

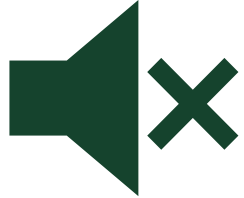
Susquehanna River Bridge Lunch & Learn Series Q1 2025: Building Better Together

How To Submit a Bid in BuildingConnected

February 25, 2025



Housekeeping Items



Your microphone has been muted and will remain so for the duration of this webinar.



Have a question? Submit it using the “Chat” tab located in the sidebar or raise your hand. To turn on chat, select the Chat button



A copy of this presentation will be emailed to all attendees as well as posted on our project website, SRBJV.com

Team Introductions



Nicole Copeland
DBE Compliance Manager



Tim Cook
Director of Procurement



Chuck Wheeler
Procurement Manager



Bobby Shadkam
Estimator



Anne Caprari
DBE Manager

Agenda

Flatiron-Herzog JV Team
and Project Overview



How to Submit a Bid via
BuildingConnected



Questions & Answers





Flatiron-Herzog JV Team and Project Overview

- Flatiron Constructors, Inc. (Flatiron) and Herzog Contracting Corp. (Herzog) have formed the Flatiron-Herzog JV to provide Construction Manager at Risk (CMAR) services for the Amtrak Susquehanna River Rail Bridge Replacement (SRB) Project.
- As a JV, we are combining the resources and expertise of two heavy civil and transportation U.S. contractors known for delivering complex alternative delivery projects through technical expertise, innovative solutions, and collaboration with owners and stakeholders.

Flatiron-Herzog JV: Who We Are

Flatiron has been a leading builder of signature bridges across North America for decades and has a proven partner to public owners for collaborative delivery methods (CMAR, CMGC, Progressive Design-Build, Public Private Partnerships, Design-Build). We have completed or are currently working on 150+ active projects across all markets.

Herzog is a leading U.S.-based railroad construction manager and general contractor who has completed more than \$5.5B worth of contract work in the rail industry for passenger and commuter rail, light rail, streetcar, and freight rail projects over the last ten years.

Project Information

Project Name: Susquehanna River Bridge Project

Location: Havre de Grace & Perryville, Maryland

Client: Amtrak

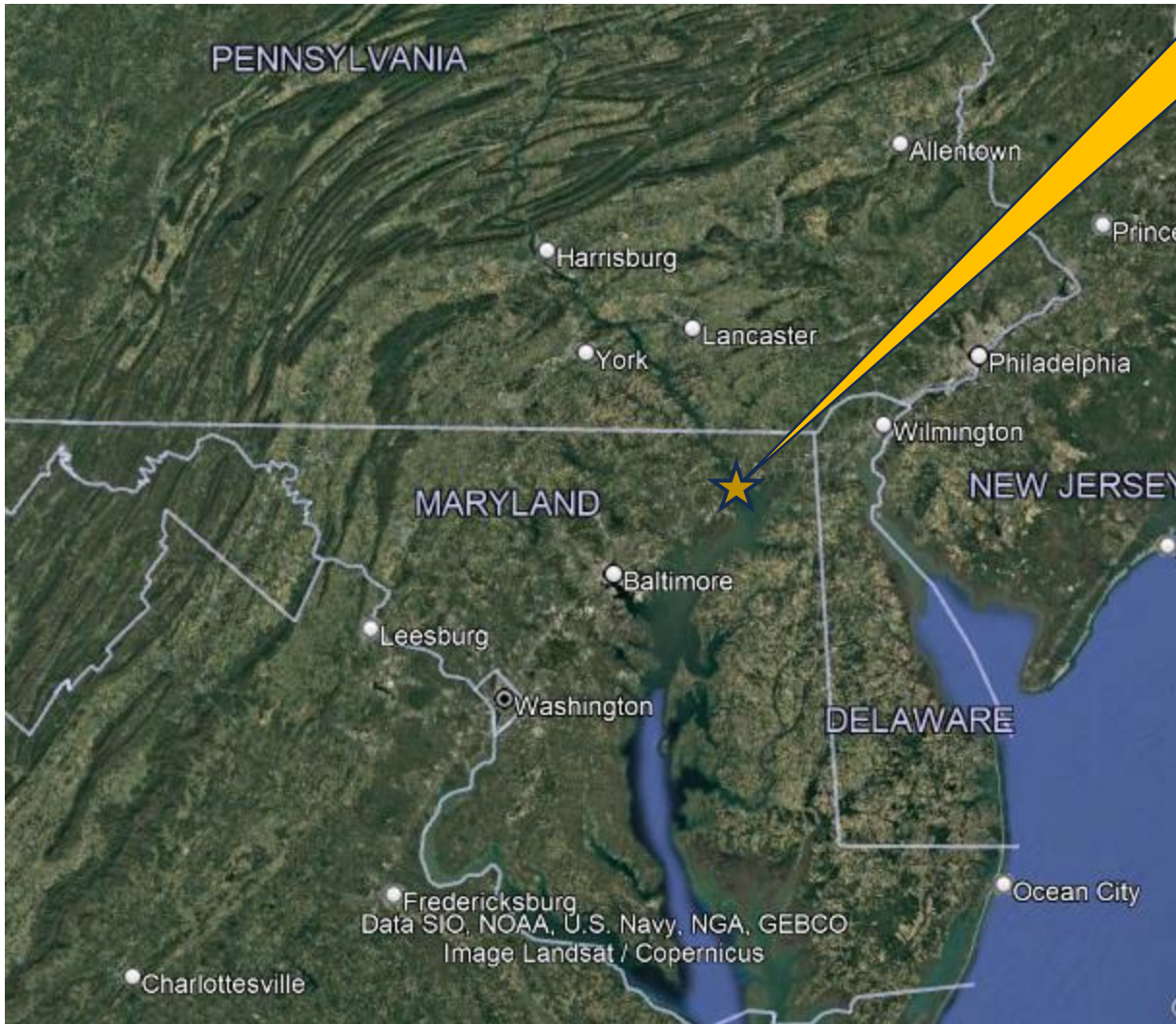
Contract Model: Construction Manager at Risk (CMAR)

