commitments
- Writing the essay

