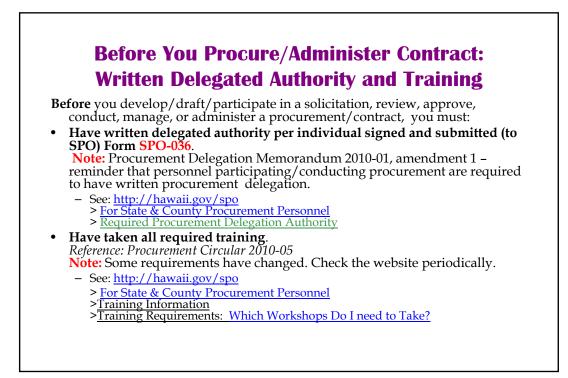
2014 Procurement Training

for State and County Purchasing Personnel

PROCUREMENT OF PROFESSIONAL SERVICES

HAR, Chapter 3-122, Subchapter 7

HRS, Section 103D-304, Professional Services



About Public Sector Procurement Why can't we 'Just Do it'

- We use taxpayer funds;
- Our "shareholders" are the taxpayers (everyone).
- Like the private sector, we want best value **AND** we have additional obligations:

1. We must be open/transparent.

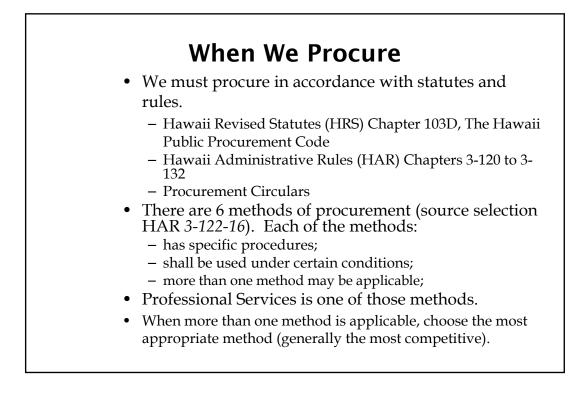
- Everyone has a right to know and have easy access.

2. We must be fair to all qualified vendors.

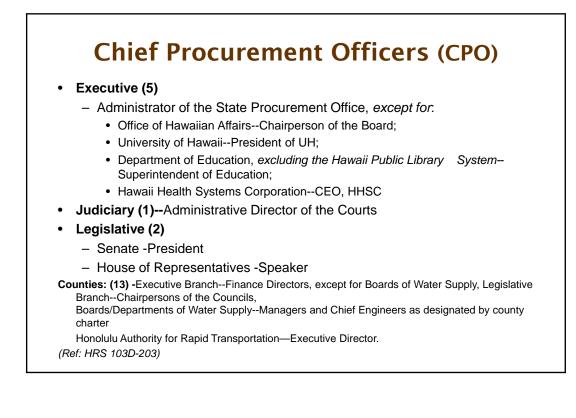
- Everyone has the right to compete.

3. We ARE accountable.

- Keep an auditable trail. (document, document, document!)
- Follow standardized rules and procedures.
 (Statutes, Administrative Rules, Procurement Circulars, Internal Procedures)

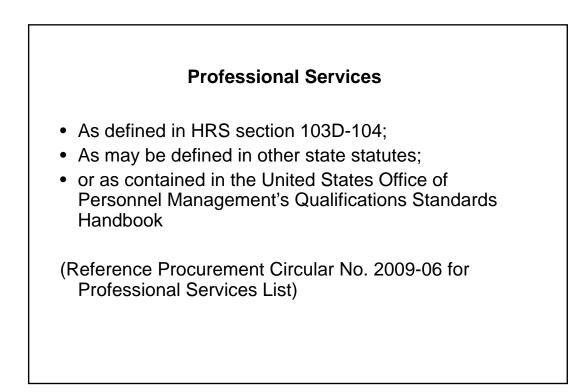


Method	Bases for Use	Bases of Award		
Competitive Sealed Bids	Always used unless it is not feasible or practicable.	Lowest responsive, responsible bid.		
Small Purchases	Purchases of smaller quantities for goods and services of less than \$100,000 and construction less than \$250,000.	Lowest responsive, responsible quotation.		
Competitive Sealed Proposals	Competitive sealed bidding is not practicable; price is not the most critical factor.	Based on RFP evaluation criteria.		
Multi-step Bid	Used when pre-qualification of offerors necessary before considering price.	Lowest bidder of qualified offerors.		
Sole Source	Only one source for the required good, service, or construction.	Approved single source at agreed prices.		
Emergency	Used to respond the needs that are immediate and serious that are a threat to life, public health, welfare, or safety.	Lowest responsive and/or responsible offeror.		
Professional Services	Professional services as defined in rules and statutes.	Qualified respondent that meets determined criteria; prices are agreed to.		
Request for Interest (For Federal Grants)	Used prior to applying for the Federal grants where time is limited or economic situations require a "quick" selection process.	Criteria determined in RFI.		



