


**ASC Heavy Civil Division**

## Introduction

A heavy civil project has just presented itself, and could be a new market for your company/teams expertise. You expect 7-8 bidders on this project. The procurement of this project is a key success to your 2010 business plan. You've got to have the "Right Price" to get the work but you can't afford to be wrong. You will need a motivated team to estimate and schedule this project.

## Problem

The project will involve several areas of heavy civil construction: grading, drainage, concrete construction, retaining walls and other typical civil components. The successful team will be required to demonstrate full knowledge of plans and specifications, problem solving, construction methods, scheduling techniques, estimating, risk management and communication skills.

Teams will be judged on the following criteria and are advised to prepare for the competition by developing skills in each of these areas:

### Proposal

#### → General

- Organization and appearance
- Completeness, address Owner concerns
- Did you differentiate yourself from the competition
- Does proposal meet Owner requirements

#### → Bid Package

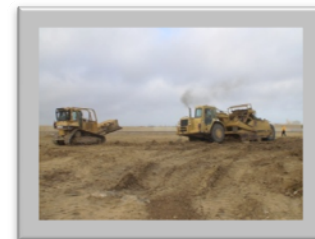
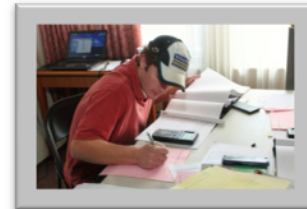
- Bid documents complete
- Legible
- Submitted on time proposal

#### → Estimating

- Quantity take offs
- Estimate organization
- Itemization of all Cost
- Completeness
- Equipment Needs
- Construction methods
- Risk analysis
- Estimate questions
- Specification questions

#### → Scheduling

- Demonstrate understanding of phasing
- Identification of pertinent activities
- Specification and plan reading
- Coordination of trades, utilities, etc.
- Material delivery
- Weather considerations
- Construction logic
- Critical path
- Project duration



## Oral Presentation

The oral presentation environment will emulate your team being the prime contractor. The Owner has invited each prime contractor for a one on one meeting to analyze who will be awarded the job. The Owner will be determining award based on a best value point system (cost, schedule, estimate, and presentation) to build his project. In a sense your procurement of this project might depend on how well your team presents at the Oral Presentation. The Owner has given you this outline as a guideline he would like you to follow during your 35 minute presentation.

### ➔ Owner Guidelines

- Set up (5 Min)
- Job overview, your approach to the work (5 Min)
- Job schedule – critical path, resources, etc. (7.5 Min)
- Discussion of specific construction methods (10 Min)
- Discussion on risk (2.5 Min)
- Question & Answer (10 Min)
- Breakdown (2 Min)



Judges will be looking for quality of visual aids and handouts; confidence and salesmanship; teamwork, coordination, and differentiation. Again, this is an outline and can be deviated as long as you address your owners request and keep your portion to 25 minutes.

## Rules

The following rules will pertain to all teams competing in the Heavy/Civil Division.

1. Teams may have a maximum of six members.
2. Team names can not contain the “Kiewit” name or logo failure to adhere will result in point deductions.
3. Team names can not contain the “University” name or logo failure to adhere will result in point deductions.
4. Once the problem has been distributed each team will be on the honor system regarding outside help. No one is allowed in the designated hotel room, during the 14 – 16 hours to prepare the proposal and the oral presentation, except the six member team. This includes faculty, coaches, friends, spouses, etc. The judges will be making several trips to the individual team rooms throughout the competition. Failure to meet this requirement will result in disqualification.
5. Each team will be allowed to use whatever computer equipment/software they bring to the competition site. Take note, the proposal preparation can be done with a calculator and a simple word processing program.
6. During the event, use of internet is strictly prohibited. (This includes email) Failure to comply with this requirement will result in disqualifications. Strictly enforced by Kiewit. If you need something we will provide and all teams will be given the same information.
7. All teams must stay in their hotel room during the scheduled oral presentations until their time to present.
8. Written proposal documents, working papers, support data, and bid forms will be turned in together, for review by the judges. This means the doors will shut and if you are not inside we will consider your bid non-responsive. Please note there will be no opportunity to submit any required information after the bidding deadline. All cost and pricing information must be turned into owner for review.

9. All teams will submit oral presentation materials to the judges at a certain time determined by the Owner. Teams will be limited to only those items (including computer/projector, etc.) submitted before deadline for use during their presentation, no exceptions. Projector and computer for presentation will be provided by Kiewit.
10. The last rule, but most important, have fun!