- Replace existing two-track moveable bridge with two new two-track fixed high-level bridges
- ~5 miles of new track & systems realignment
- 7 Grade Separation Bridges South of River Bridge
- 113,000 SF or Proposed Retaining Wall
- Extension of 5 Hydraulic/Bridge Culverts
- Demolition of 2 Existing Grade Separation Bridges
- Relocation of existing Historic Perryville Tower
- New Access Drive to IKEA Warehouse
- Ballast Wash Station
- Minor Roadworks at crossings



Project Description

Project Location



Existing bridge was built in 1906

The bridge is owned by Amtrak

Amtrak, Maryland Regional Commuter Rail (MARC), and Norfolk Southern Railway use the bridge

Longest moveable bridge along Amtrak's Northeast Corridor (NEC)

The bridge will be replaced with new twin bridge structures

The project will provide future improvements to capacity, trip time, and safety

The project will also improve the navigation channel for marine users

DBE & SBE Participation



5%

DBE



10%

SBE

Construction Phase (Beginning Q4 2025)

- All DBE certifications are accepted
- Self-certified small businesses are acceptable so long as Amtrak can verify business in a certifying agency listing such as the SBA's SDB, SAM.gov, WBENC, NMSDC, WOSB





Submitting a Bid Via BuildingConnected

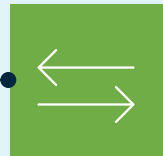
Setting Up An Account

BuildingConnected

Create a free account!



The Project uses the building-connected platform to streamline the bidding process.



It is an easy-to-use medium where information and estimates are exchanged.



It is also where all information needed for The Project (technical drawings, timelines, and location) can be found.



It allows bidders to interact with Contractor and submit proposals.

How to Set Up An Account

BUILDINGCONNECTED
AN AUTODESK.COMPANY

Join BuildingConnected with Autodesk ID

The best builders choose BuildingConnected to make preconstruction easy

Your Email Address

Create with Autodesk ID

[Already have an account?](#)

How to Set Up An Account

Create account

First name Last name

Email ✓

Confirm email ✓

Password


I agree to the [Autodesk Terms of Use](#) and acknowledge the [Privacy Statement](#).

Create account

Already have an account? [Sign in](#)

Your account for everything Autodesk
[Learn more](#)






How to Set Up An Account

 BUILDINGCONNECTED
AN AUTODESK COMPANY

What's the name of your company?

Company Name

TC Constructors

 TC Construction Houston; Houston	1 Employee
 TC Construction McPherson	1 Employee
 Tc Construction Knoxville	1 Employee
 TC Construction Travis County	1 Employee
 Tc Construction LLC Arlington	1 Employee


Don't see your company?