Terms You Should Know

- Head of Purchasing Agency (HOPA)= Head of any governmental body which is authorized by this chapter or its implementing rules and procedures, or by way of delegation, to enter into contracts for the procurement of goods, services, or construction.
- **Procurement Officer** (**PO**)=any person authorized to enter into and administer contracts and make written determinations with respect thereto. The term also includes an authorized representative acting within the limits of authority. (*ref: HRS 103D-104*)



HRS 103D-104

Services within the scope of the practice of architecture, landscape architecture, professional engineering, land surveying, real property appraisal, law, medicine, accounting, dentistry, public finance bond underwriting, public finance bond investment banking or any other practice defined.

§464-1 Definitions. As used in this chapter:

"Architect" means a person who holds oneself out as able to perform, or who does perform, any professional service such as consultation, investigation, evaluation, planning, design, including aesthetic and structural design, or observation of construction, in connection with any private or public buildings, structures, or projects or the equipment or utilities thereof, or the accessories thereto, wherein the safeguarding of life, health, or property is concerned or involved, when the professional service requires the application of the art and science of construction based upon the principles of mathematics, aesthetics, and the physical sciences.

"Landscape architect" means a person who holds oneself out as able to perform, or who does perform, any professional services such as consultation, investigation, reconnaissance, research, design, preparation of drawings and specifications, and observation of construction where the dominant purpose of the services is:

(1) The preservation and enhancement of land uses and natural land features;

(2) The location and construction of aesthetically pleasing and functional approaches for structures, roadways, and walkways; and

(3) The design for equestrian trails, plantings, landscape irrigation, landscape lighting, and landscape grading.

"Professional engineer" means a person who holds oneself out as able to perform, or who does perform, any professional service such as consultation, investigation, evaluation, planning, design, or observation of construction or operation, in connection with any public or private utilities, structures, buildings, machines, equipment, processes, works, or projects, wherein the safeguarding of life, health, or property is concerned or involved, when such professional service requires the application of engineering principles and data.

"Professional surveyor", "professional land surveyor", or "land surveyor" means a person who holds oneself out as able to practice, or who does practice, land surveying in this State." "Surveyor" or "land surveyor".

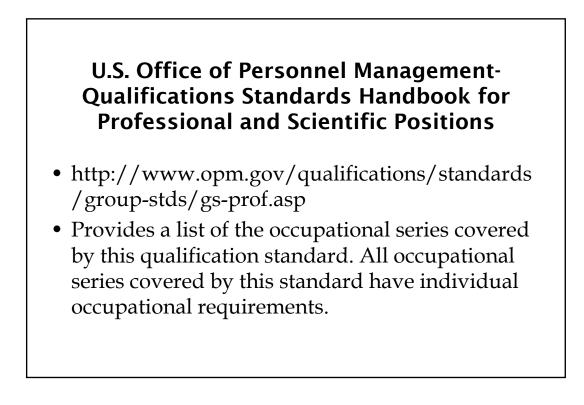
HRS §415A.2 Professional Corporation Act -Definitions

Pharmacists & Pharmacy					
463E-Podiatrists					
465-Psychologist					
466-Public Accountancy					
71-Veterniary Medicine					
605-Attorneys					
554-2 – Nomination by beneficiaries; appointment of					

U.S. OFFICE OF PERSONNEL MANAGEMENT (OPM) PROFESSIONAL SERVICES POSITIONS FOR CHAPTER 103D, HAWAII REVISED STATUTES REFERENCE: SECTION 103D-104, HRS, DEFINITION OF "PROFESSIONAL SERVICES"						
	GENERAL SCHEDULE SEI	RIES AND PO	DSITION TITLES:			
Miscellane	Miscellaneous Occupations Biological Sciences (continued)					
GS-0020	Community Planning	GS-0454	Range Conservation			
		GS-0457	Soil Conservation			
Social Scie	ence, Psychology, and Welfare	GS-0460	Forestry			
GS-0101	Social Science	GS-0470	Soil Science			
GS-0110	Economist	GS-0471	Agronomy			
GS-0130	Foreign Affairs	GS-0475	Agricultural Management			
GS-0131	International Relations	GS-0480	General Fish and Wildlife			
GS-0140	Manpower Research & Analysis		Administration			
GS-0150	Geography	GS-0482	Fish Biology			
GS-0170	History	GS-0485	Wildlife Refuge Management			
GS-0180	Psychology	GS-0486	Wildlife Biology			
GS-0184	Sociology	GS-0487	Animal Science			

