



Santa Clara Valley Water District

Expedited Purified Water Program

February 13, 2018

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Dated Winter 2018.

Contents

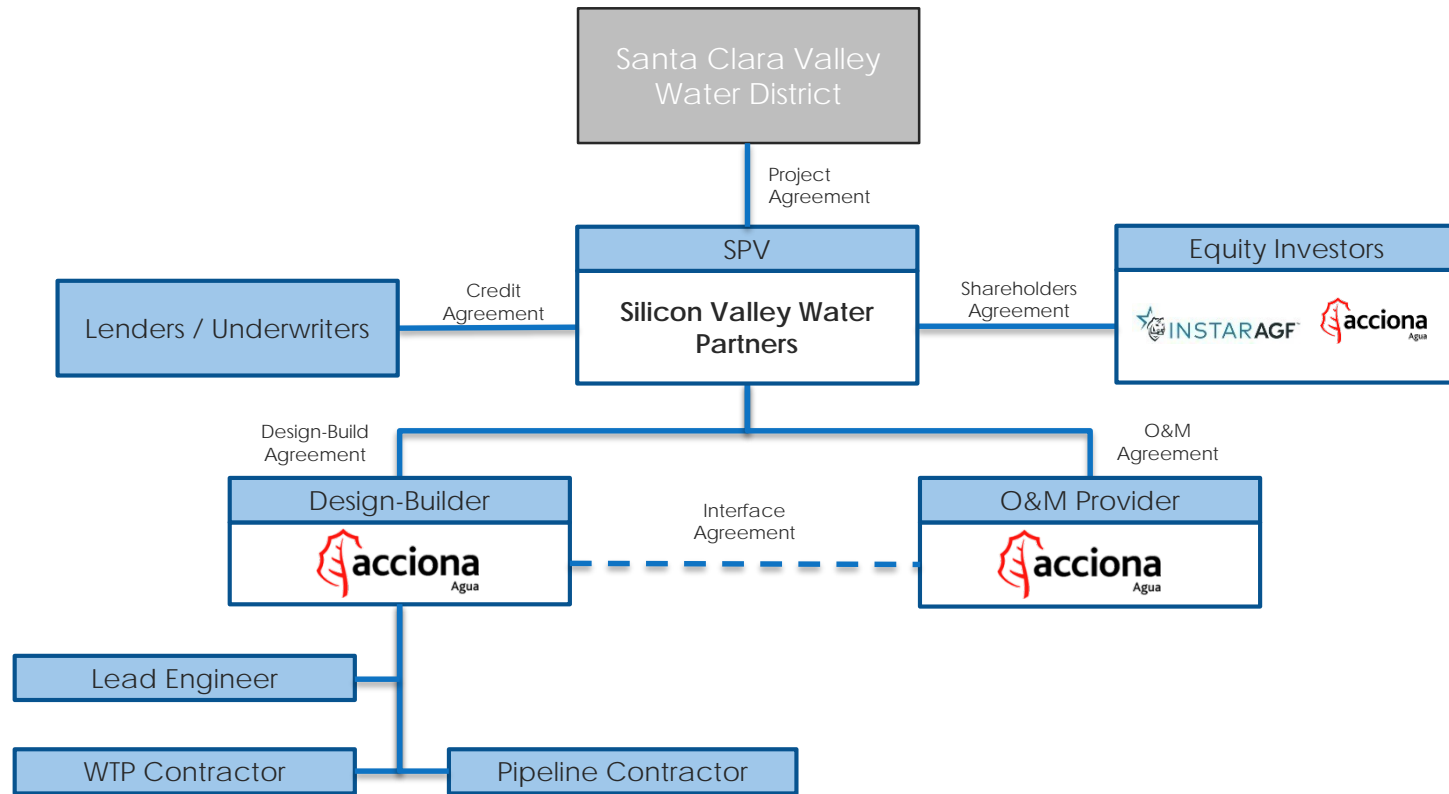
1 Consortium Overview

2 RFQ Best Practices

3 Progressive P3 RFP

Consortium Overview

Consortium Overview



Marrying international best practices with local market expertise from California-based contractors and engineers

RFQ Best Practices

RFQ Best Practices

Qualifications and Experience

- Identification of key components of team – project sheets
 - P3 Co-ordinator
 - General Contractor
 - Operator
 - Lead Engineer
 - Finance Provider
- Identification of key personnel – resumes
 - Project Director
 - Construction Manager
 - Operations Manager
 - Lead Engineer
 - Process Engineer
 - Finance Director
- Previous experience working together
- Level of integration within project team (whole-of-life approach)

Progressive P3 RFP

Progressive P3 RFP

Process Recommendations

- 6-9 month RFP process / 60-90 day Preferred Proponent negotiations
- District issues RFP with project term sheet
 - Details approach to risk transfer during development, construction, and operations
 - Specifies “preferred” plant, equipment and material (selection risk stays with P3 Entity)
 - Provides price adjustment mechanism
- Bi-monthly workshops (“Collaborative Meetings”) with the District focusing on technical and commercial aspects of the project
 - Each P3 Entity presents design alternatives – demonstrate best value via whole-of-life cost
 - District provides feedback to align expectations ahead of bid submission
- RFP evaluation – 2-stage
 - Stage 1: Technical solution scored on basis of pass/fail
 - Stage 2: Price scored on basis of lowest NPV, incl. unit price ceiling for price adjustments

Competitive, objective, and transparent process to maximize value-for-money



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