



*Week 3*

# **Delivery and Contract Methods**

**457.657 Civil and Environmental Project Management**

Department of Civil and Environmental Engineering

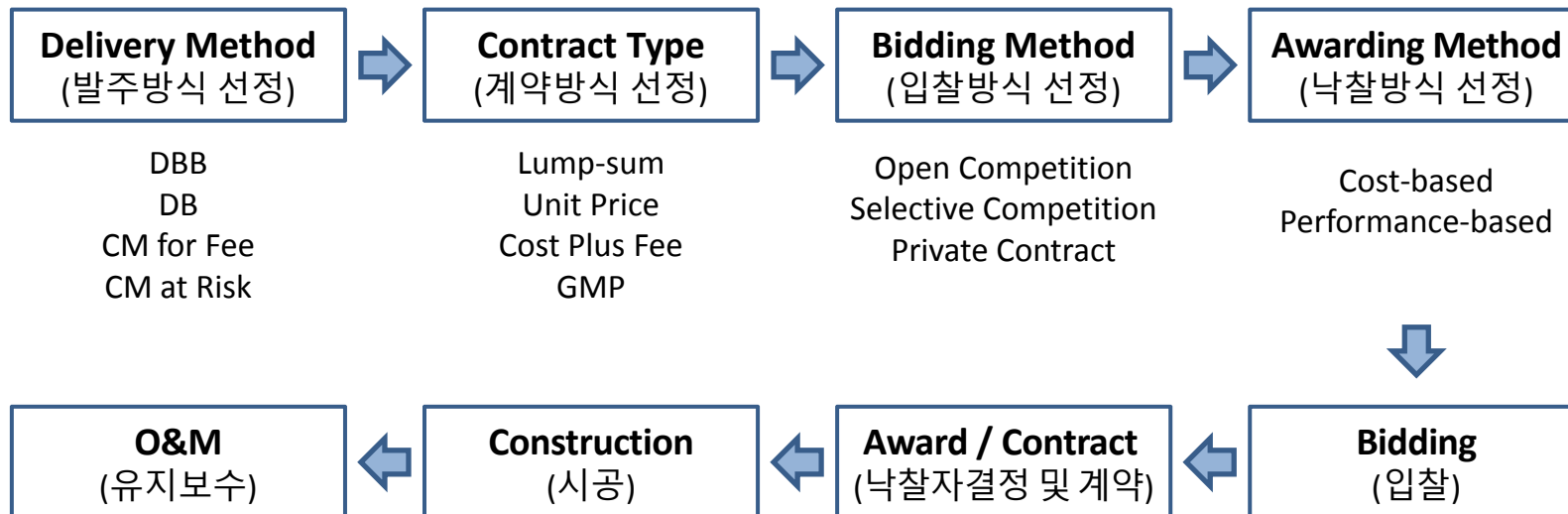
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# Construction Project Delivery



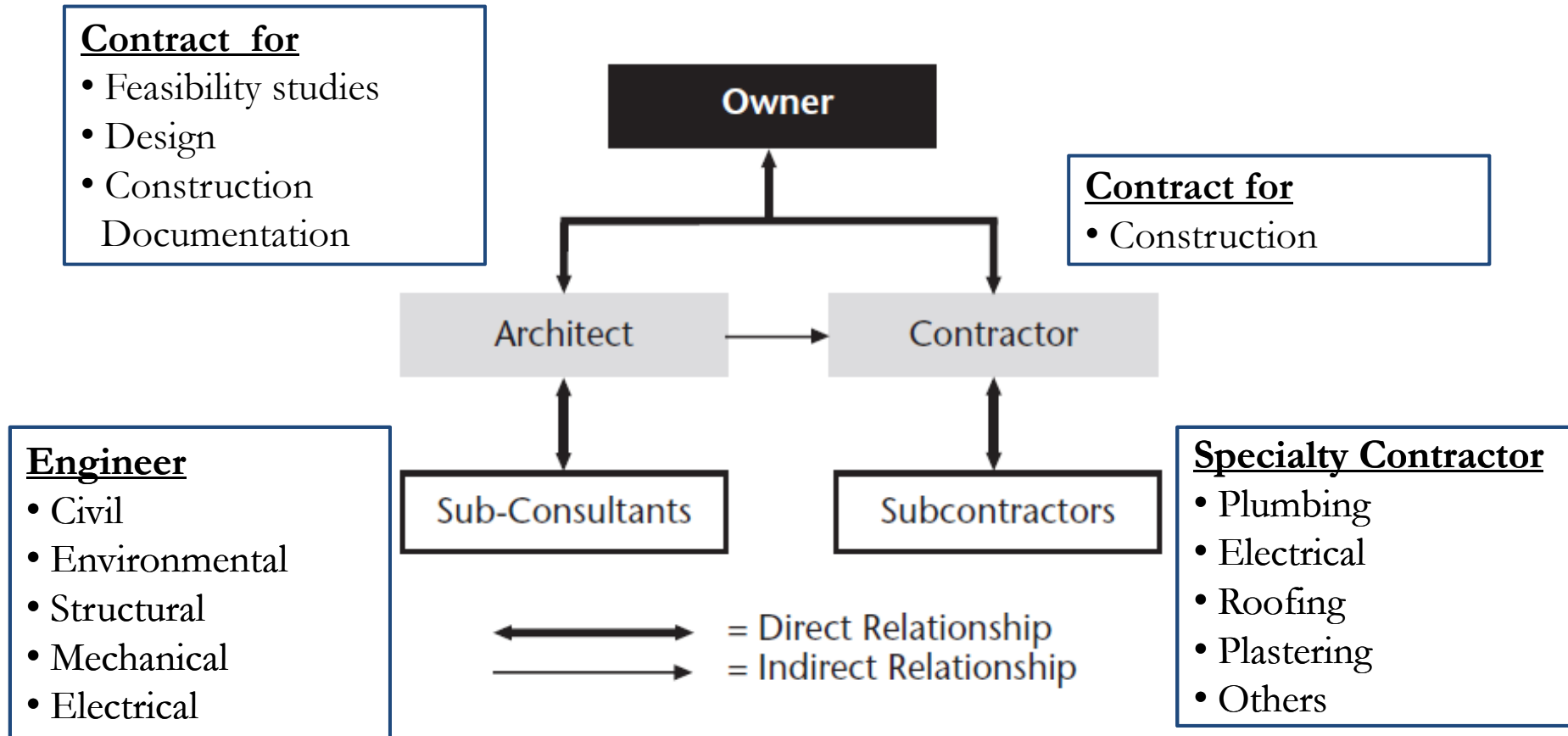
# Delivery Method (발주방식)

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- How to organize roles of each participant and deliver the project (management model)
- **Design-Bid-Build**
  - Traditional project delivery method
- **Design-Build (Turnkey)**
- **Construction Management**

*\*Construction Documentation: Final design phase, Finalizing all drawings and specifications for building systems, site utilities, and construction components*

# Design-Bid-Build (설계시공분리방식)



*No direct, formal relationship exists between the designer and the builder  
Communicate only through the owner*

# Design-Bid-Build

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- *Advantages*

# Design-Bid-Build

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- Disadvantages

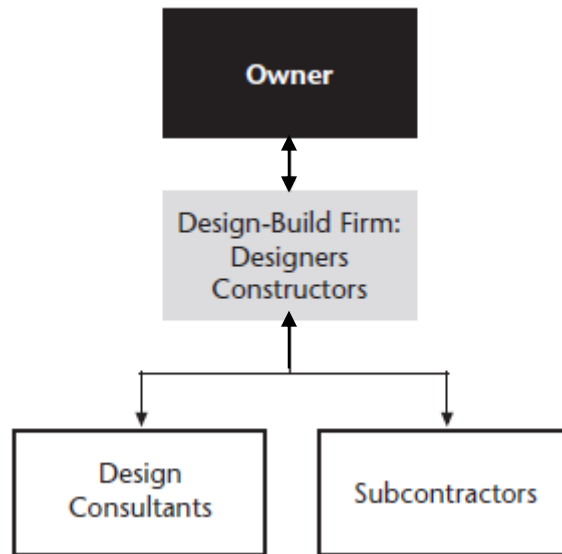
# Design-Build (Turnkey, 설계시공통합방식)