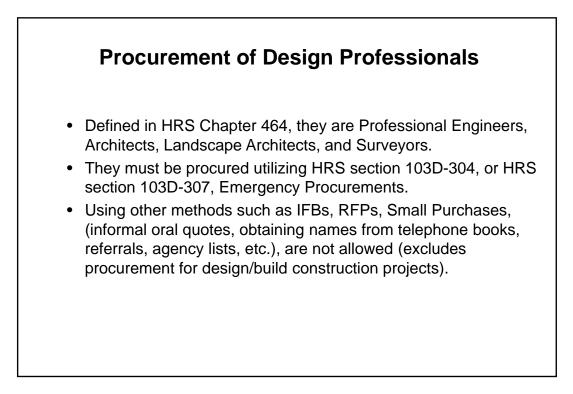
U.S. OFFICE OF PERSONNEL MANAGEMENT (OPM)						
	PROFESSIONAL SERVICES POSITIONS					
	FOR					
	CHAPTER 103D, HAWAII REVISED STATUTES					
REFE	RENCE: SECTION 103D-104 HR	S DEFINITIO	N OF "PROFESSIONAL SERVICES"			
		,				
	GENERAL SCHEDULE	SERIES AND	POSITION TITLES:			
GS-0185	Social Work	GS-0493	Home Economics			
GS-0190	General Anthropology					
GS-0193	Archaeology	Accounting and Budget				
		GS-0510	Accounting			
Biological		GS-0511	Auditing			
GS-0401	General Biological Science	GS-0512	Internal Revenue Agent			
GS-0403	Microbiology					
GS-0405	Pharmacology		lospital, Dental, and Public Health			
GS-0406	Agricultural Extension	GS-0601	General Health Science			
GS-0408	Ecology	GS-0630	Dietician & Nutritionist			
GS-0410	Zoology	GS-0631	Occupational Therapist			
GS-0413	Physiology	GS-0633	Physical Therapist			
GS-0414	Entomology	GS-0635	Corrective Therapist			
GS-0415	Toxicology	GS-0637	Manual Arts Therapist			
GS-0430	Botany	GS-0638	Recreational/Creative Arts			
GS-0434	Plant Pathology		Therapist			
GS-0435	Plant Physiology	GS-0639	Educational Therapist			
GS-0436	Plant Protection & Quarantine	GS-0644	Medical Technologist			
GS-0437	Horticulture	GS-0665	Speech Pathology & Audiology			
GS-0440	Genetics	GS-0690	Industrial Hygiene			
		GS-0696	Consumer Safety			

U.S. OFFICE OF PERSONNEL MANAGEMENT (OPM) PROFESSIONAL SERVICES POSITIONS FOR CHAPTER 103D, HAWAII REVISED STATUTES REFERENCE: SECTION 103D-104, HRS, DEFINITION OF "PROFESSIONAL SERVICES"					
	GENERAL SCHEDULE S	ERIES AND PC	SITION TITLES:		
GS-0890	Agricultural Engineering				
GS-0892	Ceramic Engineering	Archives			
GS-0893	Chemical Engineering	GS-1420	Archivist		
GS-0894	Welding Engineering				
GS-0896	Industrial Engineering	<u>Mathemati</u>	cs, Statistics, and Computer		
		GS-1510	Actuary		
Informatio	n and Arts	GS-1515	Operations Research		
GS-1015	Museum Curator	GS-1520	Mathematics		
		GS-1529	Mathematical Statistician		
Copyright	Patent, and Trade Mark	GS-1530	Statistician		
GS-1221	Patent Advisor	GS-1550	Computer Science		
GS-1223	Patent Classifying				
GS-1224	Patent Examining	Education			
GS-1226	Design Patent Examining	GS-1701	General Education & Training		
		GS-1710	Education & Vocational Training		
		GS-1720	Education Program		
		GS-1725	Public Health Educator		
		GS-1730	Education Research		
		GS-1740	Education Services		
		GS-1750	Instructional Systems		
•					



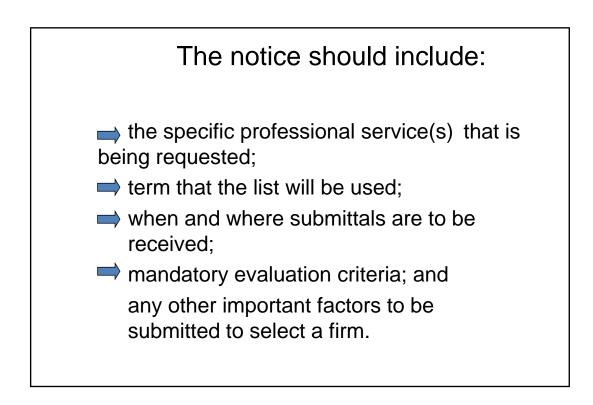
Source Selection Methods Available To Procure Professional Services (not Design Professionals)

- Competitive Sealed Bidding (CSB);
- Competitive Sealed Proposals (CSP);
- Sole Source Procurement;
- Small Purchases;
- Emergency Procurement.





