

Heavy Civil Division



Introduction

A challenging Heavy Civil project with a preferred client came out to bid! You expect only one to two other bidders due to the complex and technical challenges of this project and its qualification requirements. You have recently completed a project with this same client and want to continue the relationship. The successful pursuit and capture of this project are key to your 2026 Business Plan as it will replenish the backlog you are currently burning off. The client has stated that the project will be awarded based on the price and proposal are most advantageous to the Government. This means you not only will you need to develop a cost-effective scheme to build the work, but you must also produce a technical proposal.

Problem

The project will involve several areas of heavy civil construction: H-Pile Installation, cast-in-place concrete, embankment, utility relocation, roadway paving, bridge erection and demolition. The successful team will be required to demonstrate full knowledge of plans and specifications, problem solving, construction methods, scheduling techniques, estimating, risk management and communication skills.

1. As part of the competition, you must complete the following deliverables to be included in your team presentation.
 - a. Project Overview
 - b. Org Chart, Project Staffing List
 - c. Site planning and mobilization of the project
 - d. Develop a project Schedule for the mobilization of the project. The schedule will be reviewed during your oral presentation. It will be reviewed for consistency and reasonableness.

- e. Sequence of operations of construction
 - f. Lump sum bid package including general approach to major divisions of the work
 - f. Issues & Concerns of the project
2. The oral presentation environment will emulate your team having an Internal Estimate Review Meeting. Cost is important but if your scheme does not gain your company owner's / President confidence of the bid – it won't matter.

The following will be the outline that Executive Management has given you to follow during the Oral Presentation:

- Job overview, Org chart (5 Min)
- Job Overview, Site planning and mobilization of the project (10 Min)
- Your schedule project mobilization– Critical Path, resources, driving factors (5 Min)
- Discussion of sequence of construction for the project (5 Min)
- Discussion on Issues & concerns (2.5 Min)
- Question & Answer (2 Min)
- The Managers will be looking for quality of visual aids and handouts; confidence and salesmanship; teamwork and coordination; as well as differentiation. Again, this is an outline and can be deviated as long as you address your manager's request and keep your portion to 25 minutes.

Rules

The following rules will pertain to all teams competing in the Heavy Civil competition.

1. Teams may have a maximum of six members.
2. Each team will be allowed to use whatever computer equipment they wish to utilize for remote presentations. Take note, the proposal preparation can be done with a calculator and a simple word processing program.
3. Once the problem has been distributed, each team will be on the honor system regarding outside help. No one, other than the 6 team members, are allowed to assist.
4. Written proposal documents, working papers, support data and bid forms will be turned in together for review by the judges. If your proposal is not turned in by the bidding deadline, it will be considered non-responsive.
5. The last rule, but most important, HAVE FUN!