+ Create new company

The best builders choose BuildingConnected to make preconstruction easy

[terms](#) | [privacy](#) | [feedback](#) | [support](#)

How to Set Up An Account

 BUILDINGCONNECTED
AN AUTODESK COMPANY

New company information

What is the name of your company?*

Street address of main office*

United States of America

North Carolina

Work performed/Trades*

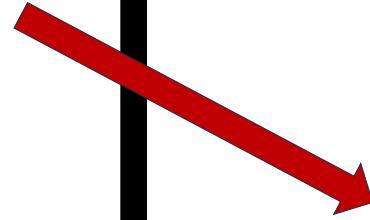
 Adding work performed will supercharge your experience on BuildingConnected


Labor Type

- Union, Non-Union, Prevailing Wages...
- Union**
- Non-Union
- Prevailing Wages
- None


How to Set Up An Account


Company Logo




 BUILDINGCONNECTED
AN AUTODESK COMPANY

Please add a few details to your profile, Tim

Job Title 
Business Executive / CxO

Phone
 United States of America 1

Ext.

Add A Profile Photo 
Upload a photo to encourage your clients and vendors to reach out and follow up with you

[Get Started!](#)

[Back](#)

The best builders choose BuildingConnected to make preconstruction easy

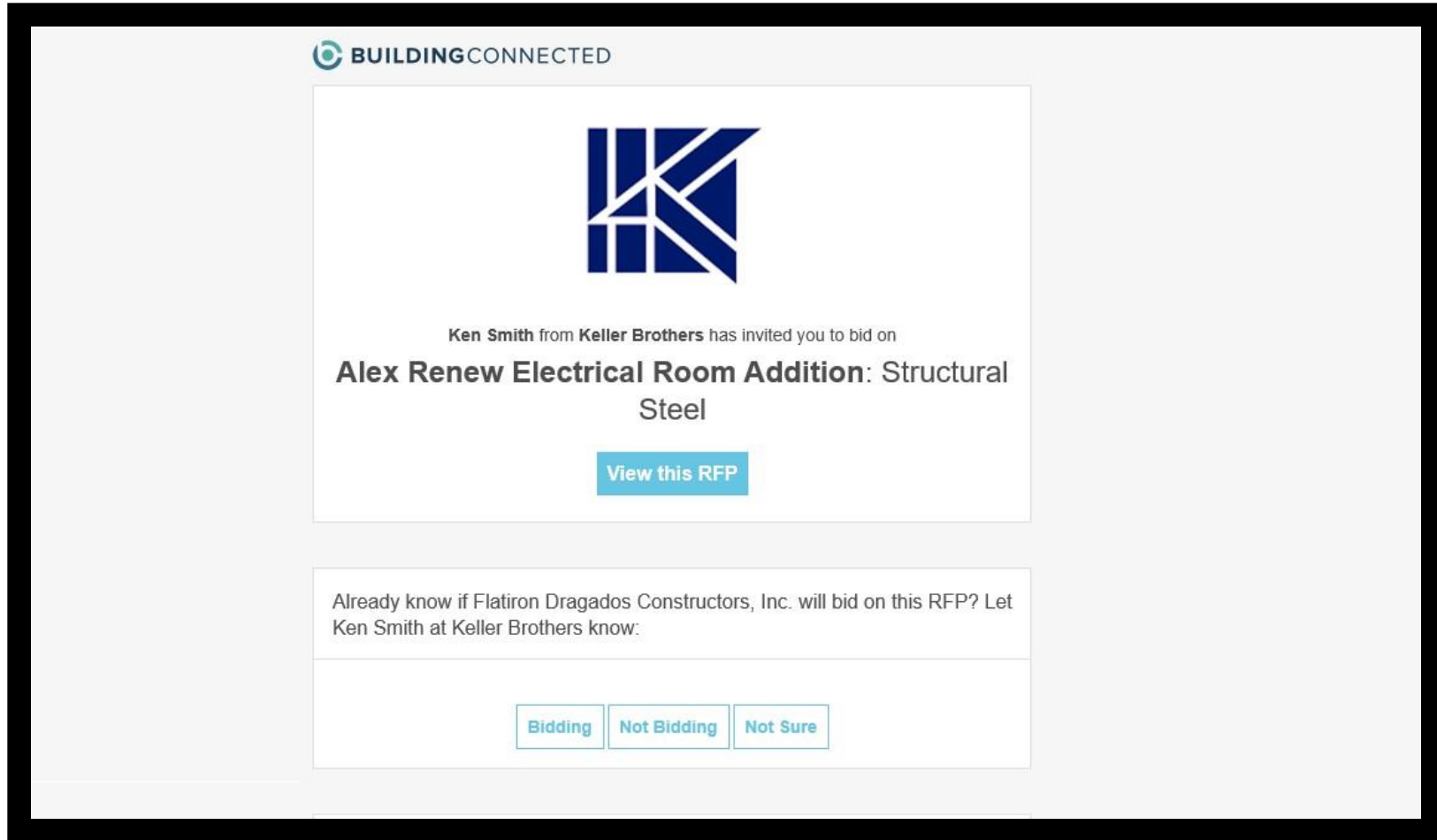
[terms](#) | [privacy](#) | [feedback](#) | [support](#)