- Post notice on the PNS (as needed or annually) inviting persons to submit Expressions of Interest (EOI) and Statements of Qualifications (SOQ) for the specified professional service(s).
- "Persons" means individuals, partnerships, corporations, associations, or public or private organizations or any character other than a governmental body-HAR section 3-120-2 <u>Definitions</u>.



Examples of additional important factors can include:

- Location and number of offices;
- Age of the firm, average number of employees;
- Education, training, and qualifications of key members of firm available for contracts;

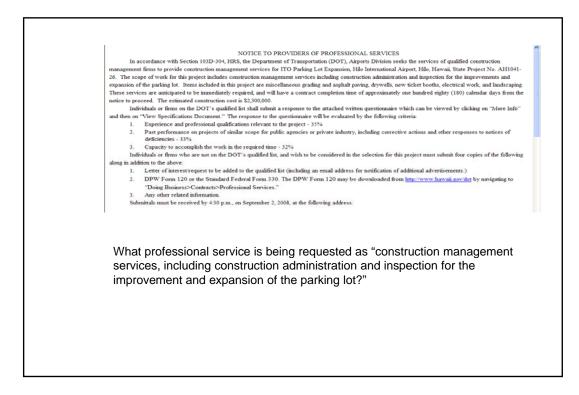
Names and phone numbers of up to five clients, including at least 2 for whom the service were rendered during the preceding year; and
Any promotional or descriptive literature which firm may want to submit.

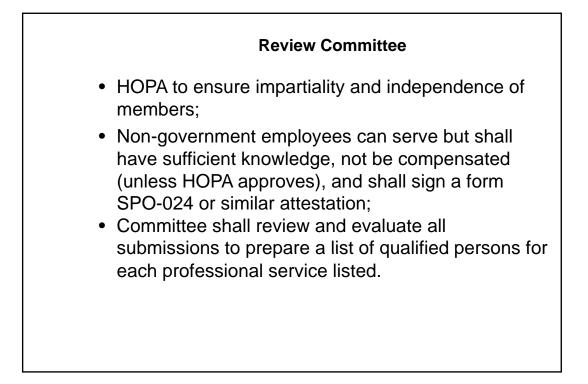
	May 1, 2007
	NOTICE TO PROVIDERS OF PROFESSIONAL SERVICES
	PS-07-03-FTZ
	Department of Business, Economic Development, and Tourism (DBEDT) may require the services of qualified Architects/Engineers to provide consultant ices related to the assembly of a mobile loading dock system at the Foreign-Trade Zone (FTZ) No. 9.
	scope of work for this project will require the preparation of plans, design drawings, and project specifications for the assembly of a mobile loading dock m. Qualifications and Services needed include, but are not limited to, the following. The Consultant shall:
a.	Prepare plans, design drawings, and bid specifications for the assembly of a mobile loading dock system. Such plans, design drawings and specifications shall include, but not be limited to, any modifications that need to be made to existing electrical and water systems.
b.	Identify and secure any necessary permit requirements. Prepare any and all paperwork needed to obtain required permits for this project
с.	Submit, as required, plans for review and approval by appropriate governmental agencies and public utility companies. Revise and resubmit plans in accordance with agency comments. Complete the final design and provide the FTZ with an autocad copy of said design. Submit, as required, the final design to appropriate governmental agencies and public utility companies for review, approval and signatures.
d.	Attend pre-bid conference for the assembly of the mobile loading dock system and respond to clarification requests during the bidding process. Assist the FTZ with the preparation of addenda to the bid request, if necessary.
e.	Clarify plans, specifications, contract documents and any related codes, as necessary, during the course of the project to include the assembly of the mobile loading dock system.
f.	Transmit shop drawings and submittals to appropriate governmental agencies or public utility companies for review and approvals, as necessary.
intere	rr the requirements of Section 103D-304, HRS, the Director of the Department of Business, Economic Development, and Tourism is authorized to invite sted individuals or firms engaged in providing professional services for inclusion on a list of qualified professionals. Individuals or firms interested in being dered for this project, and who have the necessary experience and qualifications, are invited to submit a letter of interest, three (3) copies of their DPW Form and three (3) copies of their resume, by May 31, 2007 to:
For DBE 250	n Harada Theodore Liu, Director DT-Administrative Services Office/Contracts S. Hotel Street, 504 Julu, Hawaii 96813
Only	those prospective individuals or firms who submit the above required documents by the deadline will be considered.
DPW assig	⁷ Form 120 may be downloaded from <u>www.hawaii.gov/dbedt/info/bidfiles or www4.state.hi.us/bidapps.</u> If there are any questions regarding the nature of the nment, please call Larry Conley, Business Manager, FTZ, at 587-5374. For any procedural questions, please call Eileen Harada at (808) 586-9312.

