

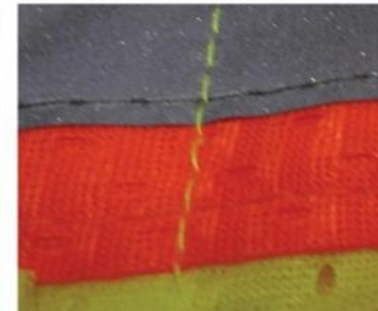


Estimating with Fort Myer Construction



**FORT MYER
CONSTRUCTION**
fortmyer.com | 202.636.9535

Since 1972





FORT MYER
CONSTRUCTION

Session Outline

- Estimating Department / Team
 - Identifying Bid Opportunities
 - Scope of Work
 - Contract documents
 - Special Provisions
 - Drawings
 - Wage Scales
 - Standard specifications for DOTs
 - Unit prices
 - Unit bid items
 - State Unit bid items
 - Proposal
 - Post Bid
-

“The Team”

◦ **Manuel Fernandes (35+ years)**

- Vice President of Marketing / Director of Estimating
- Identify and procure estimating opportunities
- Reviews and finalizes all FMCC estimates



◦ **Paulo “Jorge” Batista (10+ years)**

- Maryland State Highway Administration (SHA)
- Washington Suburban Sanitary Commission (WSSC)
- District of Columbia Water and Sewer Authority (DC Water)
- Private
- Commercial

◦ **Sam Patel (7+ years)**

- Design Build /Request For Qualifications / Request For Proposal / Technical Proposal
- Virginia Department of Transportation (VDOT)
- Virginia Local Municipalities { Loudon Cty, Fairfax Cty, City of Fairfax etc.}
- Metropolitan Washington Airport Authority (MWAA)
- Pepco
- Commercial

- **Richard Costa (8+ years)**

- Government Agencies {Pentagon, Architect of the Capitol (AOC), National Park Service (NPS), etc}
- Parks & Playgrounds
- Residential
- Private
- Commercial

- **Kyle McPherson (8+ years)**

- Design Build
- District Department of Transportation (DDOT)
- District Department of General Services (DGS)
- Metropolitan Washington Airport Authority (MWAA)
- Structural {Bridges, Walls, Culverts, etc}

- **Project Engineers**

- Michael Martins
- Jose Gomes



Identifying Bid Opportunities

FMCC advertised bids:

➤ Fort Myer Construction Website

- <http://fortmyer.com/subcontractors/bid-list/>
- Subscribing to FMCC RSS Reader

➤ Washington Post

➤ DOT/DPW Websites

- www.ocp.dc.gov
- www.cabb.virginiadot.org/
- www.roads.maryland.gov
- www.dcwater.com/business/default

The Washington Post
CLASSIFIED
D9
washingtonpost.com/classifieds
THURSDAY, APRIL 9, 2015

Bids & Proposals

Commissioner of
Department of Insur-
ances and Bank
First Street, NE
Washington, DC
the mariner pro-
said Act. See DC
26, Chapter 9 and
2. **Viewtech
Services, Inc.,
rior Lane, Wash-
263.**

**JUSTICE OF
IC HEARING
wood Road
ike Path
' #501304)**

to Section 49-53
Montgomery County
4) as amended, a
ring will be held
he Director of
ition (or his
at 6:00 p.m. on
ay, April 15,
he first floor audi-
the Executive
ring at 101 Mon.

**Subcontracting opp. for
certified LDBEs, MBES, &
WBES with Fort Myer
Construction for DC
Water Project: Invitation
No: 140200: Large Valve
Replacement Contract
13.**
Subcontracting Quotes Due:
4/28/15. Mandatory: Sub-
mit Subcontractor Approval
Request form w/ quote. For
more info, contact P. Batista:
pbatista@fortmyer.com or
202.636.9535. Visit fortmyer.com
for upcoming solicita-
tions.

**Home delivery
is convenient.**

BID LIST

You are here: Home > Subcontractors > Bid List

Bid List

Want to receive our bid opportunity emails directly in your inbox?

[SIGN UP TODAY](#)

For any questions or to submit a bid, please email the Estimating Department at bids@fortmyer.com. Please ensure you complete and return our [Prequalification Application](#).

calendar [Month](#) [Day](#) [List](#)

Sun	Mon	Tue	Wed	Thu	Fri	Sat
29	30	31 Route 7 & Route 6	Apr 1	2 Pre-Bid Meeting (P) Hyattsville Water P more	3	4
5	6 Provision of Hot-M	7	8 Mandatory Pre-Bid Westlark Drive NE more	9 495 from I-495 B MD 300 at Glen Co	10 Pre-Bid Meeting (P)	11
12	13	14	15	16 George Washington	17	18
19 Pole Hole Repairs at	20	21	22 Pre-Bid Meeting (P) Provision of Hot-M	23	24 Pre-Bid Meeting (P)	25
26	27	28	29 I-395 At King Shov Lee Highway, U.S. more	30 DC 301 (Crain Hsp)	May 1 Sredall with Opera	2
3 Fraternity Drive W	4 Dycol Hills Park Pl	5 Scapstone Drive W Sanitary Sewer Let	6	7 MD 650 (New Ham Permanent Asphalt more	8	9

Email

WBEs and MBEs are encouraged to participate in our bid opportunities.

Subcontractors

Bid List

Small Business Outreach Program

Scope of Work

Understanding Scope of Work:

- ✓ Understand contract drawings
 - ✓ Understand contract specifications
 - ✓ Understand contract wage scale
 - ✓ Understand measure & payment for bid items
 - ✓ Understand the site
-

Standard Contract Documents

Special Provisions:

- Modifications to the standard specifications
- Project specific
- Wage Scale
- Work Hours

Contract Drawings:

- Visual image of the work elements
- Phasing and sequencing
- Typical details

Wage Scale:

- Minimum payment for Labor
- Various Classifications
- Impact estimated labor cost

Standard Specifications:

- General requirements
 - Approved material and installation techniques
 - ~~Project standards~~
-

Unit Prices

Basis of how the elements of work will be measured and paid for

- Bid Form and Proposal
- Reflects the measure and payment for the special provisions and standard specifications.

FMCC expectations when receiving unit pricing:

- Turn key pricing
 - Per the contract pay item schedule
 - Reflects the complete measure and payment for the special provisions, standard specifications and contract documents.
-

Proposals

“The Big Dance”

- ✓ You’ve reviewed the contract documents
- ✓ You’ve reviewed the project site
- ✓ You’ve populated pricing (Unit Pricing or Lump Sum)

Submitting Your Proposal:

- Submit proposal as early as possible
 - Ensure that your proposal is understandable
 - Proposal reflects all contract documents and addendums
 - Exclusions and qualifications reflect the nature of the project
 - Follow up to provide any clarifications if necessary and to ensure receipt
-

Project has bid, now what???????

- Find out who may be the apparent low bidder
 - Follow up with the POC to ensure that they have received your quote
 - Inquire if there are any improvements or opportunities to be apart of the project.
 - Provide a best and final offer (BAFO) if feasible
 - Ask to for any update or feedback on your proposal
-