

INDUSTRY DAY



Path to WIN!

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What is a good fit for AUS?

Designer

- Commitment to substantive inclusion of MBE/WBE/DBE firms
- Commit to utilization and training of local workforce
- Leader in Sustainability with proven case studies
- Inclusive Design.
- Innovative: Delivery, Schedule, Sustainability, Aviation, Facility Management, Phasing
- ONE team, ONE Design Hand
- Designs to Budget and Schedule.
- Commitment to Austin and the Central Texas Region. Community Benefit Agreements.
- AUS Way!: Understands AUS sense of place, International City/Airport, Culture, Inclusive, the Arts, Committed to our Community, Green buildings, WELL
- Ability to work in Complex Environment. Proven Case Studies.
 - Safety, Operations, Phasing Shapes Design, Collaboration with many Stakeholders and other Projects, Partnering.
- Lifecycle costs always in site.



What is a good fit for AUS?

Construction Manager / Design Builder

- Commitment to substantive inclusion of MBE/WBE/DBE firms
- Commit to utilization and training of local workforce
- Innovative: New Ways to Deliver, Schedule, Sustainability, Aviation, Complex Phasing.
- ONE team.
- Builds to Budget and Schedule. Solves the problems in Design!
- Commitment to Austin and the Central Texas Region. Community Benefit Agreements
- Understanding of Airport environments with proven Case Studies
- Ability to work in Complex Environment with proven Case Studies.
 - Safety, Operations, Phasing Shapes Design, Collaboration with many Stakeholders and other Projects, Partnering.
- Lifecycle costs always in site.
- AUS Way!: Inclusive, Committed to our Community, Collaborative, Focused.
- Solving AUS problems!



Project/Work Approach – It's the most important!

- Overall understanding is demonstrated through:
 - Holistic Approach
 - Delivery Schedule
 - Solutions to our identified Scope Challenges ... and unidentified!
 - Methods to successfully complete the work
 - Understanding of techniques and sequencing
 - MBE/WBE/DBE commitment
 - Local workforce strategies
 - Sustainable Practices, Solutions
 - Inclusion of Austin Permitting, Austin Climate Equity Plan
 - AUS Way!
 - We want to see Schedules, Phasing Plans, Solutions!
 - Industry Leading: Design, Delivery, Sustainable, Community Engagement



Key Personnel/Proposed Team Members

- Key Personnel to all Teams in Key Leadership Roles*
 - Project Manager / Project Designer / Superintendent / Pre-Construction Services Manager
 - MBE/WBE/DBE Liaison
 - Sustainability Lead
 - Encouraged to have MBE/WBE/DBE firms and/or staff in significant roles and fully integrated to Team approach
 - Other personnel for Prime to define in alignment with the suggested Project Approach
 - Will ask about key subconsultant/contractor roles as it relates to scope
 - Experience in past 10 years, relevant to proposed scope and role
 - Experience with Aviation is priority, where applicable (I.e.: Concourse, Baggage, Terminal Optimization, Passenger Management, Arrivals and Departures Hall, Curbside, Airfield)
 - Looking for key personnel aligned with proven case studies.
- *Key roles subject to change based on solicitation



Team Structure

- Does the org structure reflect the Project Approach?
- Are you meeting AUS's biggest Challenges?
- Indicate how team will work with other program elements – ONE Team
 - Are the subcontractors integrated?
- Communication and responsiveness
- Team that reflects AUS and Austin's inclusive values



Comparable Project Experience

We want to see proven case studies that align with AUS challenges

- Schedule, Schedule, Schedule
- ... and yes, not exceeding budget!
- Partnering: One Design Hand, Multiple CMs in one site
- Local Workforce Initiatives and efforts: Employ local jobseekers for both construction and professional services jobs aligned with Austin's Community Workforce plan.
- Utilization of local small and diverse businesses
- Congested work space: Operations, safety
- Sustainable Practices

For construction managers, experience of major subcontractors will be required as well.



Experience with COA/AUS Issues

- AUS Issues = Aviation Issues
 - Arrivals and Departure Hall
 - Curbside
 - Concourse/Tunnel
 - Baggage
 - FIS (Customs)/International
 - Terminal Optimization
 - Airfield
- AUS Issues = Austin Issues
 - Central Utility Plant/Utilities
 - Roadways
 - Parking
 - Water Quality
 - Permitting



Designers: Prime's Experience with COA

- History of Firm in complying with project programs, MBE/WBE Requirements, Schedules, and Budgets on previous City of Austin contracts within the past five years – REQUIRED
- What happens if you are new to City of Austin work?



CMR Reputation, Quality of Goods and Services and Business Practices

Business Outreach Practices (TBD pts): Provide narrative of your business practices to provide opportunities for MBE/WBE and DBEs, including small businesses and other historically underutilized businesses in the Austin corporate city limits.

Sustainable Processes (TBD pts): Provide a narrative on business practices and internal policies that describe your use of recycled, reclaimed, or refurbished construction materials. Additionally, describe your internal policies and practices that encourage identification of opportunities for water and energy conservation, reducing greenhouse gas emissions, and purchasing environmentally preferable products.

REQUIRED. Quality and Performance (10 pts): The Offeror's reputation and quality of performance on the projects identified will also be evaluated by past performance on City of Austin projects. Offerors who have had Contractor Performance Evaluations (CPE) completed for previous projects with the City of Austin will receive an average of their five year scores. Offerors who have had no previous City of Austin projects will receive a score equal to successful.

Provide strategies to:

- Meet MWDBE goals
- Implement a local Workforce Development Program to provide opportunities for local career seekers
- Advance Community Benefit Agreements and engage with Austin communities.



Interview

- This will be mandatory for shortlisted firms.
- We are introducing solving a case study
 - Intro and Project Approach
 - Solving the problem
 - Present on Case Study
- Case Study will be a potential issue AUS anticipates within contract scope
- What AUS is looking for
 - Are key members fulfilling their roles?
 - What aspects of the problem are solved?
 - How team members interact with each other.
 - How well team leadership presents solutions.



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Questions