NOTICE TO PROSPECTIVE PROFESSIONAL CONSULTANTS
The State of Hawaii, Department of Defense, Engineering Office, is seeking qualified professional firms to provide professional services in the following areas of disciplines for Fiscal Year 2008 Capital Improvement Projects (CIP) and other projects. CIP projects are subject to legislative budget approval. Categories being sought are:
 ARCHITECTURE – All disciplines. ENGINEERING – All disciplines including civil, mechanical, electrical, geotechnical, structural (planning, design, development of construction documents, construction management, field investigations, and other related services). ENVIRONMENTAL SERVICES– Historical, Archeological, Biological, Botanical, Hazardous Waste Removal and Remediation, Solid Waste, Air Quality, Pollution Prevention, Radon, and other related services. EIS/EA PREPARATION – Environmental Impact Statement/Environmental Assessment. LANDSCAPE ARCHITECTURE SURVEYING PLANNING CONSTRUCTION MANAGEMENT
Consultants interested in providing professional services must submit the following items to the Contracting and Engineering Office, State of Hawaii, Department of Defense, 3949 Diamond Head Road, Building 306A, Room 228, Honolulu, Hawaii 96816-4495, no later than 4:00 p.m., May 25, 2007.
 Letter of interest indicating the categories that the firm is interested and qualified to provide professional services. Firms shall indicate the category of service for which they want to be considered in their letter of interest. Firms that want to be considered for more than one category of service shall indicate all such categories in their letter of interest.
2. Interested individuals or firms should submit a completed Federal Standard Form (SF) 254, 255 or 330, or a DPW form 120.
Statement of Qualifications (SOQ) or executive summary for each project category requested highlighting the firm's qualifications, expertise and experience.
 The names and phone numbers of up to five (5) clients who may be contacted including a minimum of two (2) for whom services were rendered during the preceding year.
 Statement indicating any conflicts of interest in performing services for DAGS and/or the State of Hawaii. List membership on State boards, commissions, etc. For additional information, please refer to the State Ethics code, Chapter 84, Hawaii Revised Statutes, or go to the Hawaii State Ethics Commission Web site at http://hawaii.gov/ethics/.
Firms interested in construction management, must provide the name, experience and qualifications (training courses, certifications, etc.) of the proposed project/construction/program manager.
 Any relevant information on the firm's 1) experience, 2) expertise, and 3) past performance including, but not limited to quality of work, cost control and ability to meet schedules may be submitted.

Incomplete Submittals: Submittals received by the due date, but with missing or deficient items will be considered "incomplete." Applicants will be notified of the deficiencies and will have five (5) working days from the notification date to submit all the required items or their submittal will be considered "late."
Late Submittals: Submittals received after the above due date will be considered "late." Qualified applicants may be considered for projects for the balance of the fiscal year after a qualification period of up to ninety (90) calendar days.
GENERAL INFORMATION
Selection of professionals will be made in accordance with Section 103D-304, Hawaii Revised Statutes and Section 3-122-Subchapter 7, Hawaii Administrative Rules, as amended. The selection criteria employed in descending order of importance shall be:
 Experience and professional qualifications relevant to the project type. Note that qualifications may include accreditation, such as LEED, for applicable projects.
2. Past performance on projects or similar scope for public agencies or private industry.
3. Capacity to accomplish the work in the required time.
 Any other criteria as determined by the selection committee to be relevant or necessary. Copies of the Federal Standard Form (SF) 254, 255, 330 and DPW Form 120 are available at the following address:
Department of Defense, State of Hawaii 3949 Diamond Head Road Bidg. 306-A, Room 228 Honolulu, HI 96816-4495 ATTN: Engineering Office Telephone: (808) 733-4041
A Hawaii State license is required for architecture, engineering, landscape architecture and surveying. Planning firms must have the necessary education, training and experience. Project management, construction management, and program management firms must have a Hawaii licensed architect or engineer on staff. Federal EPA and State Department of Health accreditation and training are required for projects involving the removal of asbestos-containing materials (ACM), lead-containing paints (LCP), underground storage tanks (UST), and other hazardous materials.
All submittals shall be received no later than 4:00 P.M., May 25, 2007.
The form SE 254 can be electronically accessed on the State Procurement Office website at: <u>http://www2.hawaii.gov/StateFormsFiles/gsa%</u> <u>5Fsf254%2Edoc</u> .
Cathy Siu Contracts Assistant I