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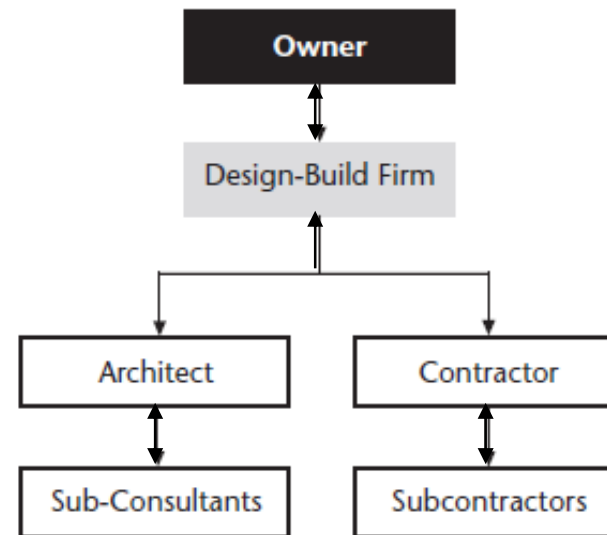
- **Designer and contractor are either from the same firm or joint venture (consortium)**
- **Single-source procurement for the owner**
  - A design-build firm provides both design and construction
  - Creates a non-adversarial relationship between designers and constructors
  - Three major types of arrangements

# Design-Build

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Includes and directly controls designers and constructors by Large design-build firm

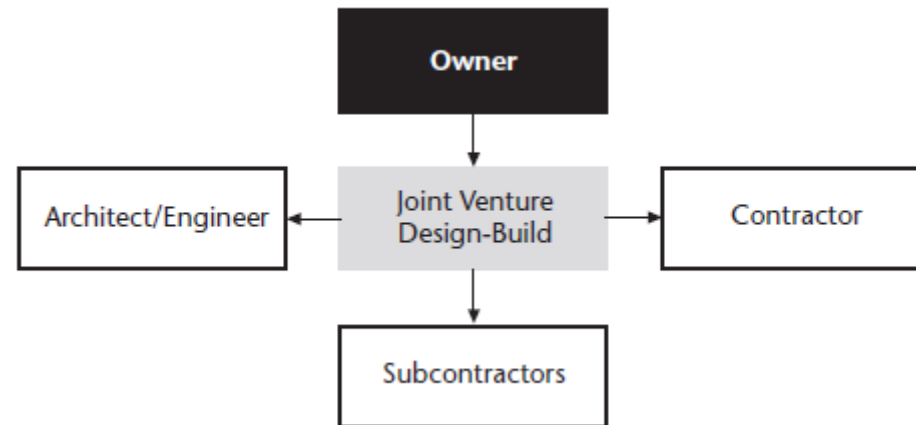


Contracts out design and construction works by Developer firms



# Design-Build

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Joint-venture for  
financing, resource, and  
risk management

# Design-Build

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- Advantages

# Design-Build

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- Disadvantages

# Construction Management (관리방식)

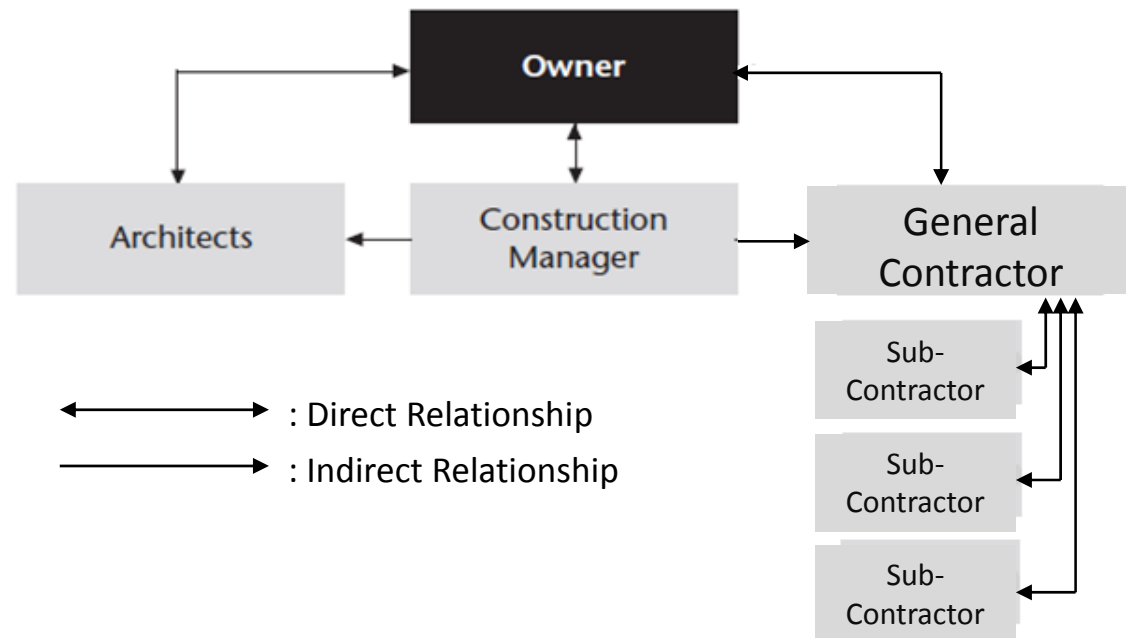
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- Applies contractor-based management systems early in the project
- CM delivery methods
  - Agency CM (CM for Fee, 용역형 CM)
  - CM at Risk (도급형 CM)

# Agency CM

- Agency CM (CM for Fee)

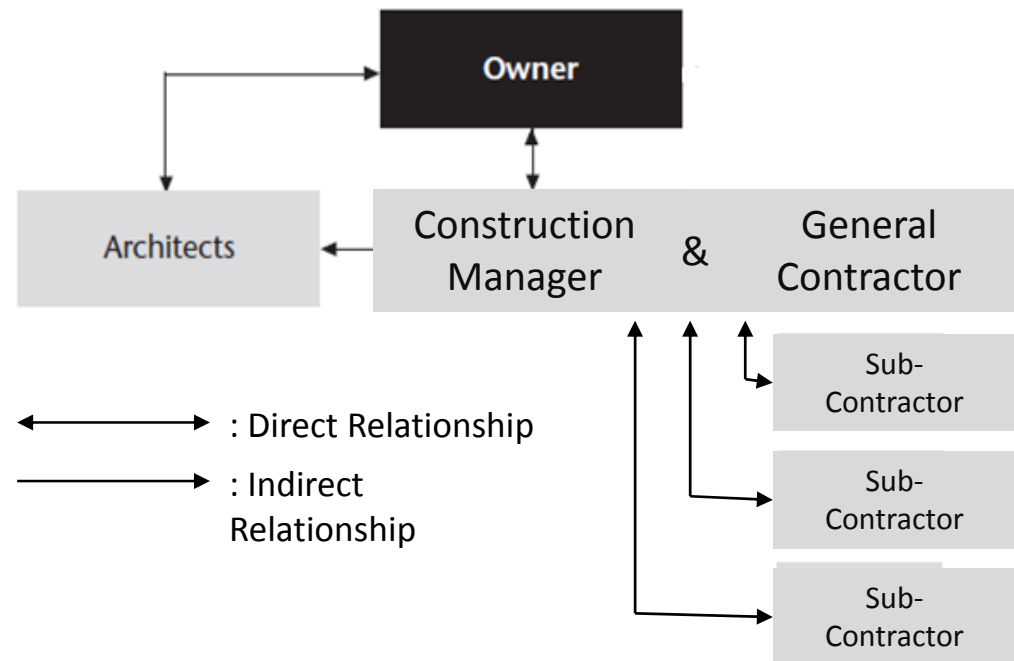
- CM as an owner's agent managing both A/E & GC
- CM brings management tools
- Best for an owner who has little or no CM expertise
- e.g., 5%



# CM at Risk

- **CM at Risk**

- CM is involved in project planning, design, and construction of the project
- CM provides the owner a maximum price for the project, considering the project's initial scope.



# CM Project Delivery

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- **Advantages**

- Input of construction processes during design by CM
- Good communication is established early among the owner, designer, and construction professional and continues through the completion of the project.
- The implementation of changes is not as difficult as in the traditional method because of close communication.
- Reduce the project duration

# CM Project Delivery

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- **Disadvantages**

- If any of the players become inflexible, uncooperative or uncommunicative, the advantages can quickly become disadvantages.
- This arrangement requires high owner involvement and more sophisticated owner.



