



LAN

I'm Not Going Back (to City Council)

The Roadmap from Scope to Bid



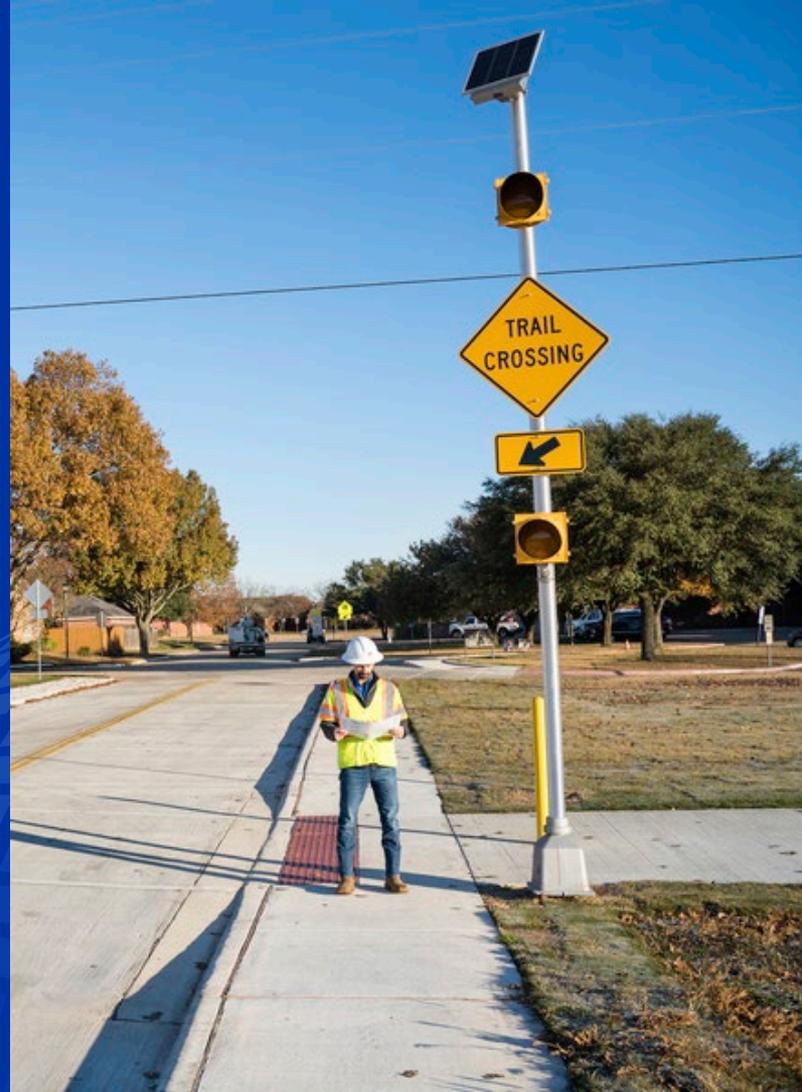
Project Lifecycle

- Planning and Identification
 - Limits, utilities, etc.
- Consultant Selection
 - Qualifications Based Selection (QBS)
- Negotiation / Scoping
- Design
- Bid
- Construction



Types of Contracts

- Lump Sum / Fixed fee
- Time & Materials / Cost-plus fixed fee
 - Work stops when we hit the budget!
- Combination

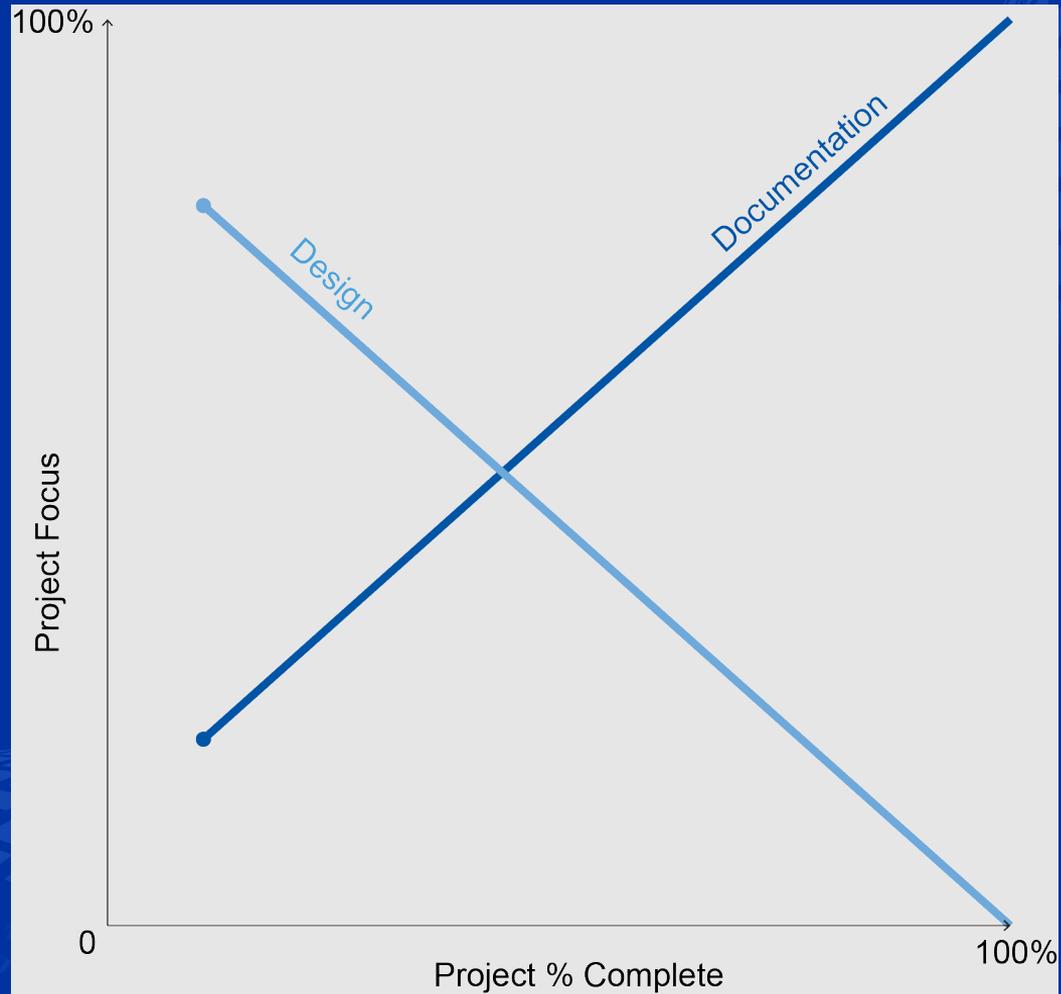


What's So Special About Your Services?

- Basic Services
- Special Services



Design Process



Fee Estimates

- Percent of Construction Cost
- Basic Services
- Average Complexity
- Median Compensation
- Alteration work is *at least one third* above median



Questions



LAN

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