DEPARTMENT OF TRANSPORTATION NOTICE TO PROVIDERS OF PROFESSIONAL SERVICES
In accordance with §103D-304, HRS, the State of Hawaii, Department of Transportation (HDOT), Highways Division (Highways) is seeking qualified consultants to provide transportation planning services for the Statewide Pedestrian Master Plas.
Additional project information for this RPP may be viewed by going to the State of Hawaii, State & County Procurement Notices website, http://www.l.hawaii.gov.hidapps.ShowIbids.cfm. Click on the "More Info" column for this project notice and then click on "View Specifications Document."
Individuals or firms an HDOT's qualified int are invited to submit a proposal for the subject project. Proposals should be clear, concise, and in accordance with the <i>Gnulellines for Preparing Consultant Proposal for Highways Division Prajects</i> , which can also be also viewed by clicking on "More Info" and then on "View Specifications Document." Only those prospective individuals or firms tho submit they proposal by the desdified below will be considered.
One electronic copy of the proposal must be received in PDF format via email at <u>Rachel LA Roper@hawaii.gov</u> , and five copies of the proposals must be received by 4:00 p.m., September 30, 2008 at the following address:
Department of Transportation, Highwaye Division Plenning Branch, Achance Planning Section 160 Panchbord Street, Rocan 301 Honobah, Hawaii 9613
Please send an email to <u>RachelLA Roper(2)havaii.gov</u> confirming that your firm is interested in submitting a proposal. This email confirmation will only be used to contact interested firms in the event that changes are made and are not required or part of the evaluation process.
Individuals or firms who are not on HDOT's qualified list and wish to be considered in the selection for this project must submit five copies of the following alon, with the proposal by the deadline above:
 Letter of interest (including an email address for notification of additional advertisements). DPW Form 120 or the Standard Federal Form 330. The DPW Form 120 may be downloaded from <u>http://www.hawaii.gov/dat</u>, click on "Busines Related Information," then on "Professional Services."
 Any other related information.
The evaluation criteria used to evaluate firms whose proposals are received by the deadline above are included in the Guidelines for Proparing Consultant Proposals for Highways Division Projects.
The HDOT, in accordance with the provisions of Title VI of the Chill Rights Act of 1964 (78 Stat. 252) and the Regulations of the U.S. Department of Transportation [Title 49, Code of Federal Regulations (CFR) Part 21] issued pursuant to such Act, hereby notifies all proposers that it will affirmatively ensure that the contract entered into pursuant to this advertisement will be awarded without discrimination on the grounds of race, color, religion, sex, national origin, age, o disability.
The U.S. Department of Transportation Regulations entitled "Participation by Disadvantaged Business enterprises in Department of Transportation Programs," Par 26, Tale 49, CFR is applicable to this project.
Campaign contributions by State and County Contractors. Contractors are hereby notified of the applicability of Section 11-205.5, HRS, which states that campaign contributions are probabiled from specified State or county government contractors during the terms of the contract if the contractors are paid with fund appropriated by a legislative body. For more information, contract the Campaign Specifing Commission at (808) 586-2025.
The Director of Transportation reserves the right to cancel this request for proposals, to reject any or all proposals in whole or part, and to waive any defects in sai proposal in the best interest of the State.
If you have any questions, please contact Rachel L.A. Roper, Highways Division, Planning Branch at (808) 587-1983 or email Rachel LA Roper@hawaii.gov.
What professional service is being requested as "qualified consultants to
provide transportation planning services?"





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Review Committee

- Designated HOPA and names placed in the contract file;
- Comprised of a minimum of 3 persons, with sufficient education, training, and credentials for each type of professional services. No Deputy or equivalent appointed positions may serve as a member.

Selection Committee Appointed by HOPA when a particular professional service is needed, to evaluate the qualified list created by an annual or specific procurement notice; Comprised of a minimum of 3 persons, with sufficient education, training, and credentials in the area of the services required. No Deputy or equivalent appointed positions may serve as a member;

Selection Committee

 Non-government employees can serve but shall have sufficient knowledge, not be compensated (unless HOPA approves), and shall sign a form SPO-024 or similar attestation;

Selection Committee

• Selection Committee shall prepare criteria to evaluate the submissions. The criteria to evaluate and select the persons in descending order of importance are:

