



Problem Statement

Project Scenario:

A large value-added AG company is constructing a greenfield grain terminal in Bar Harbor, Maine. The facility will be used to load ships in support of their growing export business. The owner has selected Interstates Construction as a turnkey design-build partner. Your company is one of several electrical contractors shortlisted by the owner to support Interstates with project design, equipment procurement, construction, and overall coordination. The owner and Interstates are committed to a formal bid-letting process that will include an in-depth qualification package (RFQ) and proposal (RFP).

Time is of the essence. Early permitting and environmental review challenges have delayed construction activities. The owner and Interstates have made it clear to your company that you must complete a formal RFQ and RFP to be considered for the project. In the meantime, Interstates has issued your company a Notice to Proceed (NTP) for a portion of the scope to maintain schedule.

Clarification:

The expectation for your company on October 26th at 6:30 AM (Date/Time subject to change per ASC schedule) will be to deliver two separate packages.

1. A formal qualification package that will be used as a preamble to the final proposal submission
2. A package containing "Project Kickoff" documents associated with the NTP scope.

The RFP will be the final package your team will construct during the competition. This package will be prepared onsite in Nebraska City, NE. Refer to the sections below for specific information related to each deliverable.

Notice to Proceed:

Interstates issued your company a Notice to Proceed (NTP) letter for a portion of the electrical scope. Deliverables required by Oct. 26th may include material submittals, execution plan and schedule/manpower projections. Please contact the Interstates team member below to gain access to the sharepoint containing further instructions and project documents.

Please contact: Bryce.Clark@Interstates.com



Request for Qualifications (RFQ) (Due by 10/26 @ 6:30 AM)

At this time, Interstates is requesting your qualifications. Contractors will be evaluated on overall experience and depth of resources. Contractors must submit one hard copy and one electronic copy of their qualifications. Hard copy submissions shall be contained within a 1" three ring binder. The contents within the hard copy binders shall be composed of 8½" x 11" paper, subdivided by labeled tabs. The electronic copy must be in PDF format and saved on a USB flash drive. The electronic copy shall be clearly labeled and placed within the hard copy binder. The RFQ is separate from your firm's NTP and must be submitted separately. RFQ responses shall include, but are not limited to, the following:

- I. Letter of Transmittal
- II. Mission Statement and Management Philosophy
- III. Organization Structure
- IV. Resumes of Key Personnel
- V. Financial Statements
- VI. Representative Past Projects
- VII. Current Projects and Backlog
- VIII. Project Control Procedures/Systems
- IX. Safety Management/Safety Record
- X. Quality Management

*Limit 25 pages total, excluding letter of transmittal

Your qualification package must be received via hand delivery by Interstates; Lied Lodge
– Nebraska City, NE by 6:30 am on Monday, October 26th.



Request for Proposal (RFP) Information

Following receipt of the qualification package, a brief pre-bid meeting will be held at 6:30am on the 26th during which a digital copy of the RFP will be issued via flash drive. Interstates will provide a broad overview of the project RFP documents. Contractors will be provided with an opportunity to pose initial questions, and any questions that remain following this meeting should be submitted as an RFI. RFI's can be submitted via email to:

["Bryce.Clark@Interstates.com"](mailto:Bryce.Clark@Interstates.com)

Final proposals should include the following components:

- The proposal for the project as defined in the RFP documents
- Resource-loaded milestone schedule
- Schedule of values and cash flow projection
- Completed bid form
- Narrative describing the specific project approach

Completed proposals must be submitted digitally on a flash drive with a hard copy binder by 11:59 pm on Monday, October 26th.

Following receipt and evaluation of your qualification information and written proposal, your team will be invited to present its qualifications and approach in person and answer questions from the selection committee. Interviews will be conducted on Tuesday, October 27th. The exact time and location of the interviews will be determined at a later date. All presentations are limited to 15 minutes in length with a 15-minute Q&A period to follow, and each member of the team must have a speaking role.

We are willing to make onsite visits to schools on request. Please contact Cory Berg ["Cory.Berg@Interstates.com"](mailto:Cory.Berg@Interstates.com) with dates and times.