



Selection Scoring Methodology

Presented by

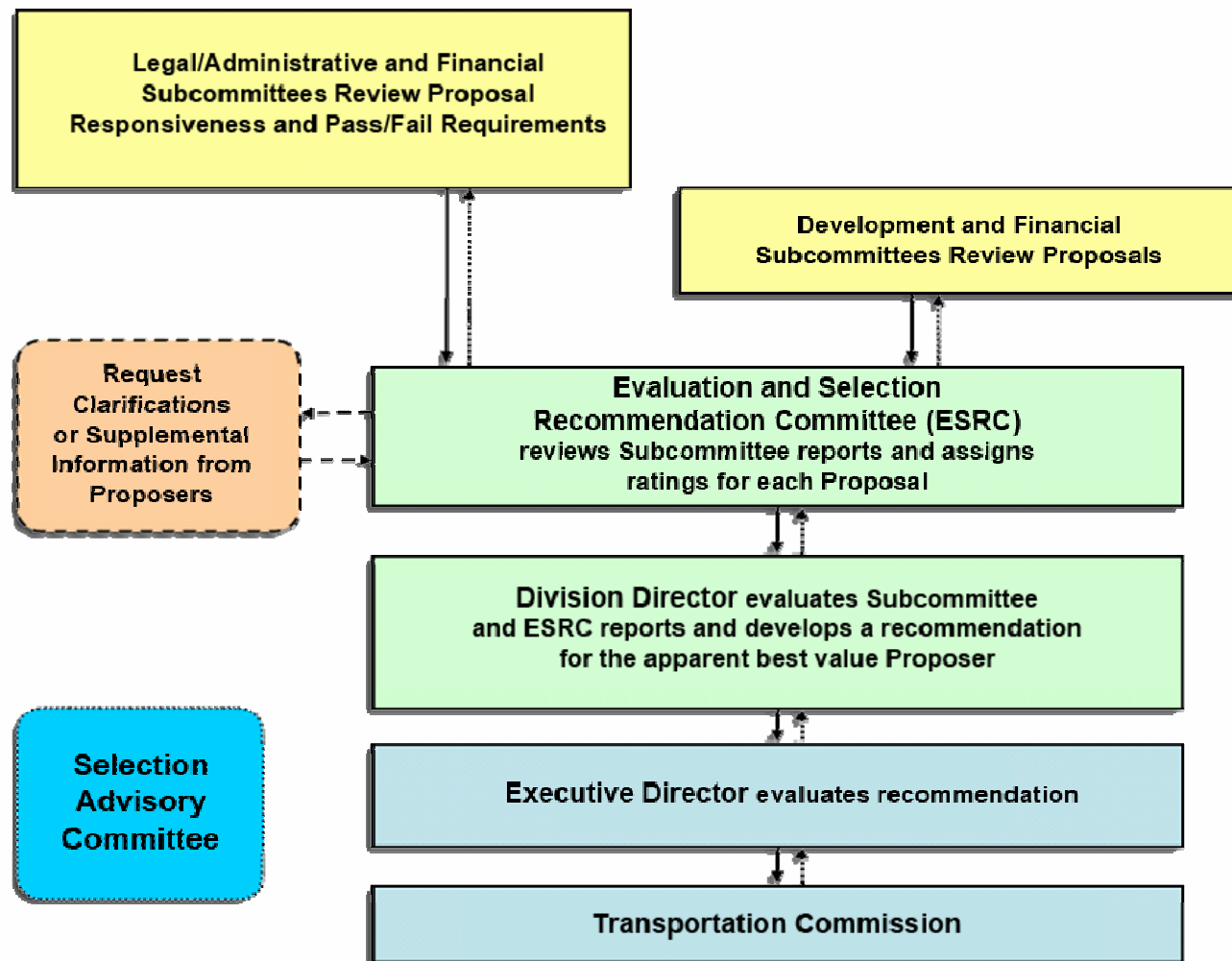


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Organizational Structure

- **DOT appoints multidisciplinary team to review proposals**
 - Evaluation and Selection Recommendation Committee (ESRC)
 - Selection Advisory Committee (SAC)
 - Three Technical Subcommittees
- **Technical Subcommittees**
 - Legal/Administrative Subcommittee
 - Development Plan Evaluation Subcommittee (DPES)
 - Financial Proposal Evaluation Subcommittee (FPES)