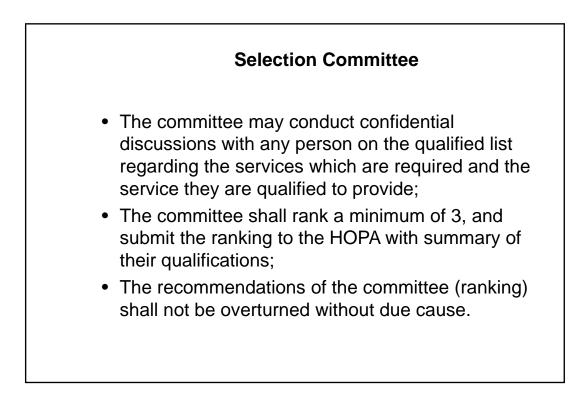
- Experience and professional qualifications relevant to the project type;

- Past performance on projects of similar scope for public agencies or private industry, including corrective actions and other responses to notices of deficiencies;

Selection Committee

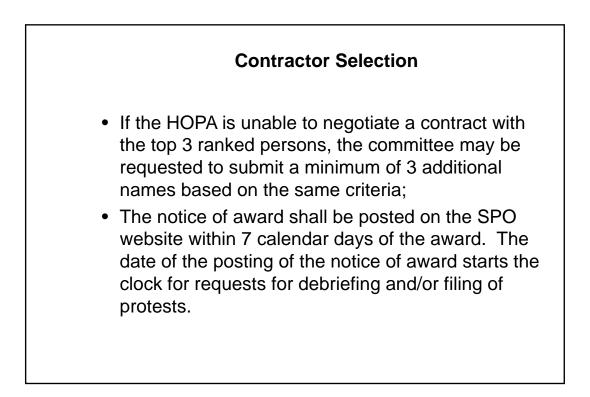
- Capacity to accomplish the work in the required time; and

- Any additional criteria(s) determined by the selection committee to be relevant to the purchasing agency's needs or necessary and appropriate to ensure full, open, and fair competition for professional services contracts.



Contractor Selection

- The HOPA shall negotiate a contract with the 1st ranked person, including a rate of compensation that is fair and reasonable, and based on written terms of estimated value, scope, and complexity;
- If a satisfactory contract cannot be negotiated with the 1st ranked person, the HOPA shall terminate negotiations and begin negotiations with the 2nd ranked person on the list. If contract negotiations fail, then proceed to negotiate with the 3rd ranked person;



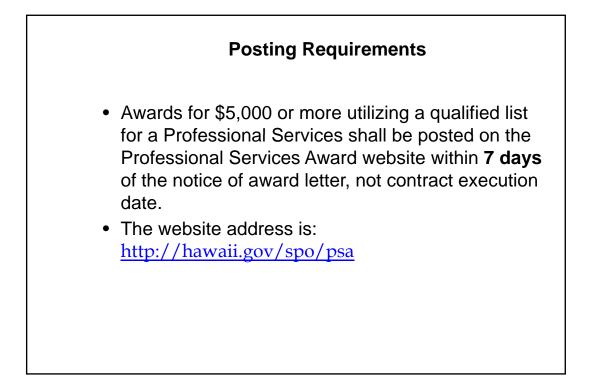
Less than 3 names or No Names for Submittal to HOPA

- Put out another notice
- Consider another method of procurement (except for design services)
- Cancel procurement

Small Purchases (of professional services) (HAR 3-122-67)

Except for small purchases of design professional services, procurement may be conducted as follows:

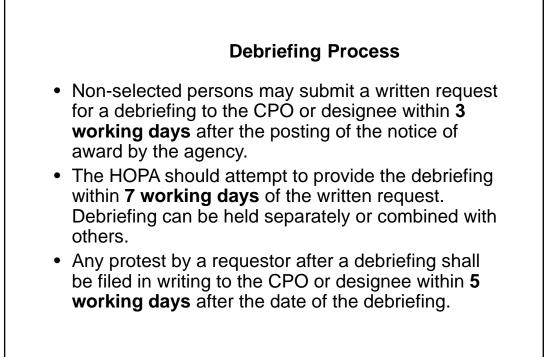
- May negotiate with any two persons on the list of qualified persons established.
- Use small purchases procedures pursuant to Subchapter 8.