How to Set Up An Account


The screenshot displays the Autodesk Construction Cloud interface for the 'Bid Board'. At the top, there is a navigation bar with the Autodesk logo, 'BuildingConnected', and a promotional message: 'Increase your win rate by up to 25% with Bid Board Pro CHECK IT OUT'. The main header area includes a search bar with 'Find' and a '+ Bid Invite' button. Below the header, there are tabs for 'Bid Board', 'Plan Room', 'Calendar', 'Leaderboard', 'Analytics', 'Reports', and 'Settings'. A filter bar shows 'Undecided' (0), 'Accepted' (0), 'Submitted' (0), 'Won' (0), and 'Archived'. A 'Customize Views' button is also present. The main content area is filtered by 'I'm following' and shows a table with columns: Assign, Name, Due Date, Project Size, Location, Comments, Client, Tags, and Action. The table is currently empty, with the message 'All good here' and 'You have no undecided opportunities' centered in the view. At the bottom, there is a link: 'Can't find what you're looking for? Check Archived >'. The interface is framed by a thick black border.

Sample Bid Package Invite & Bid Form

Sample Bid Package Email Invite



BUILDINGCONNECTED



Ken Smith from Keller Brothers has invited you to bid on

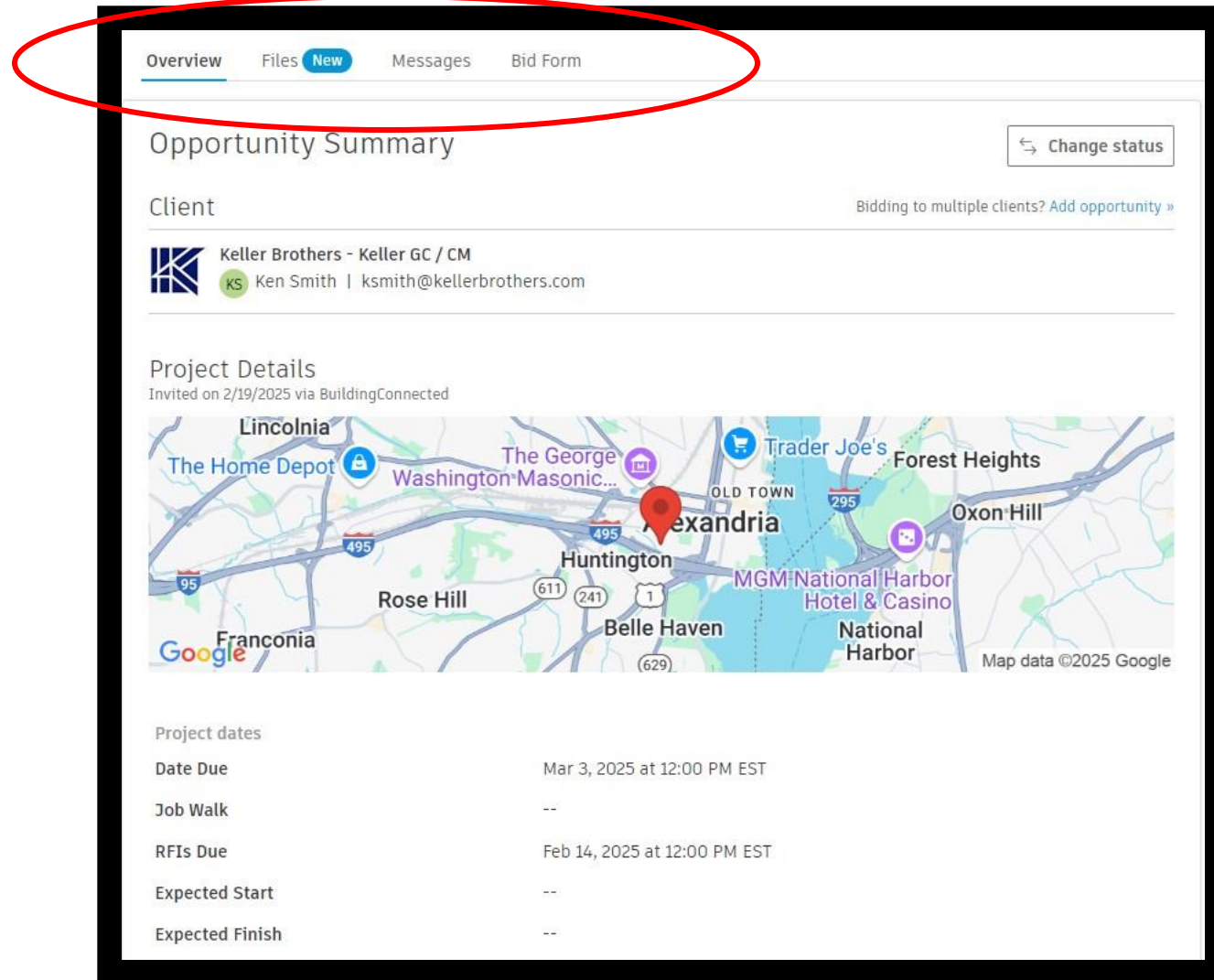
Alex Renew Electrical Room Addition: Structural Steel