Proposal Review & Evaluation



Development Plan & Financial Plan

- **Project Development Plan consists of:**
 - Project Management Plan
 - Quality Management Plan
 - Technical Approach
- **Financial Plan consists of:**
 - Financial Letters
 - Financial Strategy
 - Financial Model
 - Cost and Pricing Data

Pass/Fail & Responsiveness Evaluation

- **Technical proposals to be evaluated based on following pass/fail criteria:**
 - Business form of the proposer and team members
 - DBE certification
 - Proposer information, certifications and signed statements
 - Proposal security
 - Commitment dates
 - Required portions of the Technical Proposal

Financial Proposals–Evaluation Pass/Fail

- **Proposer’s financial condition/capabilities**
 - Current financial strength
 - Credit quality
 - Current/pending claims, litigation or equivalent
- **Sufficient financing**
 - Overall feasibility of proposed Financial Proposal
 - Robustness of results
 - Terms/and conditions of the financing
 - Guarantees and other security
 - Level of commitment of major participants with direct equity interest
 - Level of commitment demonstrated by potential lenders
 - Likelihood of reaching financial close by deadline

Financial Proposals–Evaluation Pass/Fail_{,cont.}

- **Lender support letters**
- **Assurance that private equity will be in place**
- **Toll rate setting framework**
- **Ratio of net present value of Annual Lease Payment to the Upfront Concession Payment**

Evaluation of Project Development Plan & Schedule

- **Project Development Plan evaluation factors**
 - Project management approach (*all of equal importance*)
 - General project management and key personnel
 - Mentoring/training
 - Design and construction management
 - Operations management
 - Public information/communications
 - Risk management
 - Maintenance management
 - Schedule, cost control and quantity estimating
 - Environmental management

Technical Proposals

■ Technical Solutions

- Most important
 - Tolling and intelligent transportation systems
 - Routine, preventative and reactive maintenance
 - Road operations
- 2nd most important
 - Schedule, construction sequencing, and traffic management
 - Roadway and drainage
 - Bridges and structures
- Least important
 - Aesthetic design concepts
 - Programmed major maintenance, renewals, and capital works
 - Connectivity

Quality Management

- **Quality Management Approach**
(of equal importance)
 - Design and construction quality
 - Operations and maintenance quality

Financial Proposal Evaluation

- **Determined using the Net Present Value (NPV) of the offer**
- **5% discount rate**
- **NPV of upfront lump sum payment amount plus net present value of the sum of the guaranteed constant Annual Lease Payment amounts**

Adjectival Ratings

ADJECTIVE RATING	DESCRIPTION
Excellent	The Proposal greatly exceeds the stated requirements/objectives, offering material benefits and/or added value, and providing assurance that a consistently outstanding level of quality will be achieved. There is very little or no risk that this Proposer would fail to satisfy the requirements of the CDA Documents. Weaknesses, if any, are very minor and can be readily corrected. Significant unique and/or innovative characteristics are present.
Very Good	The Proposal significantly exceeds the stated requirements/objectives, offering advantages, benefits and/or added value, and providing assurance that a level of quality will be achieved that is materially better than acceptable. There is little risk that the Proposer would fail to satisfy the requirements of the CDA Documents. Weaknesses, if any, are very minor and can be readily corrected. Some unique and/or innovative characteristics are present.
Good	The Proposal materially exceeds the stated requirements/objectives and provides assurance that the level of quality will meet or exceed minimum requirements. There may be a slight probability of risk that the Proposer may fail to satisfy the requirements of the CDA Documents. Weaknesses, if any, are minor and can be readily corrected. Little or minimal unique and/or innovative characteristics are present.
Fair	The Proposal marginally exceeds stated requirements/objectives and provides satisfactory assurance that the level of quality will meet or marginally exceed minimum requirements. There may be questions about the likelihood of success and there is risk that the Proposer may fail to satisfy the requirements of the CDA Documents. Weaknesses are correctable or acceptable per minimum standards.
Meets Minimum	The Proposal meets stated requirements/objectives and provides satisfactory assurance that the minimum level of quality will be achieved. There may be questions about the likelihood of success and there is some risk that the Proposer may fail to satisfy the requirements of the CDA Documents. Weaknesses are correctable or acceptable per minimum standards