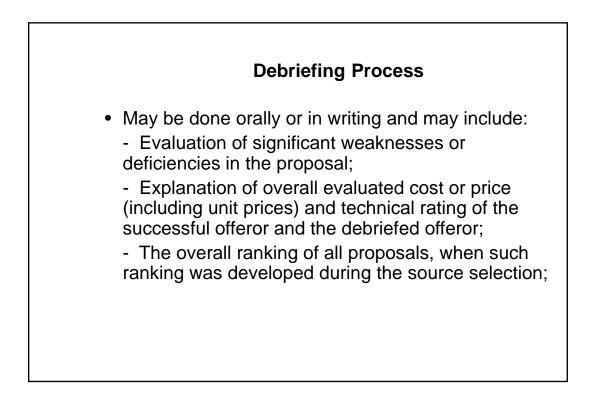


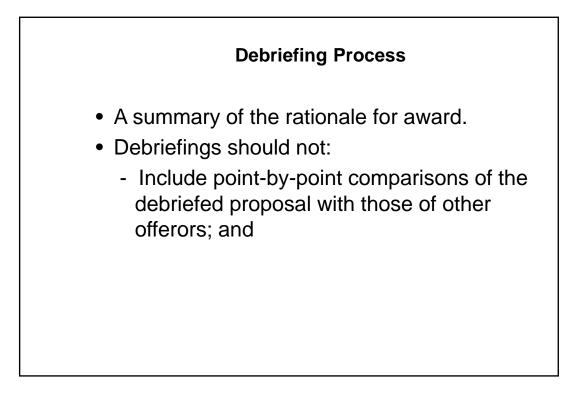


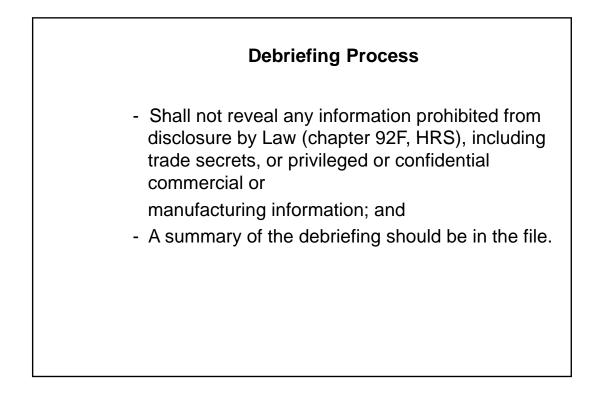
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Date Awarded	Awardee	Services to be Provided	Cost	More Info	
01/03/2012	Moss Engineering, Inc.	To Provide Architectural & Engineering Services for Campus - Fire Alarm Upgrade at Aiea High School	\$60,000	Mors	
01/03/2012	Inaba Engineering, Inc.	To Provide Architectural & Engineering Services for 01 - Repave Driveway & Add Speed Bumps at Haaheo Elementary School	\$32,000	Mone	
01/03/2012	Architecture Plus, Inc.	To Provide Architectural & Engineering Services for Natural Science Lab Building at Kailua High School	\$704,715	Mana	
12/30/2011	Okahara and Associates, Inc. dba DMT Consultant Engineers	To Provide Architectural & Engineering Services for Campus Install Backflow Preventers at Hilo High School	\$18,000	More	
12/29/2011	Houghton Mifflin Harcourt Publishing Company	Common Core State Standards Assessment Items for the Department of Education	\$475,000	More	
12/27/2011	testAwardee	test	\$1	More	
12/27/2011	Imata & Associates, Inc.	To Provide Architectural & Engineering Services for Building C Walkway / Drainage Improvements at Honaunau Elementary School	\$49,900	Mare	
12/23/2011	KOA ARCHITECTS, LLC	DAGS JOB NO. 61-10-0668 KOHALA STATE OFFICE BUILDING & COURTHOUSE - REPAIR SOB ROOF & REPL COURT ROOF	\$13,889	More	
12/22/2011	AECOM Technical Services, Inc.	Architectural and engineering services necessary for the design and preparation of final construction plans, detailed specifications and other contract documents for the Airport Segment Guideway and Utilities Contract for the Honobuk Rail Transit Project.	\$38,840,960	More Info	
12/21/2011	GYA Architects, Inc.	Design for the Physical Improvements to Makani Kai Hale I and II at Wailuku, Maul, Hawaii, HPHA Job No. 07-063-192-5, Contract No. 08-27,	\$156,987	More	
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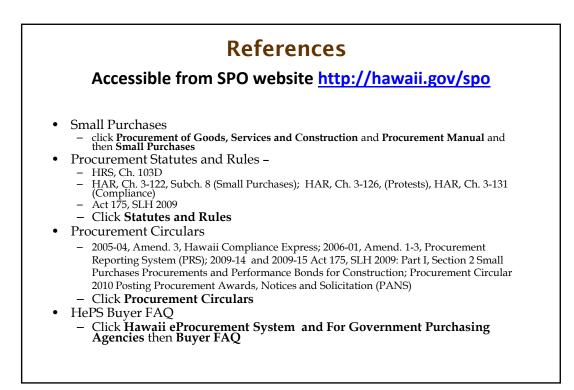


After contract is awarded, the following shall be open to public inspection:

- List of qualified person's.
- Screening committee's criteria for selection.
- Statements of qualifications and related information.

Contract Amendments

• Amendment to a professional services contract shall require prior approval of the HOPA when the increase is at least \$25,000 and ten percent or more of the initial contract price.



Other Useful Info on the SPO Website http://hawaii.gov/spo	
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State Procurement Office			
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