[View this RFP](#)

Already know if Flatiron Dragados Constructors, Inc. will bid on this RFP? Let Ken Smith at Keller Brothers know:

[Bidding](#) [Not Bidding](#) [Not Sure](#)

Sample Bid Form Home Page





The screenshot shows a web interface for a bid form. At the top, there are navigation tabs: Overview, Files, New, Messages, and Bid Form. A red circle highlights these tabs. Below the navigation is the 'Opportunity Summary' section, which includes a 'Change status' button. The 'Client' section identifies 'Keller Brothers - Keller GC / CM' and 'Ken Smith | ksmith@kellerbrothers.com'. The 'Project Details' section includes a map of the Alexandria, VA area and a table of project dates.


Overview Files **New** Messages Bid Form

Opportunity Summary [↔ Change status](#)

Client [Bidding to multiple clients? Add opportunity »](#)

 Keller Brothers - Keller GC / CM
 Ken Smith | ksmith@kellerbrothers.com

Project Details
Invited on 2/19/2025 via BuildingConnected



Project dates

Date Due	Mar 3, 2025 at 12:00 PM EST
Job Walk	--
RFIs Due	Feb 14, 2025 at 12:00 PM EST
Expected Start	--
Expected Finish	--

Sample Bid Form: Line Items

Scope-Specific Bid Form Print Preview Edit

Line Items

Description	Quantity	Unit Cost	Total Cost
* Mobilization [Item 1]			\$
* Cleaning of Field Office and Restroom (156'x60' - 13 Plex) in Havre De Grace, MD [Item 2]	108	\$ /month	-
* Cleaning of Field Office and Restroom (96'x60' - 8 Plex) in Perryville, MD [Item 3]	108	x \$ /month	-
* Cleaning of Trailer Restroom (10'x50' Men's & Women's) in Havre De Grace and Perryville, MD [Item 4]	216	x \$ /month	-
* Cleaning of Crew Shack (8'x40' Container) in multiple locations [Item 5]	1,680	x \$ /month	-
* Cleaning of Marine Field Office and Restroom (24'x60') in Perryville, MD [Item 6]	108	x \$ /month	-
* Cleaning of Marine Field Office and Restroom (24'x60') in Delaware [Item 7]	108	x \$ /month	-
* Cleaning of Concrete Batch Plant Office (24'x60') in Perryville, MD (no Restrooms) [Item 8]	108	x \$ /month	-
* Cleaning of Warehouse Office 1 and Restroom (6 Offices, approx. 1,000 sf total) in Perryville, MD [Item 9]	108	x \$ /month	-
* Cleaning of Warehouse Office 2 and Restroom (6 Offices, approx. 1,000 sf total) near Elkton, MD [Item 10]	108	x \$ /month	-
Base Bid			\$0