# Comparison

| Description                            |                 | Design-Bid-Build  | Construction Management  | Design-Build  | Remarks   |
|--|-----------------|---|--|---|---|
| Level of familiarity                   |                 | +   |  |   | Less uncertainty about contractual relationships among participants and their roles                       |
| Open market competition                |                 | ++  | +  |   | Best economic efficiency  |
| Fixed final cost prior to construction |                 | ++  | +  | -   | Low financial risk  |
| Contractor involvement                 |                 | -   | +  | +   | Benefits from constructability analyses and value engineering   |
| Non-linear process                     |                 | -   | +  | +   | Less possibility to redesign or cancel the project after the design is complete                           |
| Can be fast-tracked                    |                 | -   | ++   | ++  | Time reduction; cost savings; less influenced by interest expenses, indirect cost expenses, and inflation |
| Relationship among participants        |                 | -   | +  | ++  | Easy accommodation for changes  |
| Respond to unforeseen conditions       |                 | -   | +  | ++  | Easy accommodation for changes  |
| Check and balance                      |                 | ++  | +  | -   | Less possibility of fraud   |
| Contractual simplicity                 |                 | +   | -  | ++  | Simple communication line   |
| Less owner involvement                 |                 | +   | -  | ++  | Less organizational cost for the owner  |
| Candidate Projects                     | Characteristics | <ul style="list-style-type: none"> <li>• Fixed budget</li> <li>• Uncomplicated</li> <li>• Have been built before</li> <li>• Time is not a significant driver</li> </ul> | <ul style="list-style-type: none"> <li>• High level of management</li> </ul> | <ul style="list-style-type: none"> <li>• Time constraints</li> <li>• Complex</li> </ul> |   |
|  | Example         | Road pavings, single-family homes, warehouses, fast-food restaurants, public projects   | Commercial buildings, large projects   | Oil refineries, power plants, manufacturing plants                                      |   |

# Contract Type

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- Specify how to compensate/pay the contractor for work completed
- Contract type
  - Lump sum (총액계약)
  - Unit price (단가계약)
  - Cost plus fee (실비정산계약)
  - Guaranteed maximum price (최대비용 보증계약)

# Lump-Sum (Single Fixed Price)

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- **A fixed lump-sum price by the contractor**
  - Based on detailed plans and specifications
  - Owner knows the final cost before construction
  - Can be adjusted by the owner's change orders
- **Most common method working well with D-B-B**
- **Contingency**
  - Additional money or time added into a budget or schedule to allow for changes stemming from conditions different from what were originally assumed.
  - For scope changes, unforeseen conditions, design errors, etc.

# Unit Price

- **Characteristic**

- A fixed lump-sum price based on the quantities provided by the owner for the major components of the project
- Contractor overhead, profit and other project expenses must be included within the unit prices

| Work Items         | Unit | Estimated Quantity | Bidder 1   |                  | Bidder 2   |                  |
|--------------------|------|--------------------|------------|------------------|------------|------------------|
|                    |      |                    | Unit Price | Bid Amount       | Unit Price | Bid Amount       |
| Soil Excavation    | CY   | 10,000             | 5.50       | 55,000           | 2.00       | 20,000           |
| Rock Excavation    | CY   | 3,000              | 25.00      | 75,000           | 25.00      | 75,000           |
| 6" Pipe            | LF   | 600                | 17.00      | 10,200           | 18.00      | 10,800           |
| Crushed Stone Fill | CY   | 4,000              | 21.00      | 84,000           | 20.00      | 80,000           |
| Fill Material      | CY   | 6,000              | 14.00      | 84,000           | 20.00      | 120,000          |
| Top Soil 4" Deep   | SY   | 400                | 5.00       | 2,000            | 6.00       | 2,400            |
| <b>TOTAL</b>       |      |                    |            | <u>\$310,200</u> |            | <u>\$308,200</u> |

Bidder 2 wins the job with the \$308,200 total price.

# Cost Plus a Fee

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- **Characteristics**

- Contractors work on the project and get reimbursed by the owner for costs, plus additional agreed-upon fees
- Usually used when the scope of work is difficult to define
- No fixed price
- Working well with both CM and D-B

- **Cost and Fee**

- Cost: Labor, material, equipment, subcontracts, and on-site overhead
- Fee: Indirect overhead and profit (benefit/cost sharing) (e.g., Cost plus 5%)

# GMP

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- **Guaranteed maximum price (GMP)**
  - Hybrid of the lump-sum and cost plus
  - A guaranteed maximum price by the contractor
    - Contractor is reimbursed at cost with an agreed-upon fee up to the GMP (e.g., \$100M)
    - Beyond the GMP, contractor is responsible for covering any additional costs (e.g., if actual = \$110M, 100% cost)
    - Incentive clause specifies that contractor will receive additional profit for bringing the project under the GMP. (e.g., if actual = \$90M, 60% incentive)

# Bidding Method

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- **Open competition** (일반/공개 경쟁입찰)
  - Bidding opens to general companies
- **Selective competition** (지명/제한 경쟁입찰)
  - Bidding opens to selected companies only
- **Private contract** (수의계약)
  - Owner selects one company

# Awarding Method

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- **Cost-based** (최저가낙찰제)
  - Award to the company proposed the lowest project cost
  - Pre-qualification during bidding is important
- **Performance-based** (적격심사제)
  - Consider technical skills and quality performance as well as cost





*Week 3*

# Pre-Project Planning (1)

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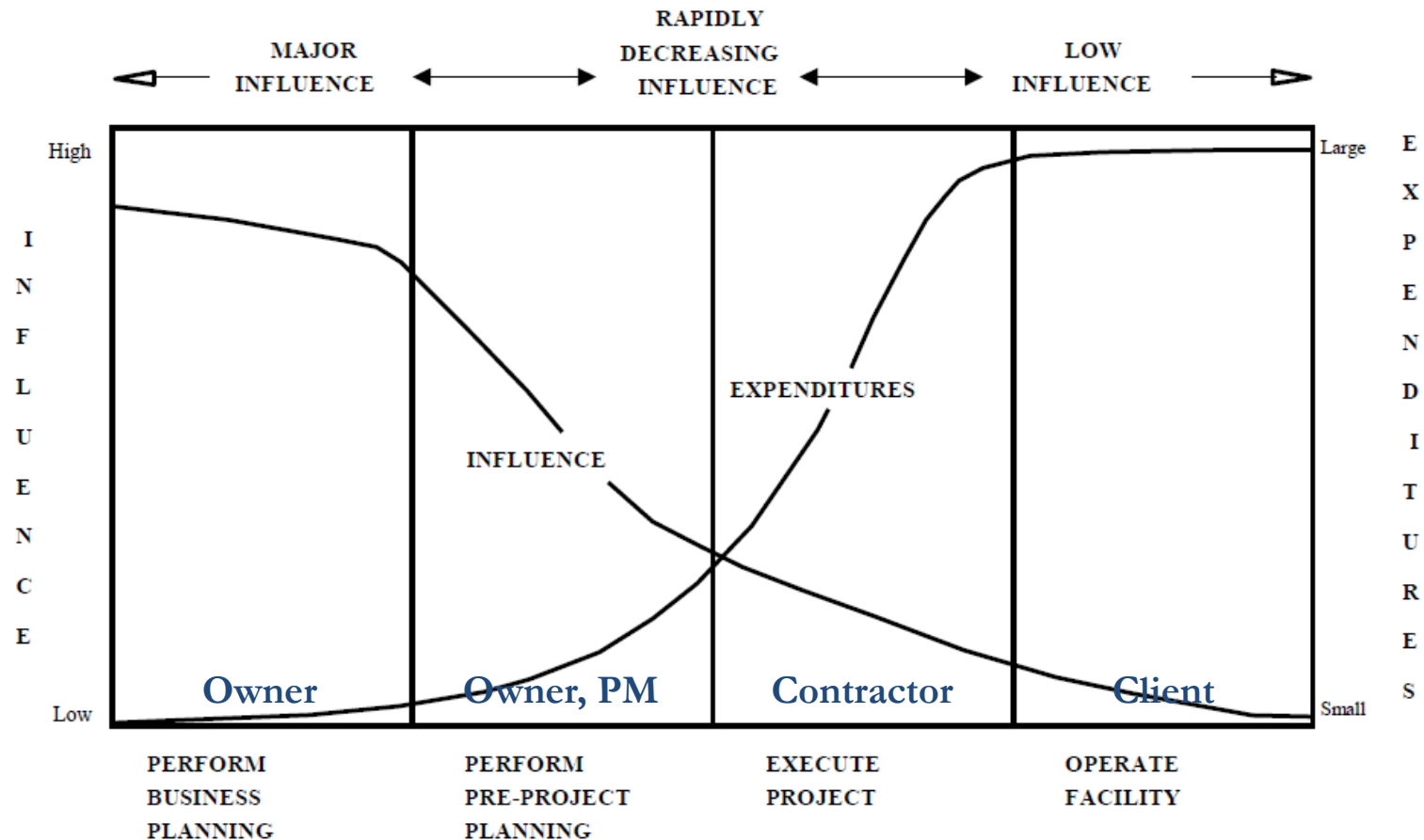
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# Pre-Project Planning (PMBOK Chapter 4 and Chapter 5)

