

# Invitation for Bid Contracting: Austin Water Procurements

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# Presentation Overview



- CCO's Vision, Mission and Goals
- Austin Water Invitation for Bid (IFB) Procurements
- Comparison: Pre-Bid vs. Bids Received
- Process for Low Attendance at Pre-Bid Meetings
- Outreach Efforts
- Additional Efforts
- Questions

The background of the slide features a large-scale construction project, likely a bridge or a large building, with several tall cranes visible against a bright sky. Overlaid on this image is a semi-transparent map of a city area, showing streets and landmarks. Labels on the map include 'Lake Travis' in the top left, 'Copperfield' in the top right, 'McKinney' in the bottom right, and 'McKinney Falls State Park' in the bottom right. A scale bar labeled 'Miles' is also present in the top right corner of the map area.

# The Capital Contracting Office

**Vision:** To be a valuable business partner in Capital Project Delivery.

**Mission:** The mission of the Capital Contracting Office is to procure and manage contracts supporting capital project delivery resulting in an improved quality of life for all.





# The Capital Contracting Office

## Goals:

- Improve the quality of life for Austin residents through timely completion of CIP contracts;
- Create an environment where people feel connected, empowered, and committed to excellence;
- Promote competition for CIP contracts;



The background of the slide features a faded image of a construction site with several large cranes. Overlaid on this are two map segments: one at the top left showing 'Lake Travis' and 'Copperfield' with a 'Miles' scale, and another at the bottom showing 'McKinney Falls State Park' and 'McKinney'.

# The Capital Contracting Office

## Goals (cont'd):

- Attract a pool of construction workers to meet the City's construction needs by ensuring workers are paid fair wages for work performed and by establishing a construction training program to equip them to acquire the skills they need to perform and to promote into the skilled trades.



# Austin Water Invitation for Bid (IFB) Procurements

August 2019 to Present

- 30 solicitations issued
- Average of 4.3 bids per solicitation
- 5 solicitations had only one bidder
  - 2 were IDIQ
  - 3 were small stand-alone projects



# Austin Water: Single Bidder Procurements August 2019 - Present

Project Name	# Primes at Pre-Bid	Solicitation Estimate	Potential Reason for One Bid
Ullrich WTP Low Service Pump Station Safety Improvements	0	\$125,000	Small Project
Davis Water Treatment Plant Gas Heater Replacements	2	\$177,00	Small Project
North Area Lift Stations Improvements: Spring Lake #2	1	\$267,660	Small Project
Facilities: Emergency and Lift Station IDIQ	4	\$12,000,000 (\$3M/term)	Emergency Response Requirement
In Situ Wastewater Line Renewal Program	0	\$4,050,000 (\$1.35M/term)	Specialized scope of work

# Bidder Attendance at Pre-Bids vs. Bids Received

August 2019 - Present

## ALL CCO IFB PROCUREMENTS

Average # prime bidders attending pre-bid meetings is 4 and the average # bids received is 4.1

## AW IFB PROCUREMENTS

Average # prime bidders attending pre-bid meetings is 3 and the average # bids received is 4.3

The average number of bids received is higher than the average number of prime bidders attending pre-bid meetings for all CCO procurements, including those for AW.





# Bidder Attendance at Pre-Bids vs. Bids Received

(cont'd) August 2019 - Present

- In most cases when one bid was received, the number of prime bidders attending the pre-bid meeting was relatively low.
- Contractors' feedback for single bidders on AW projects over the past two years includes:
  - lack of bidder capacity to take on additional work;
  - low interest due to small project size; and
  - specialized scopes of work for which a low number of potential bidders were available.



The background of the slide features a faded image of a construction site with several large cranes. Overlaid on this is a blue map of a region in Austin, Texas. The map includes labels for 'Lake Travis' in the top left, 'Copperfield' in the top right, 'McKinney' in the bottom right, and 'McKinney Falls State Park' in the bottom right. A scale bar labeled 'Miles' is also visible in the top right corner of the map area.

## Process for Low Attendance at Pre-Bid Meetings

- Prime bidders who attended the pre-bid meeting but chose not to bid are contacted to try to determine why they chose not to bid. Information obtained is taken into consideration for future solicitations.
- A summary of the feedback received is included in the RCA.





# Outreach: Upcoming Projects Report

**Upcoming Projects Report** –lists of upcoming CIP projects for vendors/the public. The purpose is to provide as much lead time as possible so that Contractors may better plan workload to allow capacity for bidding on City projects.

- Posted every month by the first day of the month on CCO's website and Facebook page
- Spotlighted at CIP Partners Academy classes
- Emailed to trade associations
- Can take question on listed projects
- [Link to Upcoming Projects](#)





# Outreach: CIP Partners Academy

**Purpose:** Educate and engage with partners in Capital Project delivery. The goals of the academy are to:

- Provide information, tools, and resources needed to successfully compete for, and perform on, City contracts;
- Improve understanding of City processes, roles, and responsibilities associated with CIP contracting; and
- Provide an opportunity to network with CIP partners.
- [Link to CIP Partners Academy Class Schedule](#)





## Outreach: Events

- February 2019 Consultant Forum
- April 2019 - Exhibitor and presenter at the Austin Contractors and Engineers Association Symposium
- September 2019 - Consultant and Construction Contractors Symposium.
- October 2019 – initiated focused meetings with local consultant and contractor associations to increase the number bidders responding to solicitations and to provide information to our vendor community.





# Outreach: Events

- February 2020 - 2020 Job Order Contracting Event for Contractors and Subcontractors.
- February 2020 - Runway to Opportunities event which showcased contracting opportunities with ABIA
- March 2020 - Small Business Contracting Forum
- August 2020 - exhibitor and presenter in the ACEA's virtual 2020 Symposium
- September 2020 – Virtual Rates Review Process Event



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# Outreach: Upcoming New Events

- October 2021 - Capital Conversations Launch
  - Monthly “open office” style meetings for informal discussion and short procurement/contracting topics
- October/November 2021 – planning underway for AW event!
  - Virtual event to promote upcoming AW facilities IDIQ and other upcoming AW projects to potential bidders





# Marketing

CCO uses a variety of means to connect with the vendor community including:

- The City of Austin website
- CCO's Facebook page
- Meeting with and emailing trade associations and professional construction-related organizations directly
- Vendor mailing lists
- Eventbrite
- Onsite kiosk





# Additional Efforts

Explore advertisement avenues such as other newspapers, publications, websites, social media outlets for solicitations with specialized scope or a history of low bidder turnout.

3 or fewer prime bidders at a pre-bid conference:

- Direct outreach to vendors who have performed similar work in the past.
- Extend advertisement period. We advertise for 4-6 weeks (State Law is 2 weeks minimum).
- Add a 2nd pre-bid meeting and/or site visit.



# QUESTIONS?



**CAPITAL CONTRACTING OFFICE**  
Your partner in capital project delivery!



# Connect with CCO

Like us!



Follow us!



Join us!



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