Sample Bid Form: Annual Escalations

Alternates

Annual Escalation:

* 2026 Price Escalation (Percentage)

input response here

* 2027 Price Escalation (Percentage)

input response here

* 2028 Price Escalation (Percentage)

input response here

* 2029 Price Escalation (Percentage)

input response here

* 2030 Price Escalation (Percentage)

input response here

* 2031 Price Escalation (Percentage)

input response here

* 2032 Price Escalation (Percentage)

input response here

Sample Bid Form: Inclusions

Inclusions

Click edit to add line items

Scope-Specific Information and Unit Costs

Mark "Yes" to all yes/no questions

- * I have read all Standard Scope Specifications included in this Bid Package Yes No
- * I have reviewed all provided facility layouts and acknowledge that the locations and layouts are approximate estimates and subject to change. Yes No
- * I acknowledge that where no facility layout is provided, office space square footage has been estimated in each line item above. Yes No
- * I acknowledge that where no facility layout is provided, restrooms will be assumed as follows: 1 Men's Restroom (2 toilet stalls, 3 urinals, 3 sinks) and 1 Women's Restroom (3 toilet stalls, 2 sinks) Yes No
- * Are you excluding anything in the Scope? (If yes, please attach documents with details.) Yes No

Sample Bid Form: Scope Specific Clarifications

Scope-Specific Clarifications

GENERAL:

Service Provider shall provide prices for the Services that assume receipt of a notice to proceed in calendar year 2025. Cost escalation for Services that are provided in calendar years 2026 through 2032 shall be compensated by adding an escalation percentage to each payment in that calendar year. Service provider shall provide a percentage of escalation for each calendar year in the Alternate Items above. Each year's escalation percentage will be added cumulatively to the base price for the Services and, if applicable, the previous year's escalation. Escalation percentages shall not apply to any items priced on a lump sum basis.

Service Provider shall adhere to any applicable Project Labor Agreement, Collective Bargaining Agreement and all associated documents including those referenced therein.

Service Provider shall provide all supplies, equipment, transportation, and personnel to perform cleaning services at multiple Contractor locations, and shall furnish all consumable materials related to the Services including, but not limited to, toilet paper, hand soap, paper towels, etc.

Service Provider shall provide one (1) onsite Supervisor during each shift.

All Services shall be performed in accordance with applicable published regulatory laws and guidelines, and health and safety policies of Contractor.

Service Provider shall assign a supervisor to meet weekly with Contractor's facility manager to coordinate scheduling, review Services, and discuss any potential property or personnel security issues.

Service Provider shall provide Background Checks and signed Non-Disclosure Agreements (NDAs) for all employees to Contractor prior to employee commencing services on the Project.

Service Provider's employees shall wear uniforms and clearly display required Owner identification badges at all times while on the premises.

Contractor will provide Service Provider with keys and/or digital access key fobs to access Contractor premises. Service Provider shall be responsible for maintaining a continually updated chain of custody log for managing the tracking of all keys/key fobs.

Service Provider shall bear the responsibility for any costs associated with the replacement of lost or damaged keys and digital access key fobs.

Service Provider shall adhere to all Owner requirements for properly equipping vehicles to access Owner right of way including, but not limited to, completing Owner safety training, equipping all personnel with Owner approved Personal Protective Equipment (PPE), and completing Owner badging procedures. Service Provider also hereby acknowledges that some Contractor locations to be serviced may be located in areas requiring All-Wheel Drive to access.

Service Provider will maintain daily checklists including printed name and signature of employee servicing the area. Checklists are to be located on a clipboard adjacent to the front door of each facility and shall be collected and submitted to Contractor weekly via email.

ITEM NO. 01:

Service Provider shall include all costs associated with mobilizations, setups, submittals, deliverables, project meetings, orientations, training, employee badging, preparation, and demobilizations necessary to execute the Services. This lump sum amount shall not exceed five percent (5%) of the total cost of the Services and will be paid in two (2) equal sums on the first two progress payments after billable services begin on the Project.

ITEMS NO. 02-10:

Unit Prices shall include all costs, overhead and profit relating to completion of the Services to be performed. Unit Prices for these items shall be paid on a monthly basis and shall include daily, weekly, bi-weekly, and monthly cleaning services as outlined below.