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- “Process for developing sufficient strategy information with which owners can address risk and decide to commit resources to maximize the chance for a successful project.”
- **Simply,**
  - Performing the right project
  - Scoping the right “things” for a good design basis
  - Setting the stage for successful execution

# Cost-Influence Diagram




**“Influence” reflects a company’s ability to affect the outcome of a project. It is much easier to influence during the early project stages, when expenditures are relatively lower.**

# Pre-Project Planning

- **Key Beliefs**
  - Early PPP plays an essential role in producing high quality projects.
- **When PPP effort is:**

| Cost   |      |           |
|--------|------|-----------|
| Effort | Avg. | Std. Dev. |
| High   | -4%  | 7%        |
| Medium | -2%  | 10%       |
| Low    | +16% | 45%       |



| Schedule |      |           |
|----------|------|-----------|
| Effort   | Avg. | Std. Dev. |
| High     | -13% | 17%       |
| Medium   | +8%  | 24%       |
| Low      | +26% | 44%       |

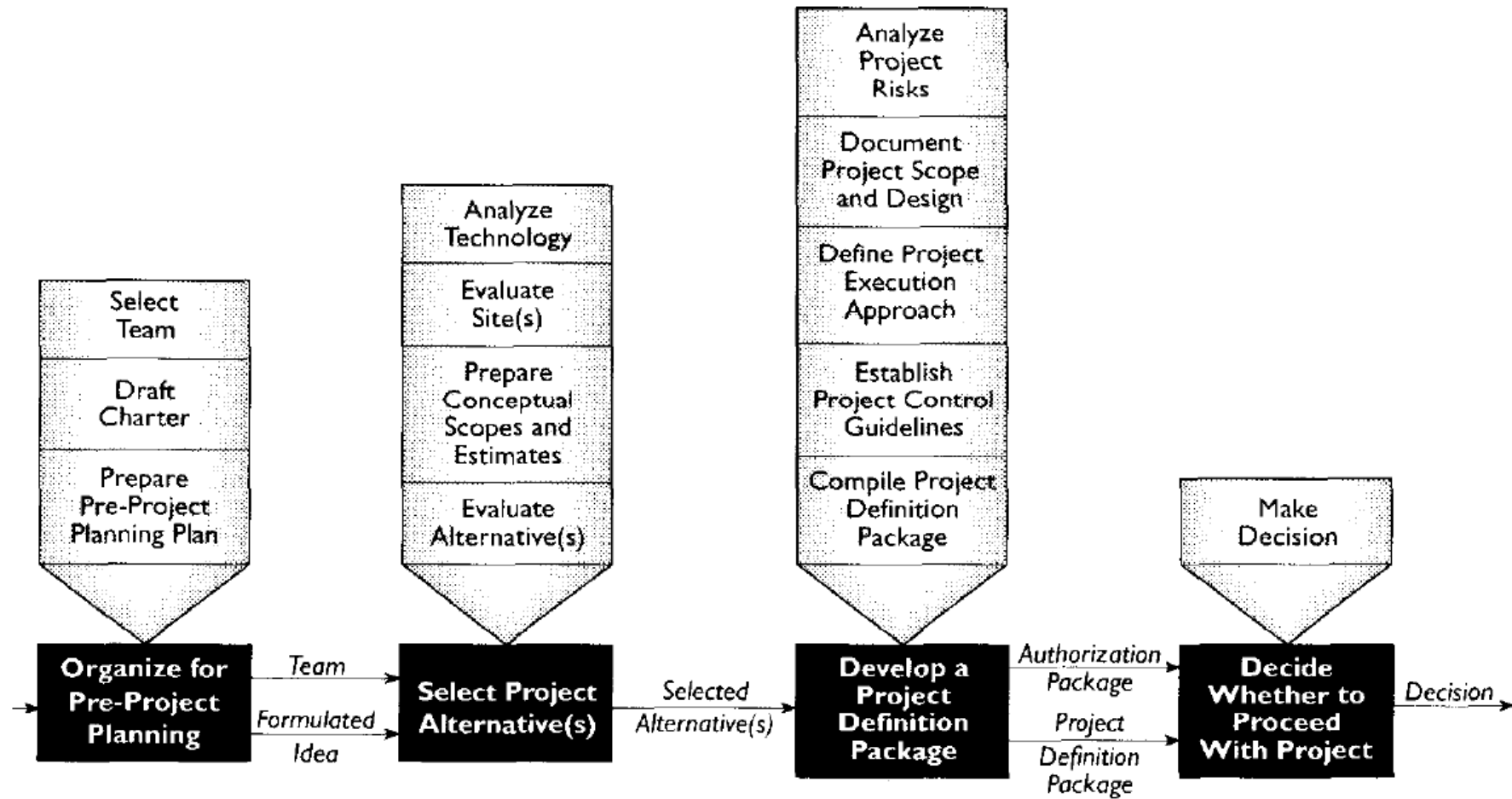
| Scope Changes |      |           |
|---------------|------|-----------|
| Effort        | Avg. | Std. Dev. |
| High          | 3%   | 3%        |
| Medium        | 2%   | 3%        |
| Low           | 11%  | 13%       |

# Pre-Project Planning

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- **Reasons for Poor Early Planning**

