



# ALTERNATIVE PROJECT DELIVERY SERIES

The Council is pleased to host this 3-part webinar series exploring the themes of procurement, project execution, and broader organizational dynamics in the APD context.

**Part 1 May 3, 2022, 9:30 - 11 AM (PT)**

## Synergy vs. Individual Expertise: Rights & Wrongs of Using Past Performance in Alternative Delivery Procurements

Whether using a classic 1-step QBS, 2-step QBS, or combined Best-Value procurement process, owners who “purchase” services in Alternative Delivery are ultimately seeking to hire the best firms and teams for their projects. There is much debate about which criteria should be the most heavily weighted in the evaluation process – such as experience of the firm, resumes of individual team members, past performance outcomes, team synergy and working relationship, and many other factors. See how these criteria are typically used, and case studies from public agencies to help settle the debate over which are most effective at driving successful project outcomes. We close with best practices based on years of applied research in this area.

### Participants will learn:

- To better understand the value of individual expertise and team synergy in project outcomes
- Strategies to differentiate team qualifications in Alternative Delivery procurements
- Best practices for evaluating experience and qualifications in written qualifications statements as well as competitive interviews
- To understand how vendors (DB Teams, CM Teams, etc.) view procurement processes

**Part 2 June 2, 2022, 9:30 - 11 AM**

## Creating More Collaborative Partnerships in Alternative Delivery

Practitioners and Owners know that creating a collaborative environment within a project team is key to project success. Getting there takes transparency, trust, and a shared mission of thinking in a project's best interest. It sounds simple, yet we often struggle to translate these concepts into actionable tactics during the week-to-week grind of a project.

Real project scenarios illustrate a “Goldilocks Zone” that represents a pragmatic approach to project collaboration, with examples of how to use a “dimmer switch” to continue building collaboration from the project partnering stage through completion.

### Participants will learn:

- Real-world definitions of transparency, trust, and collaboration – and why “too much” can slow down a project, create confusion, delay decision making, and increase stress.
- The difference between simple risk transfer and true risk minimization
- Practical tips to reduce risk on your next project.
- How owners and practitioners often understand the same project information in different ways and why this matters.
- How practitioners should take the role of educators and coaches to assist their owner partners.

**Part 3 Aug 4, 2022, 9:30 - 11 AM (PT)**

## Owner Readiness for Alternative Delivery – Are You Ready to Make the Transition?

Alternative Project Delivery Methods (APDMs) bring flexibility, speed, and other benefits to Owner organizations. However, making the transition from traditional delivery methods can be challenging for Owners because APDMs require:

- ⇒ different ways of interacting with vendors
- ⇒ non-traditional roles and responsibilities
- ⇒ new ways of thinking

We provide insight into challenges that often take Owner teams by surprise during the first few projects of their APDM journey.

### Participants will learn:

- Why it is important to think about APDMs in terms of Change Management and readiness
- Pre-project considerations to “prep” the owner organization for success
- Common areas where project teams resist APDMs or revert to traditional delivery
- How to spot and overcome these reversion scenarios!
- Biggest gaps where owners fail to get maximum value from APDMs

# INSTRUCTORS



**BRIAN LINES**, PhD, PE, professor at University of Kansas, trains design and construction groups on best practices in alternative procurement, project pursuits, performance measurement, and systems, and organizational change management.

Dr. Lines has implemented his tools, templates, and strategies on more than \$1 Billion in project value, including many major delivery methods, including: DB, CMAR, P3, JOC/IDIQ, DBB.



**JEFF SAWYER**, Director of Strategic Engagements for Simplar, conducts applied research in owner readiness for alternative delivery, management of capital projects, and risk-based partnering and planning. He has 30+ years of experience in the engineering and construction industry. He is former Senior Engineer for City of Prescott, AZ and previously owned a water/wastewater Design-Build company.

# AUDIENCE

**Part 1: Owners** who want to evaluate qualifications according to best practices, and **Design/Construction Teams** who want to make their qualifications stand out.

**Part 2: Owners** and **Practitioners** who are seeking healthier project team environments to improve their project outcomes.

**Part 3: Owners** who are considering, or actively making the transition to APDMs, as well as Vendors who want to better understand the mindset, pain points, and thought process of Owners who are new to Alternative Delivery.

## REGISTER NOW: (Save on Teams of 3 or more)

**E-MAIL:** vann@wccc.org **PHONE:** (916) 599-8020 **MAIL:** Call or e-mail your RSVP - then mail form & list with check payable to  
**Western Council of Construction Consumers** 2356 Terraza Ribera, Carlsbad, CA 92009

For each webinar: **WCCC MEMBER**     Individual \$ 95     Team (3+) \$ 80 each  
**CURT/LUC MEMBER**     Individual \$ 105     Team (3+) \$ 90 each  
**NON-MEMBER**     Individual \$ 120     Team (3+) \$ 105 each

- **Within a week of webinar — Add \$10 each, and no-shows, & cancellations are subject to full fee. You may send Subs.**

# of Registrants: 5/3/22 \_\_\_\_\_ 6/2/22 \_\_\_\_\_ 8/4/22 \_\_\_\_\_ = \_\_\_\_\_ Total registrations x Fee \$ \_\_\_\_\_ = Total \$ \_\_\_\_\_

Name: \_\_\_\_\_ Title: \_\_\_\_\_ Firm/ Agency: \_\_\_\_\_

Address: \_\_\_\_\_ City/ST/ZIP: \_\_\_\_\_

Work Ph: \_\_\_\_\_ Cell: \_\_\_\_\_ E-mail: \_\_\_\_\_

▶▶ **TEAMS: Attach List** (with all of this info for each registrant)    ▶ **Payment Method:**     VISA     MC     Discover     AMEX     Check

We will send a link for credit card payment. To what e-mail should we send the link? \_\_\_\_\_