Adjectival to Numerical

Table 3: Conversion of Adjectival Ratings to Numerical Scores
(Numbers are shown as a percentage of total points possible)

Description	Meets Minimum (MM)	Fair (F)	Good (G)	Very Good (VG)	Excellent (E)
Range	0 – 59	60 – 69	70 – 79	80 – 89	90 – 100

Best Value Determination–SH121 (DBFO)

- **Based on 80-10-10 point scale**
 - Price 80 points max, technical 10 points max, schedule 10 points max (Total possible points = 100)
- **Total proposal score = price score + technical score + schedule score**
 - Price score =
 - (Proposer's NPV ÷ best proposal NPV) x 80
 - Technical score =
 - ESRC evaluation score (100 points max) x 0.10
 - Schedule score =
 - (Total days saved ÷ maximum days saved) x 10

Best Value Determination–SH130 Design Build

- Basis of final total proposal score (FTPS) was established in the RFP
- PPV – Price Proposal Value

$$\text{FTPS} = \left[\frac{\text{Technical Score}}{\text{High Tech. Score}} \right] 15 + \left[\frac{\text{Low PPV}}{\text{PPV}} \right] 85$$

**15% Technical
Component**

*Ranked against highest
technical score from
any Proposer*

**85% Price
Component**

*Ranked against lowest
PPV from any Proposer*

Best Value Determination – TTC-35 (Strategic Partner)

TTC-35 HIGH PRIORITY TRANS-TEXAS CORRIDOR
DETAILED PROPOSAL EVALUATION WORKSHEET
OVERALL SCORES

Item	Maximum Potential Points (200 points)	%	PROPOSER TEAMS			Comments
			CINTRA	FLUOR	TTEX	
	200	100%	▼	▼	▼	
Conceptual Development Plan	82	41%	0.00	0.00	0.00	
Conceptual Financial Plan (including Proposer's financial strength and proposed compensation structures)	80	40%	0.00	0.00	0.00	
Project Management Plan	20	10%	0.00	0.00	0.00	
Quality Management Plan	10	5%	0.00	0.00	0.00	
Price (approximately 12 months master planning effort)	8	4%	0.00	0.00	0.00	
OVERALL SCORE:			0.00	0.00	0.00	

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Best Value Determination – TTC-35

TTC-35 HIGH PRIORITY TRANS-TEXAS CORRIDOR DETAILED PROPOSAL EVALUATION WORKSHEET PRICE SCORES

Base Score:	PROPOSER TEAMS		
Avg PV Price (\$)	CINTRA	FLUOR	TTEX
Price Proposal			
Formula Result *	0.00	0.00	0.00
PRICE SCORE:	0.00	0.00	0.00
Comments:			

* Price Evaluation

Each Proposer will be assigned a price score based on the average price of all Price Proposals:

$$\text{Proposer score} = \text{base score} + \left[\frac{\text{Average PV Price for all Proposals} - \text{Proposer PV Price}}{\text{Average PV Price for all Proposals}} \right] \times \text{base score}$$

Where base score = 4 points

If, in the application of the formula, there results a negative score to one or more Proposers, then that Proposer(s) will be assigned a zero score with respect to the Price Proposal.