# PPP Process

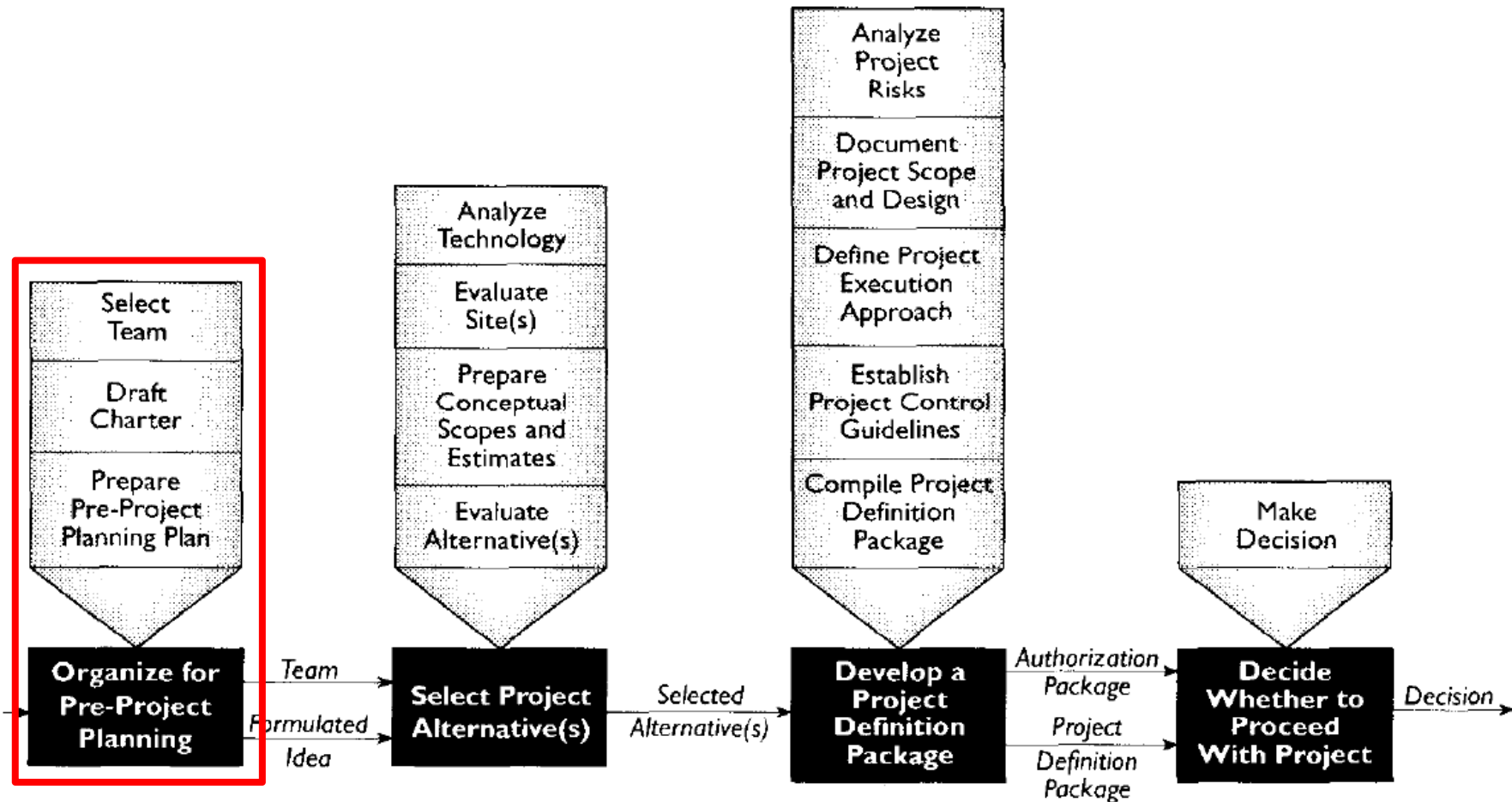


# When is PPP Complete?

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- Technology selected
- Site chosen
- Scope defined
- Cost and schedule determined
- Team assembled
- Project execution documentation
- Project team understands the project
- Decision maker's needs addressed
- Coherent recommendations
- Commitment

# (1) Organize for PPP





# (1) Organize for PPP

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- **Select Team**

- The correct functional and technical expertise, team training, team objectives and leadership are essential.
- Expertise (knowledge), capability (skills), and authority (right for decision making)
- Balance between project management, technology, and human factors
- Long-term continuity with alignment

# PPP Example

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- **Scenario**

- VP of Chemical Products conducted our business meeting and discussed the possibility of **manufacturing a new product, called FOCUS XP™**, that provides a unique opportunity for our company, Aggressive Chemical, Ltd (ACL), to develop a huge market that currently does not exist. This chemical compound was recently piloted and improved upon in ACL's R&D organization and all of the tests have been outstanding. Everyone seems upbeat and excited about the chance for success.

# PPP Example

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- Scenario (Cont'd)

- Our forecast is that the product needs to be available on the market within the next 30 months in order to provide optimum return. The company anticipates **100 percent market share during the first year and erosion during subsequent years to 50 percent after five years of operation**. Two of our competitors are also developing a similar product, but we feel that we currently have a slight lead in our ability to capture the market, if we are able to reach the market. If we are late, **our market share could be reduced by 25 percent or more during the first year**.

# PPP Example

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- **Scenario (Cont'd)**

- It is important to discuss construction timing of manufacturing facilities, volume, and return on investment (ROI). ACL's general corporate guidelines are that facilities must provide a return of at least 20 percent on invested capital. Our forecasters feel that the volume of FOCUS XP™ needed to meet **the market demand is 300 millions lbs. per year after two years of operation.**

# Example – Select Team

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- Matrix of Stakeholders

| <b>NO.</b> | <b>CRITICAL TEAM SKILLS NEEDED</b> | <b>SOURCE</b>        |
|------------|------------------------------------|----------------------|
| 1.         | Planning/ Scheduling/<br>Costing   | In-house/ Consultant |
| 2.         | Operations                         | In-house             |
| 3.         | Process/Engineering                | In-house/ Consultant |
| 4.         | Hazop/ Safety                      | In-house             |
| 5.         | Construction                       | In-house/ Consultant |
| 6.         | Marketing                          | In-house             |
| 7.         | Human Resources                    | In-house             |
| 8.         | Finance                            | In-house             |

# (1) Organize for PPP

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- **Draft Charter**

- Transform the project concept into a valid approach to competing the project
- Typical contents
  - Mission statement (business needs, objectives)
  - Quality of deliverables
  - Organization chart with roles/responsibilities
  - Major milestones for PPP
  - Teambuilding procedures
  - Reporting requirements
  - Coordination procedures
  - Limits of authority
  - Time requirements
  - Budget requirements
  - Team code of conduct

# Example – Charter

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- **Mission/Objective Statement**
  - To aggressively lead the chemical industry
  - To run state of art R&D facilities developing products ahead of competition
  - To expand markets on global platform
  - To capture market imagination through innovative products
  - To be ever sensitive to safety at work and uphold the HSE principles in totality
  - Minimum ROI of 20% on investment capital

# Example – Charter

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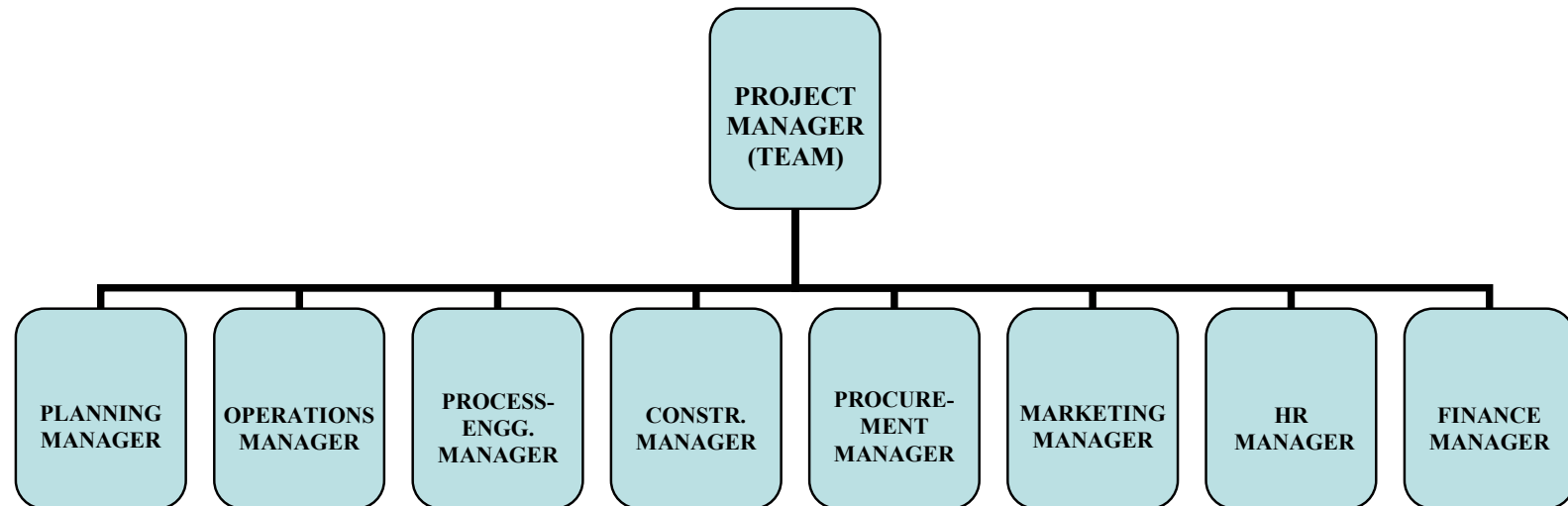
- **Statement of Business Needs**
  - Product to be available in the next 30 months
  - 300 million lbs production after 2 years
  - Select best location to maximizing yield and minimizing cost
  - Identify worldwide distribution networks
  - Identify various interfaces with existing facilities, concurrent projects and study interrelations and impacts
  - Follow HSE standards for safe working



# Example – Charter

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- Organization Chart



# (1) Organize for PPP

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- **Prepare PPP Plan**

- Based on approved charter, document who, how, and when
- More clearly focused, organized, and validated concepts
- To develop PPP plan, formulate and document
  - Defined deliverables
  - Schedule for PPP
  - Budget for PPP
  - Resources
  - Information
  - Location for PPP
  - Contract strategy
  - Permit analysis
  - Risk mitigation
  - Project outline
  - Work priorities
  - Specific team responsibilities

# Example – PPP Plan

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- **Quality and Quantity**

- Quality of function/product
  - 90% yield directly impacts on quality.
- Quantity of function/product based on assumptions

| Year                        | Year 1 | Year 2 | Year 3 | Year 4 | After Year 5 |
|-----------------------------|--------|--------|--------|--------|--------------|
| Market demand (million lbs) | 250    | 300    | 400    | 500    | 600          |
| Market share (%)            | 100    | 97     | 75     | 60     | 50           |
| Expected yield (%)          | 90     | 90     | 90     | 90     | 90           |
| Quantity (million lbs)      | 278    | 323    | 333    | 333    | 333          |

- Example: 323 in 2nd year =  $300 * 0.97 / 0.90$
- The function needs to produce about 330 million lbs per year.



