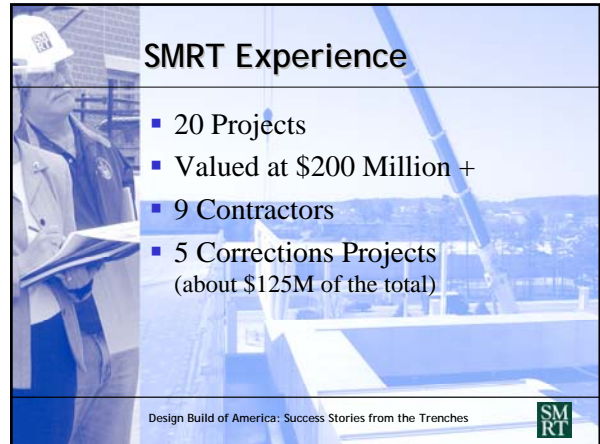




Design - Build from the Consultants' Perspective and Industry Trends


Presented by Paul Stevens
SMRT Architecture Engineering Planning
December 7, 2004

Design Build of America: Success Stories from the Trenches 



SMRT Experience

- 20 Projects
- Valued at \$200 Million +
- 9 Contractors
- 5 Corrections Projects (about \$125M of the total)

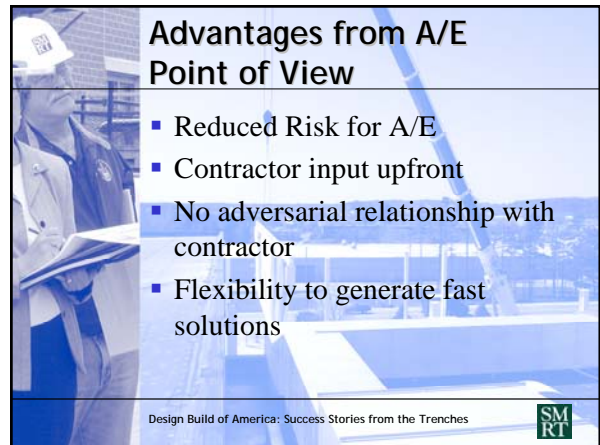
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SMRT's Overall View


Overall it has been an excellent experience, and for the most part, profitable. All depends on working with good people.

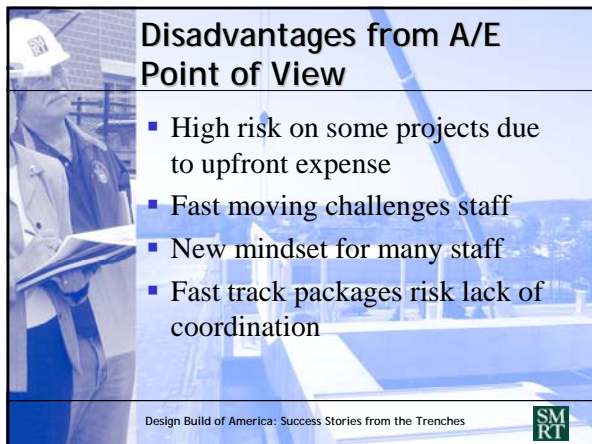
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Advantages from A/E Point of View


- Reduced Risk for A/E
- Contractor input upfront
- No adversarial relationship with contractor
- Flexibility to generate fast solutions

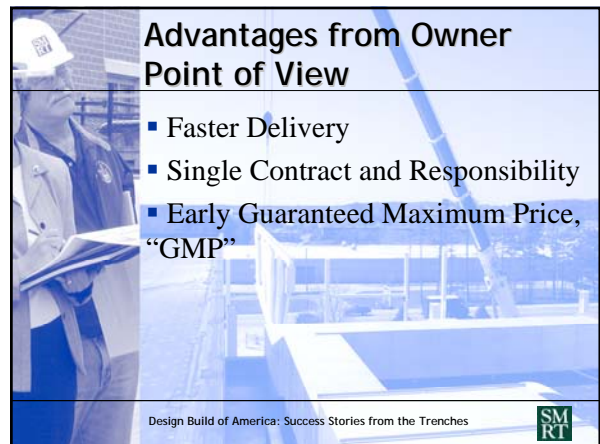
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Disadvantages from A/E Point of View


- High risk on some projects due to upfront expense
- Fast moving challenges staff
- New mindset for many staff
- Fast track packages risk lack of coordination

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Advantages from Owner Point of View

- Faster Delivery
- Single Contract and Responsibility
- Early Guaranteed Maximum Price, "GMP"

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Disadvantages from Owner Point of View

- Limited Design Control by Owner
- A&E team not independent [can be modified]
- Price Competition Can Affect Quality

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3-Part Selection Process


- Shortlist based on Qualifications
- Score Design Submissions
- Open Price Proposals

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No Single Process

Commonwealth of Massachusetts DCAM (Division of Capital Asset Management)

- 80% Site and Permitted
- Selective DD Package which includes:
 - Exterior finish, structural system, and electrical
 - Defines quality without saying how
 - Definitive plans
 - Mechanical performance
- A creative process to create best value for owner
- 8 Weeks to respond to RFP
- 6 Months total design time after selection

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Representative Projects



Northern NH Correctional Facility



Barnstable County Jail

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Representative Projects



280 Fore Street Office Building



Cumberland Avenue Parking Garage

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Representative Projects



Olin Microelectronics




Fairchild Semiconductor Building 17A

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Representative Projects



Harold & Bibby Alfond
Youth Recreation Center



Skowhegan Army Readiness Center

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Testimonials

“The project was completed to our satisfaction thanks to the diligence and skills of SMRT professionals and the contractor.”

- Sheriff James Cummings
Barnstable County Jail Project (DCAM)

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Testimonials

“The key to the success of the project was due to constant communication.... it is the daily contact with all teams that made this project a smooth execution and truly a success.”

- Dr. Peidong Wang, VP of Process Technology
Ahura Corporation

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