Sample Bid Form: General Acknowledgements

General Acknowledgments Mark "Yes" to all yes/no questions >

* I have read/reviewed: Instructions to Bidders Form	<input type="radio"/> Yes	<input type="radio"/> No
* I have read/reviewed/submitted: Electronic Vendor Prequalification Questionnaire	<input type="radio"/> Yes	<input type="radio"/> No
* I have read/reviewed: CMAR Cover Contract No. 9510003183 - Executed	<input type="radio"/> Yes	<input type="radio"/> No
* I have read/reviewed: Exhibit A- Scope of Work	<input type="radio"/> Yes	<input type="radio"/> No
* I have read/reviewed: Exhibit D - CMAR General Provisions	<input type="radio"/> Yes	<input type="radio"/> No
* I have read/reviewed: Exhibit E - Supplementary General Provisions	<input type="radio"/> Yes	<input type="radio"/> No
* I have read/reviewed: Exhibit H - Insurance Requirements inclusive of Amtrak Owner Controlled Insurance Program Insurance Manual Susquehanna River Bridge Project	<input type="radio"/> Yes	<input type="radio"/> No
* I have read/reviewed: Exhibit I - Milestones & Liquidated Damages	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Exhibit L - Buy American	<input type="radio"/> Yes	<input type="radio"/> No
* I have read/reviewed: Flatiron-Herzog JV Standard Subcontract/Service Agreement/Material Contract (2024 Edition) (as applicable)	<input type="radio"/> Yes	<input type="radio"/> No
* I have read/reviewed: Special Provision for Project Labor Agreement	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: AMTRAK Form 7- Request for Approval of Subcontractor	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for United Brotherhood of Carpenters and Joiners of America	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for Bricklayers and Allied Craftworkers of Maryland, Virginia and Washington, DC	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for Operative Plasterers and Cement Masons'	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for National Electrical Contractors Association	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for International Association of Bridge, Structural, Ornamental and Reinforcing Iron Workers	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for Metropolitan Area of Philadelphia/Baltimore/Washington Laborers' District Council	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for Regional Council of Carpenters Dock Builders, Pile Drivers and Divers	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for The International Union of Operating Engineers	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for Bridge and Industrial Painting Contractors of Washington,D.C., Maryland, Virginia, and Vicinities	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement - Regional Council of Carpenters	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for Plumbers & Steamfitters of Baltimore, Maryland	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for Commercial Roofing, Waterproofing and Commercial Reroofing	<input type="radio"/> Yes	<input type="radio"/> No
* I have received: Collective Bargaining Agreement for Road Sprinkler Fitters Union Columbia, Maryland	<input type="radio"/> Yes	<input type="radio"/> No

Sample Bid Form: Bond/Fees/Markups Info

Bond Information	
* Bid Guarantee (required by Owner)	<input type="radio"/> Yes <input type="radio"/> No
* Type of Security Provided: 100% Payment & Performance Bond	<input type="radio"/> Yes <input type="radio"/> No
* Type of Security Provided: 100% Supply Bond	<input type="radio"/> Yes <input type="radio"/> No
* Type of Security Provided: Letter of Credit	<input type="radio"/> Yes <input type="radio"/> No
* Type of Security Provided: Parent Guarantee	<input type="radio"/> Yes <input type="radio"/> No
* Type of Security Provided: Other (If "yes," please explain below)	<input type="radio"/> Yes <input type="radio"/> No
Type of Security Provided: Other - Please list type of surety provided if applicable.	<input type="text" value="input response here"/>
* Rate per \$1000 coverage	<input type="text" value="\$"/>
* Bidder's Surety Firm	<input type="text" value="input response here"/>
Bonding Capacity	<input type="text" value="\$"/>
Fees and Markups	
* Sales/ Use Tax	<input type="text" value="\$"/>
* Freight (DDP Jobsite - Incoterms 2010)	<input type="text" value="\$"/>
* Warranty Adder (if necessary) to meet the terms of Owner's contract	<input type="text" value="\$"/>
* Security Cost (Bond for full contract price, Letter of Credit, Etc.)	<input type="text" value="\$"/>
* Bid Guarantee Cost	<input type="text" value="\$"/>