# Example – PPP Plan

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- **Budget**

- Total conceptual estimated cost = \$160 million
  - Cost for technology = \$80 million
  - Other project cost = \$80 million
- Budget for PPP
  - 3-5% of total project budget
  - Since Go/No Go decision needs to be made in a complicated situation that has many alternatives, it had better put the maximum 5% for the PPP budget.
  - Therefore, budget for PPP =  $5\% * \$160 \text{ million} = \$8 \text{ million}$

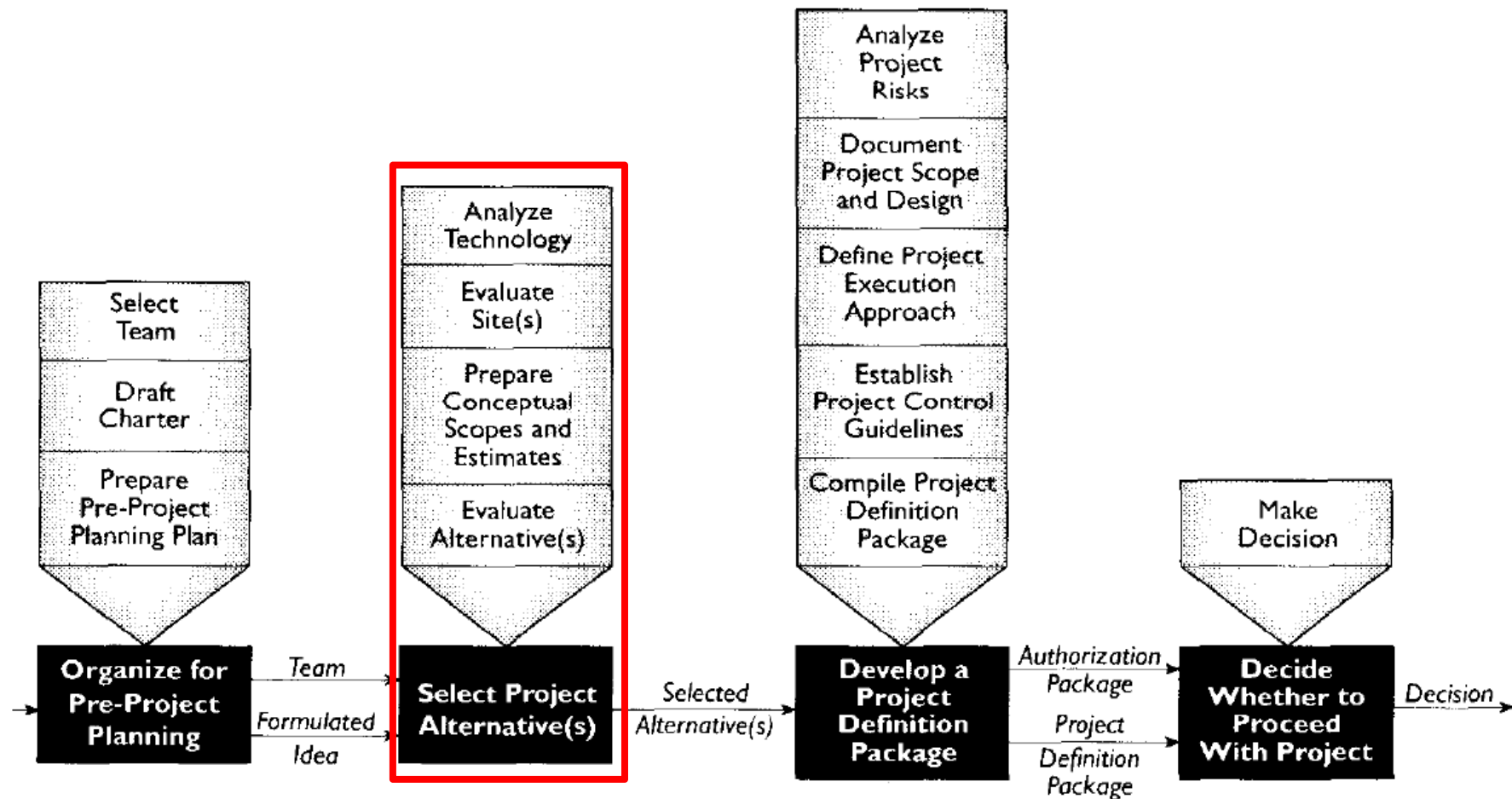
# (1) Organize for PPP

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- **Key Issues**

- Input of right people at right time affects the budget and schedule estimate
- Project objectives must be set early and align with business objectives
- PPP should integrate into the capital budgeting schedule
- Break work into manageable pieces and assign responsibility
- Begin early and expect to expend resources

## (2) Select Project Alternatives



## (2) Select Project Alternatives

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- **Analyze Technology**

- Which technology is available for us? New or existing?
- Needs and constraints of the technology in relation to objectives and problems of the project
- Experience with processes?
- Applications and market factors (common?)
- Cost effective analysis
  - Maximize the net benefits
  - Minimize the amount of resources required
  - Maximize the level of service or other system performance measures
  - Life Cycle Cost Analysis (LCCA)



# Example – Analyze Technology

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- **Technology Alternative 1**

- License the APEX™ process owned by Process Improvement Technology Systems (PITS), Inc.
- Modify for use by adding other associated process technology in advanced development at ACL R&D
- Research time: 3 months
- Expected yield: 90%

- **Technology Alternative 2**

- Develop all new technology process technology in-house
- Research time: 6 -12 months
- Expected yield: 95%
- More expensive

# Example – Analyze Technology

- Best choice: Alternative 1 Customization

| <b>TECHNOLOGY CONSIDERATION</b> |                                 |        |                  |                 |                          |                         |
|---------------------------------|---------------------------------|--------|------------------|-----------------|--------------------------|-------------------------|
| NO.                             | <u>TECHNOLOGY OBJECTIVES</u>    | WEIGHT | Tech 1<br>(PITS) | SCORE<br>(PITS) | Tech 2<br>(New-in-house) | SCORE<br>(New-in-house) |
| 1.                              | Cost                            | 20     | 2                | 40              | 1                        | 20                      |
| 2.                              | Research Time and Pilot testing | 15     | 2                | 30              | 1                        | 15                      |
| 3.                              | Efficiency                      | 15     | 1                | 15              | 2                        | 30                      |
| 4.                              | Product Quality                 | 10     | 1                | 10              | 2                        | 20                      |
| 5.                              | Environmental                   | 5      | 1                | 5               | 2                        | 10                      |
| 6.                              | Up gradation                    | 5      | 1                | 5               | 2                        | 10                      |
| 7.                              | Feasibility                     | 5      | 2                | 10              | 1                        | 5                       |
| 8.                              | Ease of Operation               | 5      | 1                | 5               | 2                        | 10                      |
| 9.                              | Process flexibility             | 5      | 2                | 10              | 1                        | 5                       |
| 10.                             | Safety considerations           | 5      | 2                | 10              | 1                        | 5                       |
| 11.                             | Long-term competitive position  | 5      | 1                | 5               | 2                        | 10                      |
| 12.                             | Risk involved                   | 5      | 2                | 10              | 1                        | 5                       |
|                                 | <b>TOTAL SCORES</b>             | 100    |                  | 155             |                          | 145                     |

