



# Progressive Design-Build

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*Emerging Industry Trends*

# Charlie Rocheleau, DBIA



Charlie Rocheleau  
*Division Leader*

Charlie has been dedicated to the A/E/C industry for more than 19 years. Throughout his career, he has helped countless owners realize the benefits of integrated project delivery. Upon project award, he maintains a high level of client interaction to ensure satisfaction with the project. A long-time advocate for the best practices in procurement and delivery for collaborative projects, Charlie uses his role as a Division Leader to build strong teams and to foster collaboration and trust between the selected designer and builder.



# About Haskell



**Preston Haskell**  
Founder of The Haskell Company

**Preston Haskell** played an instrumental role in the formation of the Design-Build Institute of America (DBIA). In 1993, design-build was still considered “nontraditional.” However, Haskell and his peers reasoned that design-build backers needed an organization to represent the interests of design-builders.

Founded in:  
**1965**

**100%**  
Employee-Owned

**80%**  
Repeat Business

Annual Revenues  
of over:  
**\$900**  
million

**1300+**  
Employees

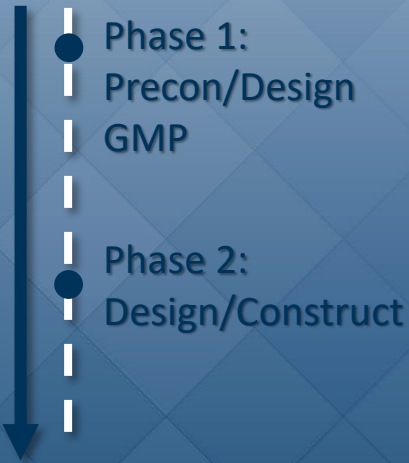
**100**  
LEED Certified  
Projects

Over **600**  
In-house Design  
Professionals

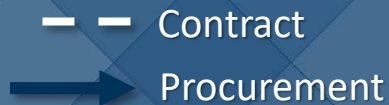
Proactive  
**Safety**  
**Culture**  
★★★★★

# Progressive Design-Build

Owner



Design-Builder

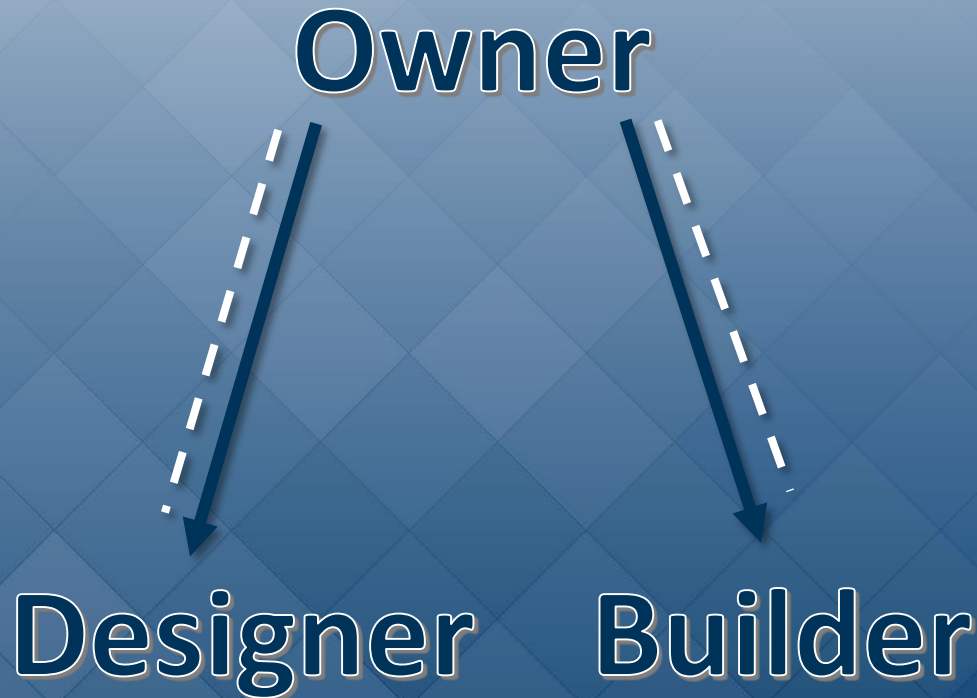


- ◆ Terminology
  - Qualls-Based Design-Builder
  - Progressive Design-Build
  - Phased Design-Build
- ◆ One Contract/One Procurement
- ◆ Improved Project Schedule