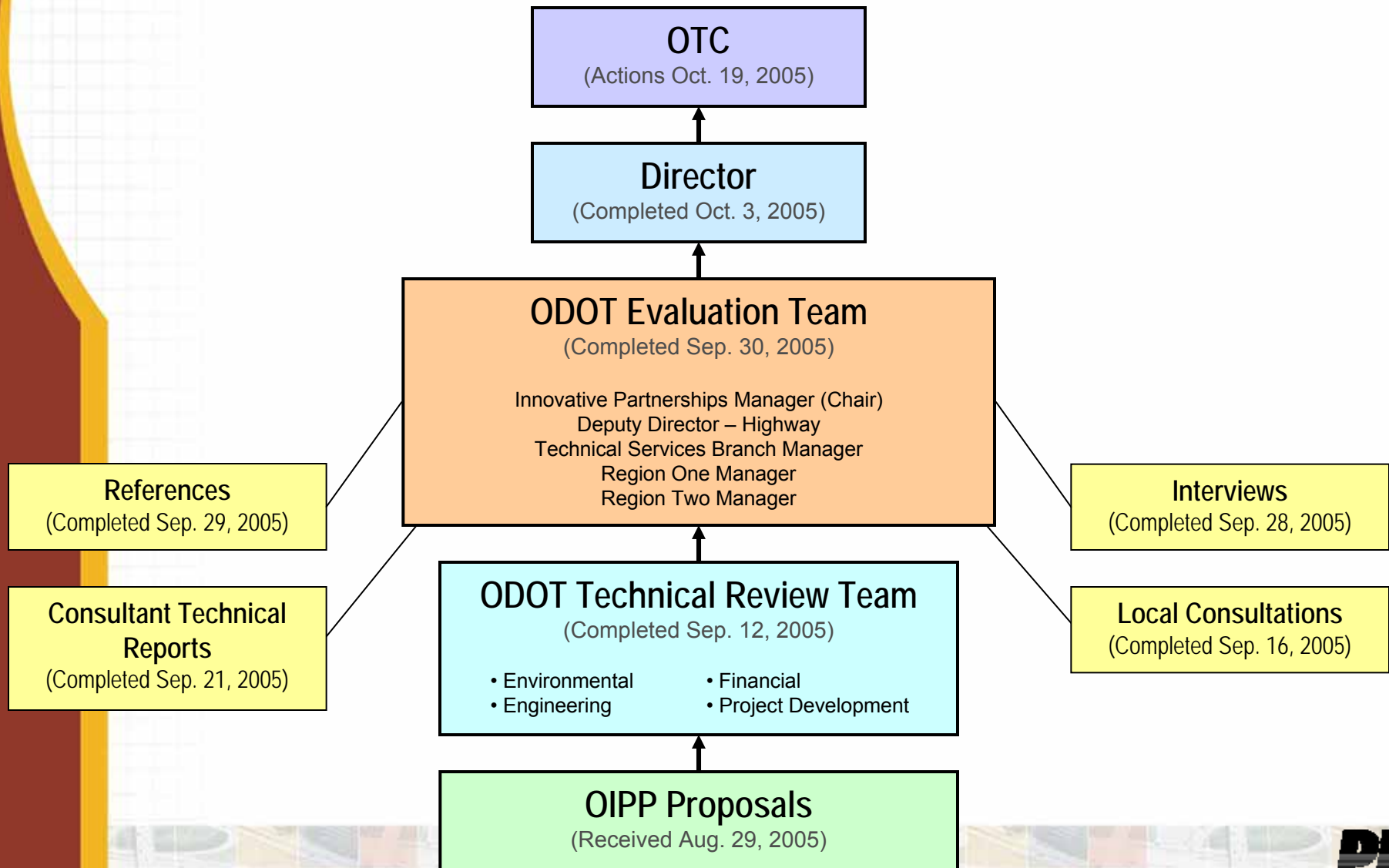
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OIPP – Oregon Innovative Partnership Program

- **The qualifications and experience of the proposers**
- **Their approach to and understanding of the project**
- **Their plans for gaining public support of the proposal, and**
- **Proposed compensation arrangements**

Proposals Review & Evaluation Process for OIPP RFP



OIPP

- **The eligible Adjective Ratings ranged from Excellent to Poor**
- **Individual members of the TRT prepared their scores**
- **Joint meeting was held where a consensus score was developed for each criteria**

Summary

- **Development Plan and Financial Plan are separate reviews**
- **Each subcommittee reaches consensus**
- **Evaluation Selection Team combines the scores and selects the best value**
- **Best Value Formulas – Typically not based on Low Bid**
 - Need to decide on the split between price and technical

Are There Any ...

➔ **Questions**

➔ **Comments**

➔ **Concerns**