*2: Best choice, 1: Second choice*

## (2) Select Project Alternatives

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- Evaluate Sites

- Strengths and weaknesses of alternate locations to meet owner requirements and maximize benefits for the owner
- Concurrent with Analyze Technology
- Consideration
  - Overall economic choice (present + future)
  - Benefits standpoint (market)
  - Cost standpoint (raw materials, labor, utilities, supply, and distribution cost)
  - Initial investment standpoint (ROI)

# Example – Evaluate Sites

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- **Location Alternative 1: Texas**
  - Permit time: 9-12 months
  - No seismic sensitivity
  - No dock facilities (major market Southeast Asia)
  - Lower construction cost (lower labor cost)
  - Closer to feedstock/raw materials
  - Lower taxes
- **Location Alternative 2: California**
  - Permit time: 12-18 months
  - Seismic sensitive location
  - Coast with dock facilities (major market Southeast Asia)
  - Higher construction cost (higher labor cost)
  - More environmental restrictions
  - CEO's preference

# Example – Evaluate Sites

- Best choice: Alternative 1 Texas

| <b>LOCATION CONSIDERATION</b> |                                  |               |           |              |           |              |
|-------------------------------|----------------------------------|---------------|-----------|--------------|-----------|--------------|
| <b>NO.</b>                    | <b>LOCATION FACTOR</b>           | <b>WEIGHT</b> | <b>TX</b> | <b>SCORE</b> | <b>CA</b> | <b>SCORE</b> |
| 1.                            | Permit time requirement          | 20            | 2         | 40           | 1         | 20           |
| 2.                            | Distribution                     | 20            | 1         | 20           | 2         | 40           |
| 3.                            | General construction cost        | 15            | 2         | 30           | 1         | 15           |
| 4.                            | Lowest labor cost                | 10            | 2         | 20           | 1         | 10           |
| 5.                            | Feedstock supply                 | 8             | 2         | 16           | 1         | 8            |
| 6.                            | Close to raw material supply     | 5             | 2         | 10           | 1         | 5            |
| 7.                            | Land availability                | 5             | 2         | 10           | 1         | 5            |
| 8.                            | Taxes                            | 5             | 2         | 10           | 1         | 5            |
| 9.                            | Environmental restriction        | 5             | 2         | 10           | 1         | 5            |
| 10.                           | Building codes for seismic zones | 5             | 2         | 10           | 1         | 5            |
| 11.                           | CEO's preference                 | 2             | 1         | 2            | 2         | 4            |
|                               | <b>TOTAL</b>                     | 100           |           | <b>178</b>   |           | <b>122</b>   |

*2: Best choice, 1: Second choice*

# Example – Evaluate Sites

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- **Site Specific Alternative 1: Texas**

- Green-field site, co-located with existing facilities within existing plant
- Previous location considerations
- No environmental contamination
- Minimum impact of wetland

- **Site Specific Alternative 2: California**

- Recently mothballed facility (New facility can be developed by revamping this, and using as many of the existing components as possible)
- Previous location considerations
- No environmental contamination

