



Alternative Delivery and Procurement Advisory

The use of alternative project delivery, such as Design-Build, Public-Private Partnerships (P3), and Construction Manager/General Contractor (CM/GC), continues to expand as public agencies increasingly seek to maximize value while facing budget, time and resource constraints. As government agencies pursue innovative ways to fund and expedite delivery of infrastructure, they frequently look for guidance on navigating the various stages of the process.

WSP USA supports alternative delivery in the procurement phase and throughout the life of a project. Our procurement, risk, financial and policy experts guide projects from delivery model selection through the preparation of bid documents and the evaluation of proposals. After selection of a preferred partner, we support negotiations, contract management, and the claims process during the design and construction phase. For P3s, we help clients administer concession and other project agreements during both the implementation and operations stages of the project. We have performed these and related services on more than 100 alternative delivery transactions over the past two decades, across delivery models and types of assets.

Our team

WSP's team consists of advisors with diverse backgrounds spanning project development, finance, public policy, risk, engineering, legal and economics. Our advisors have worked for the federal government, state and local governments, transportation agencies, law firms, private developers and consulting firms. We understand our public sector clients' need for an effective and efficient procurement process that protects the public investment, particularly when it comes to large-scale, complex public works projects.

Our services

WSP offers comprehensive project support services, working with clients from the early planning and project development stages through contract administration and implementation. We have the technical resources of a global, full-service engineering consultancy combined with the specialized expertise and responsiveness of a local firm.

Our team supports the entire lifecycle of an alternative delivery project:

- Compliance and regulatory analysis
- Project screening and delivery options assessment
- Procurement document preparation
 - Requests for Qualifications
 - Requests for Proposals
 - Instructions to Proposers
 - Technical Provisions
 - Development of tailored evaluation criteria and procedures
 - Project Agreements
- Risk analysis and mitigation
- Proposal evaluation
- Negotiations with preferred proposers
- Contract management during construction
 - Contract compliance
 - Claims resolution and support
 - Ongoing contract administration
- Post-construction P3 support
 - Operations and maintenance oversight

Our approach

Alternative project delivery presents the opportunity to benefit from innovation and alternative financing arrangements, and gain schedule, budget and performance certainty. Relying on our procurement expertise, WSP navigates the unique challenges of alternative project delivery to assist agencies in achieving these benefits while mitigating risks.

PROCUREMENT SERVICES

WSP supports every phase of the procurement process – from early project planning through the selection of a preferred bidder and completion of contract negotiations. During the planning stages, our team assists public agencies in evaluating project delivery methods to determine the optimal method of procuring design and construction services. We work within the legislative and regulatory framework to identify available delivery methods and work with agencies to select the most appropriate option for a project.

As the project develops, WSP technical specialists assist the agency in preparing technical specifications for the design and construction of the project. In coordination with the technical team and the project managers, our contract specialists develop the documents that will be issued for the bidding process. To further this process, we assist with identifying, mitigating and managing risks, with the goal of allocating risks to the party most suited to manage them. Our specialists develop risk matrices and coordinate risk workshops, ensuring a comprehensive identification and assessment of relevant risks.

WSP also assists with industry outreach, helping agencies gain input from the private sector to shape the project's parameters and maximize competition, including by facilitating one-on-one meetings with bidders. We use this information to guide development of the terms of the agreement that will govern the relationship between the public agency and private partner, addressing such critical issues as submittal and review processes, levels and means of agency oversight, contract compliance, and dispute resolution.

WSP supports agencies during the critical process of selecting a private partner. Depending on the procurement method, we prepare and issue Requests for Qualifications and Requests for Proposals, including instructions for each. In doing so, we help public agencies determine their preferred evaluation criteria and establish procedures for reviewing, evaluating and scoring responses in a manner that most effectively encourages innovative, best-value proposals. Given our experience representing agencies in marketplaces across the globe, our team has a comprehensive understanding of the latest trends and best practices in selecting the most qualified firms to accomplish the agency's goals. To close out the procurement, WSP supports the agency's efforts to achieve successful commercial and/or financial close so that project implementation can begin seamlessly.

CONTRACT MANAGEMENT AND CLAIMS SUPPORT

Following the procurement of a design-builder, concessionaire or contractor, WSP assists public agencies in administering and managing the project agreement. Continuity between the drafters of the documents and the management team ensures that the goals developed during the planning and procurement process are carried forward to the implementation phase. We are available to provide support for change requests and oversee contract compliance.

WSP has the experience to guide agencies through the claims process to reach favorable resolutions. We manage claims through contract dispute resolution processes and attempt to resolve them before they become impediments to the owner or the project schedule. Using the methods of alternative dispute resolution best suited for the project and ensuring the parties are following agreed resolution procedures, our team works to address potential disputes early. We strive to preserve mutually beneficial working relationships between public agencies and private partners by minimizing disagreements and fostering collaboration for successful project delivery.

Once the project is in operations, WSP advises public agencies throughout the lifespan of a P3 agreement. We help manage contract requirements related to operations and maintenance and overall project performance, and are available to resolve compliance and performance issues.



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