ASC Region IV - GRADING COMPUTATION SHEETS (SUMMARY)

**Division -** Heavy/Highway

**Judge -** __________________________

Team Number/Name: ______________________________________________________

Team Members: _________________________        _________________________
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1. Qualifications Package:  _____ points x   10% factor  =  ______ Weighted Points
2. Project Bid:       _____ points x   20% factor  =  ______ Weighted Points
3. Project Schedule:     _____ points x   20% factor  =  ______ Weighted Points
4. Construction Planning,  
   Equipment and Methods:  _____ points x   20% factor  =  ______ Weighted Points
5. Written Supplement:  _____ points x     5% factor  =  ______ Weighted Points
6. Oral Presentation:     _____ points x   15% factor  =  ______ Weighted Points
7. Bid Accuracy:       _____ points x     5% factor  =  ______ Weighted Points
8. Misc. /Other considerations:  _____ points x     5% factor  =  ______ Weighted Points

**TOTAL WEIGHTED SCORE:**  ______ Points

Note:  All judges will rank each team from 1 (lowest) to N (highest) in each of the eight grading areas, where N = number of teams participating. The ranking of all judges are averaged and the average is the number of points that a team receives in each area.

Points are then multiplied by the % factor (whole % not the decimal form) to arrive at the weighted points for each area. Weighted points are totaled to determine the total weighted score. A perfect score in weighted points = N x 100.

Judges comments:
ASC Region IV - GRADING COMPUTATION SHEETS (DETAILS)

Division - Heavy/Highway
Judge - ____________________________

Team Number/Name: ______________________________________________________

Team Members: _________________________    _________________________
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1. QUALIFICATIONS PACKAGE

The following (fictitious) information is requested to establish your company's (team) qualifications. The owner wishes to evaluate your company's resources and capabilities to insure the successful planning, execution, and completion of the project. After becoming prequalified with this owner, you will be able to submit a bid on this project and other similar projects in the future. This is your first introduction and opportunity to make an impression with this owner; a professional presentation of this information is necessary. YOUR QUALIFICATIONS PACKAGE SHOULD ASSUME THAT YOU HAVE NO PREVIOUS BUSINESS, DIRECT OR INDIRECT WORKING RELATIONSHIP OR HISTORY WITH THIS OWNER. The information contained herein should not be repeated in the written supplement, or at least minimized to the extent necessary for emphasis, continuity, or clarity.

Please provide the following information regarding your company:

- Letter of Transmittal
- Mission Statement and Management Philosophy
- Organizational Structure
- Project Organizational Chart
- Safety Management/Safety Record
- Quality Management
- Any other Qualifications that set your company apart
- Past Projects
- Current Projects and Backlog

Judge's comments:

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2. PROJECT BID

Analyze the dollars and cents of the proposal.

Some items to consider:
- Accurate quantity takeoffs
- Reasonable crew sizing and production rates
- Accurate subcontractor/supplier quote analysis
- Reasonable overhead and profit budgets
- Estimate organization and backup information for unit prices
- Bid form completed correctly
- Appropriateness of the type of price quoted (lump sum, unit price, etc.)
- Other considerations, as appropriate

Judge's comments:

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3. PROJECT SCHEDULE

Consider the reasonableness and appropriateness of the schedule activities and durations.

Some items to consider:

- Address specific time constraints in the specifications
- Enough detail to provide an evaluation of the accuracy and credibility of the schedule
- Reasonable durations for activities
- Orderly and logical
- In agreement with bid estimate and proposed construction methods
- Identify critical work items and/or milestone dates
- Labor, equipment and cost loading
- Cash flow (projected demand on the contractor’s capital) based on the project bid and the project schedule
- Other considerations, as appropriate

Judge's comments:

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4. CONSTRUCTION PLANNING, EQUIPMENT AND METHODS

Evaluate this narrative plan for project execution.

Some items to consider:
- Appropriate construction planning and methods
- Equipment and manpower selection
- Staffing assumptions, both labor and management
- In agreement with bid estimate and schedule
- Anticipated contingencies or concerns
- Solutions to potential problems
- Project and cost control procedures/systems
- Safety and quality issues
- Other considerations, as appropriate

Judge's comments:

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5. WRITTEN SUPPLEMENT

This includes numbers 2 – 4 above. The appearance, organization and professionalism should be considered.

Some items to consider:

- Bid, schedule and construction methods narrative included
- Easy to follow; organized
- Correct spelling and grammar
- Sufficient but not overwhelming backup data
- Does not include redundant and irrelevant information
- Appropriate use of computer software
- Is it “problem” specific?
- Other considerations, as appropriate

Judge's comments:

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6. ORAL PRESENTATION

How well was the proposal presented? Did it add to, clarify and stay consistent with the written sections?

Some items to consider:

- Quality of visual aids, handouts
- Apparent knowledge
- Appearance/professionalism of presenters
- Freedom from distracting mannerisms
- Quality of voice (projection)
- Visual contact
- Confidence and salesmanship
- Teamwork and coordination; all participate
- Question and answer responses
- Other considerations, as appropriate

Note: Be aware of "halo effect" and presentation improvement as the day progresses.

Judge's comments:

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7. BID ACCURACY

The Total Bid from the bid form of each team will be compared to the Engineer’s Estimate. Rankings and points will be awarded based on how close a team’s bid is to the Engineer’s Estimate, plus or minus.

Judge's comments:

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8. MISCELLANEOUS AND OTHER CONSIDERATIONS

Here is where the judges must consider anything that deserves to be considered and which has not specifically been addressed above. Additional positive scoring may be applied for exceptional performance in a given area or for overall presentation. Additional negative scoring may be applied for failure to respond to owner's requests/needs, inconsistencies, tardiness or for overall presentation.

Judge's comments:

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