*\*mothballed facility: a condition of long storage for possible future use*

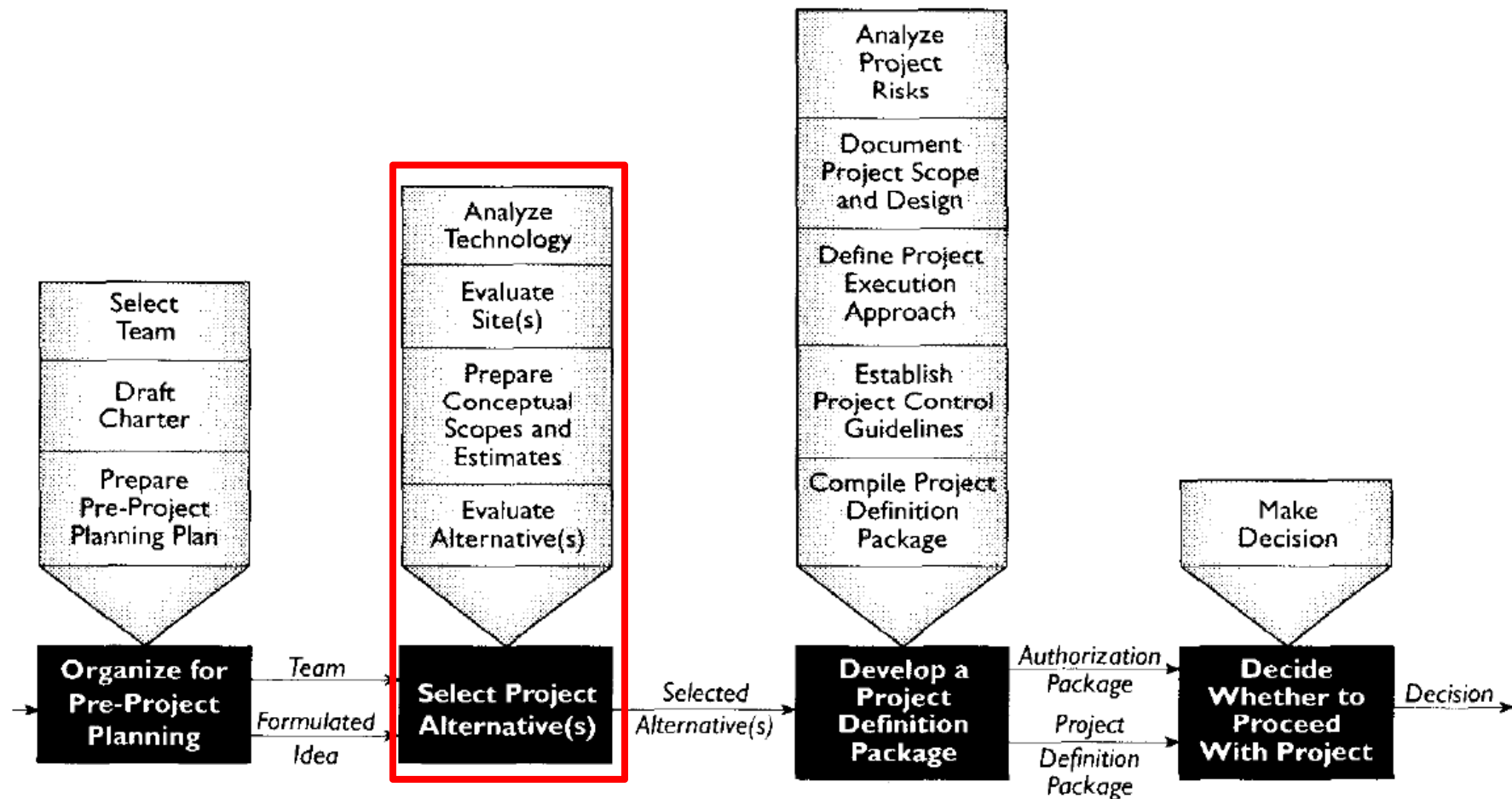
# Example – Evaluate Sites

- Best choice: Alternative 1 Texas

| <b>SITE SPECIFIC CONSIDERATION</b> |  |               |           |              |           |              |
|------------------------------------|--|---------------|-----------|--------------|-----------|--------------|
| <b>NO.</b>                         | <b><u>SITE OBJECTIVES</u></b>                        | <b>Weight</b> | <b>TX</b> | <b>Score</b> | <b>CA</b> | <b>Score</b> |
| 1.                                 | Ability to expand for future Capacity                | 15            | 2         | 30           | 1         | 15           |
| 2.                                 | Access to markets                                    | 12            | 1         | 12           | 2         | 24           |
| 3.                                 | Technology Compatibility                             | 10            | 2         | 20           | 1         | 10           |
| 4.                                 | Access to raw material/ feed stock                   | 9             | 2         | 18           | 1         | 9            |
| 5.                                 | Land availability                                    | 9             | 2         | 18           | 1         | 9            |
| 6.                                 | Ability to attract and retain professional employees | 8             | 2         | 16           | 1         | 8            |
| 7.                                 | Competitor considerations                            | 8             | 1         | 8            | 2         | 16           |
| 8.                                 | Legal and Taxation issues                            | 7             | 2         | 14           | 1         | 7            |
| 9.                                 | Property tax rate                                    | 6             | 2         | 12           | 1         | 6            |
| 10.                                | Construction Costs                                   | 6             | 1         | 6            | 2         | 12           |
| 11.                                | Environmental Site Constraints                       | 5             | 1         | 5            | 2         | 10           |
| 12.                                | Land acquisition cost                                | 5             | 2         | 10           | 1         | 5            |
|                                    | Sub-Total  | 100           |           | 169          |           | 131          |
| <b>NO.</b>                         | <b><u>SITE CHARACTERSTICS</u></b>                    | <b>Weight</b> | <b>TX</b> | <b>Score</b> | <b>CA</b> | <b>Score</b> |
| 1.                                 | Soil characteristics                                 | 13            | 2         | 26           | 1         | 13           |
| 2.                                 | Seismicity   | 13            | 2         | 26           | 1         | 13           |
| 3.                                 | Contiguous/neighboring area characteristics          | 9             | 2         | 18           | 1         | 9            |
| 4.                                 | Hazardous waste clean up considerations              | 9             | 2         | 18           | 1         | 9            |
| 5.                                 | Historical implications                              | 9             | 1         | 9            | 2         | 18           |
| 6.                                 | Weather and Climate                                  | 8             | 1         | 8            | 2         | 16           |
| 7.                                 | Traffic/ communications/convenience                  | 8             | 2         | 16           | 1         | 8            |
| 8.                                 | Minimum start up time                                | 7             | 2         | 14           | 1         | 7            |
| 9.                                 | Hydrological considerations                          | 7             | 1         | 7            | 2         | 14           |
| 10.                                | Topography   | 6             | 1         | 6            | 2         | 12           |
| 11.                                | Site layout  | 6             | 2         | 12           | 1         | 6            |
| 12.                                | Surface run off considerations                       | 5             | 2         | 10           | 1         | 5            |
|                                    | Sub-Total  | 100           |           | 170          |           | 130          |
|                                    | <b>TOTAL</b>   |               |           | <b>339</b>   |           | <b>261</b>   |

*2: Best choice, 1: Second choice*

## (2) Select Project Alternatives





## (2) Select Project Alternatives

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- **Prepare Conceptual Scopes and Estimates**
  - Provide input data for financial analysis during the next step:  
Evaluation of Alternatives
  - Reduce uncertainties to an acceptable risk level
  - Define boundaries
  - Avoid excess details
  - **Not** final estimate

## (2) Select Project Alternatives

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- **Prepare Conceptual Scopes and Estimates**
  - Project scope questions might include:
    - What type of construction is desired?
    - How much power is required to operate?
    - Where are the closest existing utilities located?
  - Usage scope questions might include:
    - What size of equipment is needed to meet our volume production?
    - What are the emissions limitation?
    - How much maintenance can be anticipated?

# Example – Scope and Estimate

- Best choice: Alternative 1 Texas

|    |  |        | TX     |       | CA     |       |
|----|--|--------|--------|-------|--------|-------|
| A. | PROCESS OPERATIONS                           | Weight | Impact | Score | Impact | Score |
| 1  | Process reliability                          | 20     | 3      | 60    | 3      | 60    |
| 2  | Design concept                               | 15     | 3      | 45    | 3      | 45    |
| 3  | Emission parameters                          | 13     | 2      | 26    | 2      | 26    |
| 4  | Effluent characteristics                     | 12     | 2      | 24    | 2      | 24    |
| 5  | Feedstock proximity                          | 9      | 3      | 27    | 2      | 18    |
| 6  | O/M personnel availability                   | 8      | 2      | 16    | 2      | 16    |
| 7  | Existing employees' familiarity with process | 8      | 2      | 16    | 2      | 16    |
| 8  | Equipment List                               | 5      | 3      | 15    | 3      | 15    |
| 9  | Area requirement                             | 5      | 3      | 15    | 3      | 15    |
| 10 | Population separation requirement            | 5      | 3      | 15    | 3      | 15    |
| 11 | Sub-Total (A)                                | 100    |        | 259   |        | 250   |

*1: High, 2: Medium, 3: Low Impact to Estimate*

# Example – Scope and Estimate

- Best choice: Alternative 1 Texas

*1: High, 2: Medium, 3: Low*

| <b>B.</b> | <b>SITE/BUILDING FACTORS</b>           | <b>Weight</b> | <b>Impact</b> | <b>Score</b> | <b>Impact</b> | <b>Score</b> |
|-----------|--|---------------|---------------|--------------|---------------|--------------|
|           | Impact on plant start-up               | 18            | 3             | 54           | 2             | 36           |
|           | New Facility/ Renovation               | 14            | 3             | 42           | 3             | 42           |
|           | Cost implications                      | 10            | 2             | 20           | 2             | 20           |
|           | Time implication                       | 10            | 2             | 20           | 2             | 20           |
|           | Adequate accommodation space           | 9             | 2             | 18           | 2             | 18           |
|           | Roadways and bridges requirement       | 9             | 3             | 27           | 3             | 27           |
|           | Seismicity                             | 7             | 2             | 14           | 1             | 7            |
|           | Soil characteristics                   | 6             | 3             | 18           | 1             | 6            |
|           | Parking requirements                   | 5             | 2             | 10           | 2             | 10           |
|           | Topography                             | 5             | 2             | 10           | 1             | 5            |
|           | Cafeteria requirement                  | 4             | 2             | 8            | 2             | 8            |
|           | Landscape                              | 3             | 1             | 3            | 1             | 3            |
|           | <b>Sub-Total (B)</b>                   | 100           |               | <b>244</b>   |               | <b>202</b>   |
| <b>C.</b> | <b>UTILITY CONSIDERATIONS</b>          | <b>Weight</b> | <b>Impact</b> | <b>Score</b> | <b>Impact</b> | <b>Score</b> |
|           | Electrical system layout               | 19            | 3             | 57           | 2             | 38           |
|           | Number of meters required              | 15            | 3             | 45           | 2             | 30           |
|           | State/ Captive generation requirements | 17            | 3             | 51           | 3             | 51           |
|           | Service water layout                   | 11            | 3             | 33           | 2             | 22           |
|           | Drinking Water Layout                  | 8             | 2             | 16           | 1             | 8            |
|           | Sewerage system                        | 8             | 2             | 16           | 1             | 8            |
|           | DM water layout                        | 7             | 3             | 21           | 1             | 7            |
|           | Cooling Water system                   | 7             | 3             | 21           | 1             | 7            |
|           | Steam system layout                    | 4             | 3             | 12           | 1             | 4            |
|           | Compressed air layout                  | 4             | 3             | 12           | 1             | 4            |
|           | <b>Sub-Total(C)</b>                    | 100           |               | <b>284</b>   |               | <b>179</b>   |
|           | <b>TOTAL (A+B+C)</b>                   |               |               | <b>787</b>   |               | <b>631</b>   |

## (2) Select Project Alternatives

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- Evaluate Alternatives

- Identify best alternative(s)
- More than one alternative
  - Recognize
  - Allow time
  - Provide flexibility
- Consistent evaluation criteria for analysis and comparison
  - Benefits, investment and timing, working capital, operating/non-operating requirements, business risk/profitability, economic analysis

# Example – Evaluate Alternatives

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- **Technology Alternative 1 (APEX™): Best Choice**
  - Proven technology, with some modification requirement
  - Lower cost
  - Safer
  - More flexible
- **Site Texas: Best Choice**
  - Lower construction cost
  - Lower green-field establishment permits
  - Good resources from Texas regions
  - Efficient layout
  - Preliminary findings suggest minimum impact of wetlands
  - Transportation infrastructure growth in Texas
  - Lower land cost and property taxes

# Example – Evaluate Alternatives

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- **Critical scoping estimating parameters**
  - Process reliability
  - Design concept
  - Emission parameters
  - Effluent characteristics
  - Early commissioning
  - Technology/site cost implications
  - Electrical systems
  - Power generation
  - Service water systems

## (2) Select Project Alternatives

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- **Key Issues**

- Cost vs. Time vs. Expertise
- Alternatives affect both initial cost and downstream costs, including dispute potential
- Economic vs. non-economic decision criteria
- Understand the accuracy of estimates at this phase
- Identify best alternative(s)