Project Schedule

# Design-Bid-Build



- ◆ Terminology
  - Traditional
  - Hard Bid
  - Lump Sum
- ◆ Two Contracts/ Two Procurements
- ◆ Lump Sum Bid with Little Transparency
- ◆ No Schedule Acceleration

RFQ (D)

Design

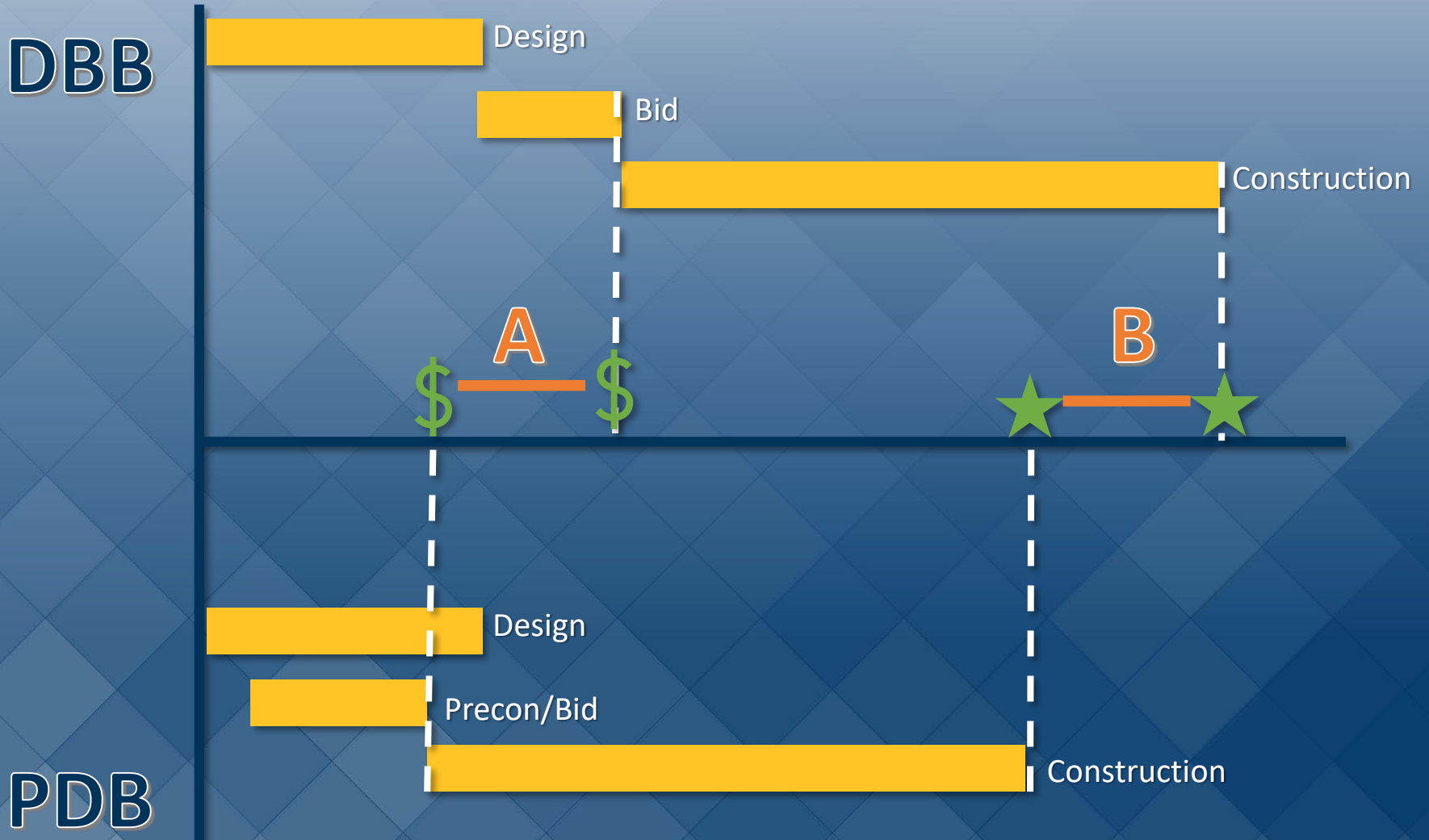
Bid

Construct

Project Schedule

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# Time Savings Achieved with PDB



