



Procurement advisory

Capturing best value

The use of alternative project delivery, such as design-build or public-private partnerships, continues to expand as public agencies procure projects offering the best value. As government agencies consider innovative ways to fund and expedite delivery of infrastructure, leaders require a team of professionals skilled in capturing best value in delivering infrastructure projects.

WSP USA supports alternative delivery in the procurement phase and throughout the life of the project. Our procurement, risk, financial and policy experts guide projects from delivery model selection through the preparation of bid documents and the evaluation of proposals. After selection of the preferred bidder, we support negotiations, as well as the contract management and claims process during the design and construction phase. We have performed these and related services on more than 100 alternative delivery transactions over the past two decades, across delivery models and types of assets.

Our team

WSP's team is made up of advisors with diverse backgrounds spanning public finance, public policy, risk, engineering, legal and economics. We have experience working on behalf of government agencies as well as private organizations engaged in alternative delivery, offering a well-rounded and balanced perspective to our clients.

With a goal of yielding optimal value through a competitive bidding process, our procurement advisors have the industry knowledge necessary to protect the interests of public agencies, suiting the needs and intricacies of alternative delivery transactions.

Our services

We provide comprehensive procurement support services, working with clients from the early planning and project development stages through contract administration and management. We have the technical resources of a global, full-service engineering consultancy combined with the specialized expertise and responsiveness of a local firm.

Our services support the entire procurement cycle of an alternative delivery project:

- Legislative analysis
- Project screening and delivery options assessment
- Document preparation to achieve best value
 - Requests for Qualifications
 - Requests for Proposals
 - Instructions to Proposers
 - Technical Provisions
 - Project agreements
- Risk analysis and mitigation
- Development of evaluation criteria
- Proposal evaluation and review
- Negotiations with preferred proposers
- Contract management during construction
 - Contract compliance
 - Claims resolution and support
 - Ongoing contract administration



Our experience

Alternative project delivery presents the opportunity to benefit from innovation and alternative financing arrangements, as well as to gain schedule, budget and performance certainty. Relying on our procurement expertise, WSP navigates the unique challenges of alternative project delivery to assist agencies to achieve these benefits while mitigating risks.

PROCUREMENT SERVICES

Our team supports every phase of the procurement process – from project planning through the selection of a preferred bidder.

During the planning stages, WSP assists public agencies in evaluating project delivery methods to determine the optimal method of procuring design and construction services. We review applicable laws and regulations to identify available delivery methods and work with agencies to select the most appropriate option for a project.

As the project continues through the development stages, WSP technical specialists assist the agency in preparing technical specifications that set the parameters for the design of the project. In coordination with the technical team and the project managers, our contract specialists develop the documents that will be issued for the bidding process. Depending on the procurement method, we prepare and issue Requests for Qualifications, Instructions to Proposers and Requests for Proposals. In developing these documents, we help public agencies determine their preferred selection criteria and establish processes for reviewing, evaluating and scoring the responses. To further this process, WSP assists with industry outreach, helping agencies gain input from the private sector to shape the project's parameters and maximize competition. Given our experience in marketplaces across the globe, our team has a comprehensive understanding of the latest trends and best practices in selecting the most qualified firms to accomplish the agency's goals.

In connection with this process, we assist public agencies in identifying, mitigating and managing risks, and work to allocate risks to the party most suited to manage them. Our specialists develop risk matrices and coordinate risk workshops, ensuring a comprehensive identification and assessment of relevant risks.

We help to develop the terms of the agreement that will govern the relationship between the public agency and private partner. During this process, we address such critical issues as submittal and review processes, levels and means of agency oversight, contract compliance and dispute resolution.

CONTRACT MANAGEMENT AND CLAIMS SUPPORT

Following the procurement of a design-builder, concessionaire or contractor, we assist public agencies in administering and managing the project agreement. Continuity between the drafters of the documents and the management team ensures that the goals developed during the planning process are carried forward to the implementation phase. We are available to interpret contractual provisions, provide support for change requests and oversee contract compliance.

WSP has the experience to guide projects through the claims process to reach favorable resolutions without impairing the coordination between public agencies and private partners that is fundamental to the process. We manage claims through contract dispute resolution processes and attempt to resolve them before they become distractions for the project delivery team. Using various methods of alternative dispute resolution, our team has helped ensure that disputes do not result in litigation. By helping the parties avoid litigation, we have maintained mutually beneficial working relationships between public agencies and private partners, helping minimize disagreements and foster collaboration for successful project delivery.

Formerly
WSP | PARSONS BRINCKERHOFF



CONTACT US

USADVISORY@WSP.COM

WSP USA
ONE PENN PLAZA
NEW YORK, NY 10119
+1 212-465-5000

WSP.COM