**DBB**

Design

Bid

Construction

**A**

**B**

**PDB**

Design

Precon/Bid

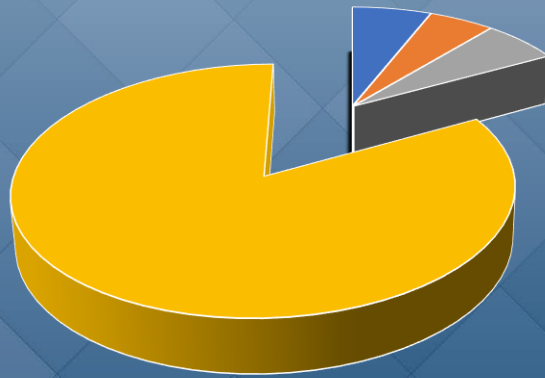
Construction

**A** Early knowledge of cost

**B** Overall project time saved

# Competitive Pricing Achieved with PDB

Total Project Costs



□ Design   □ Contractor Fee   □ GC's/Bonds   □ Subs/Vendors

## GMP Development Process

Step 1	Establish trade level bid categories
Step 2	Advertise and issue RFQ
Step 3	Review vendor qualifications and establish a list of approved vendors
Step 4	Issue bidding documents to prequalified vendors
Step 5	Conduct bid opening
Step 6	Prepare GMP utilizing best value pre-approved vendor
Step 7	Present GMP in open book manner

◆ Open Book Transparency

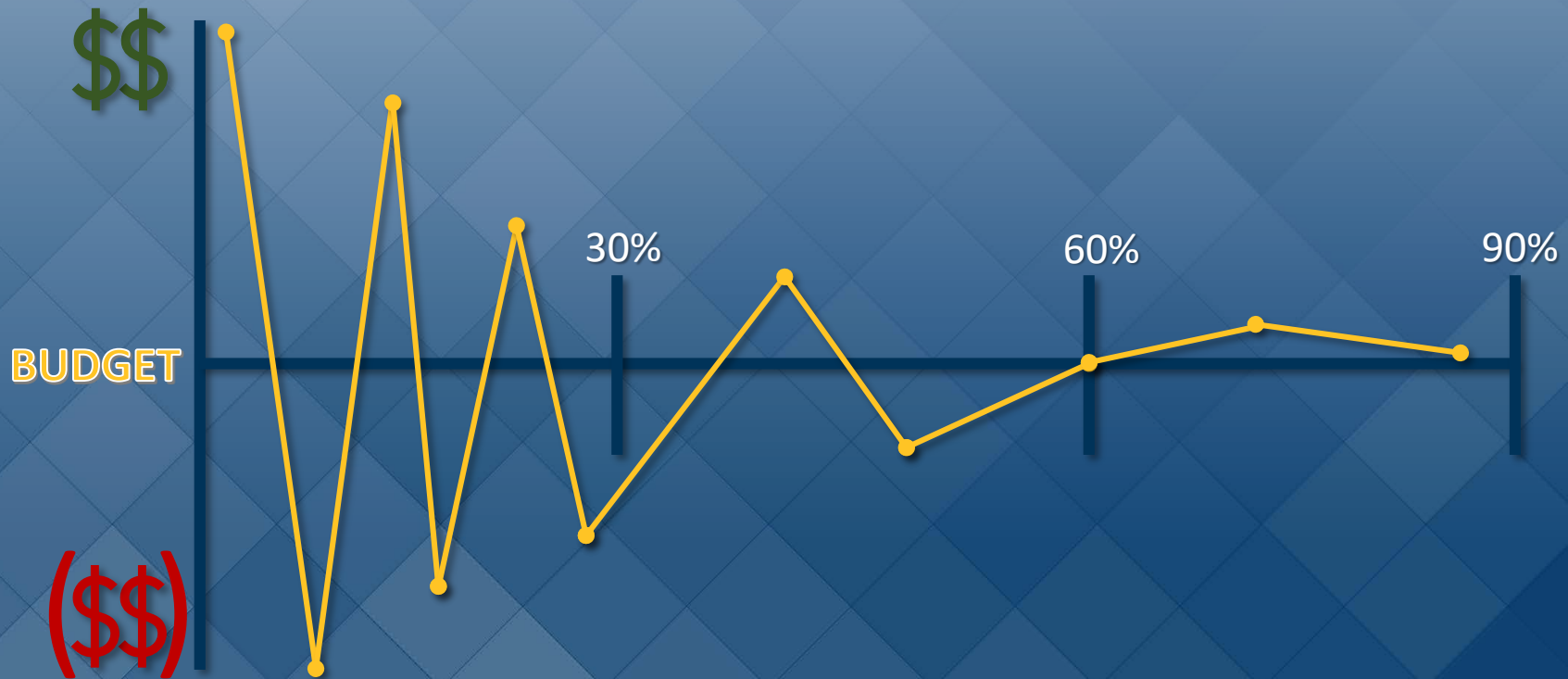
◆ Vendor Selection

◆ Access to ALL Bids

◆ Competitive Bidding

# PDB Best Suited to Design to Budget

## Design Decisions Prioritized



● = design decisions, value engineering, alternatives and enhancements



# PDB Shifts the Risk



No more playing referee



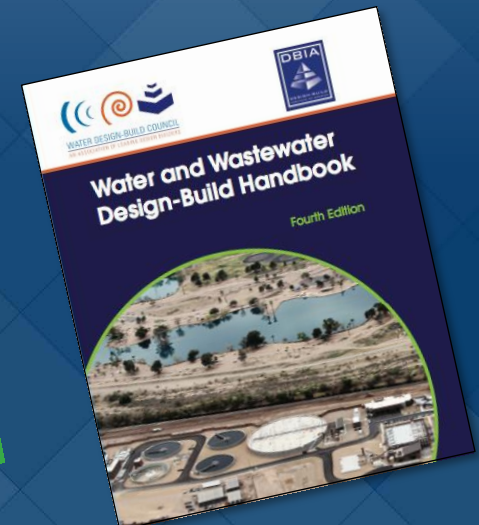
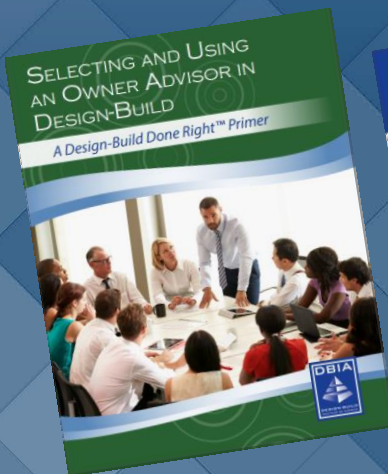
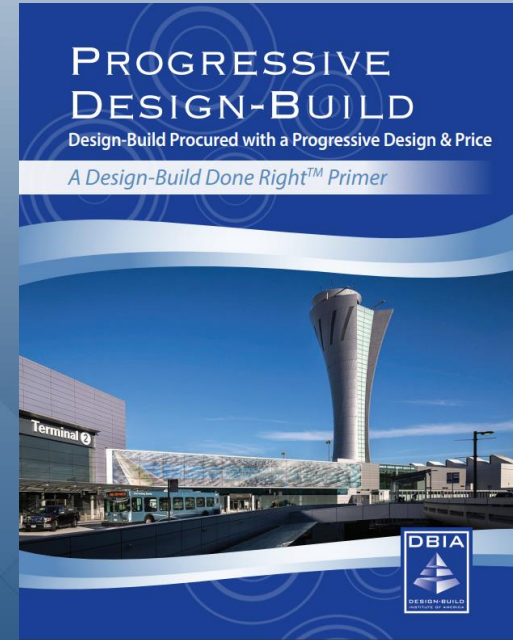
Design-build team owns the standard of care

Spearin Doctrin - *United States v. Spearin*, 248 U.S. 132 (1918), also referred to as the Spearin doctrine, is a 1918 United States Supreme Court decision

# PDB Best Practices

## Best Practices

- Owner Training: DBIA
- Select Owner Advisor with DB Experience
- Select DB Team with DB Experience
- Proven Procurement and Contract Docs
- Learn from Others – DBIA Conference  
Nov. 6-8 Las Vegas, NV



# Selecting Progressive Design-Build

- ◆ Reduces Overall Project Schedule, Saving Time and Money
- ◆ Achieves Competitive Pricing from Qualified Vendors
- ◆ Allows Collaboration and Most Efficient Way to Maximize Budget
- ◆ Shifts the Design and Coordination Risk to the PDB Team and off Owner

Frisch Family Welcome Center – Jacksonville University