Sample Bid Form: Certifications & Disclaimers

Certifications

- * Please indicate if you have uploaded all applicable **DBE/MBE/SBE/WBE/SWaM/Other certifications**. (Please add all applicable certificates prior to submission of your bid) Yes No
- * Labor - Are you a member of any relevant unions associated with the scope of work for this project? (If yes, please upload all certificates in your Building Connected profile prior to submission.) Yes No
- * Can Bidder meet Insurance requirements as specified in RFP? Yes No
- * Does Bidder have written Quality Assurance program? Yes No
- * Does Bidder have written Safety Program? Yes No
- * Is your Company currently licensed in the State where Project is located? Yes No
- * Is Safety training and orientation included in your proposal? Yes No
- * Are background checks included in your proposal? Yes No
- * Are employee drug testing costs included in your proposal? Yes No
- * Does Bidder Proposal comply with attached Instructions to Bidders? Yes No

Disclaimers and Clarifications

The undersigned agrees, if this bid is accepted, to enter into a contract with Contractor in accordance with the terms and conditions outlined in the attached sample contract for the work described in the Instructions to Bidders and any subsequent addenda. Any and all deviations and/or exceptions taken by bidder to the terms, conditions, plans, specifications, codes, standards or this request for quote shall be clearly stated in writing and included as an attachment to the bid form.

The undersigned acknowledges that the provisions of the Contract between Contractor and Amtrak are incorporated into the proposed contract.

Vendor Prequalification Questionnaire

Vendor Prequalification Questionnaire

PREQUALIFICATION PROCESS

01

Once invited, we will send out a prequalification form through Building Connected messages

02

Bidders must prequalify with us to be eligible for business opportunities

03

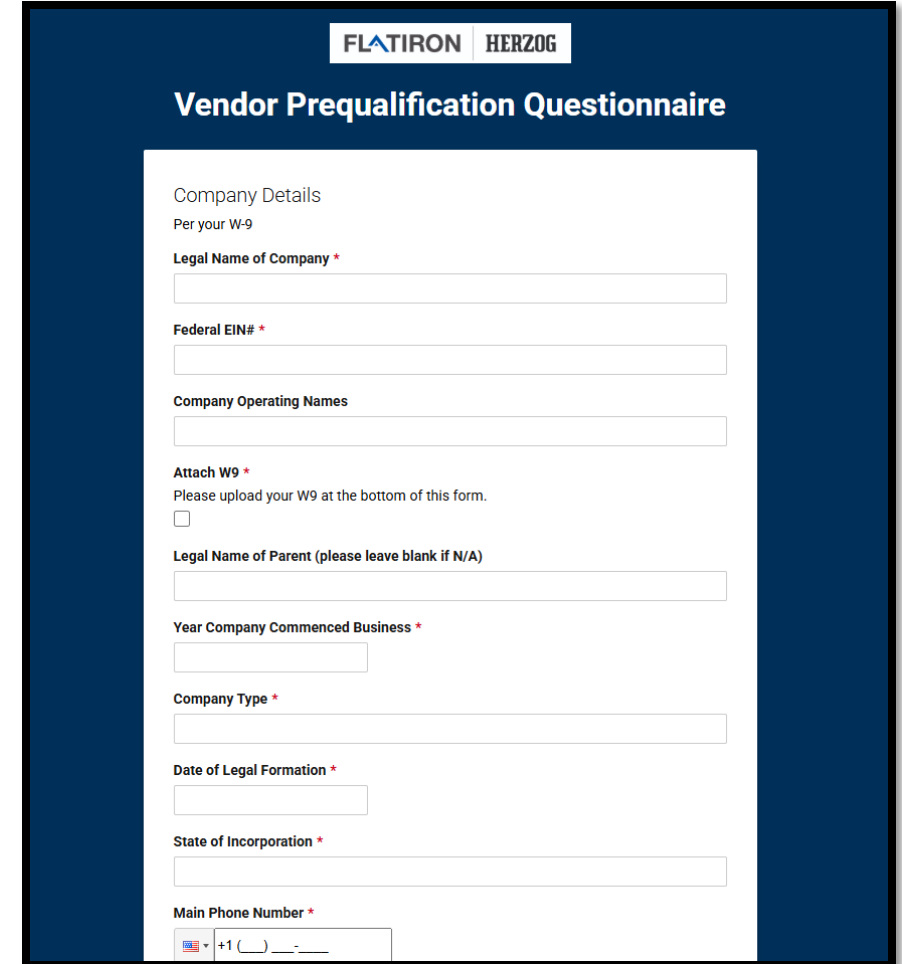
Ensure to fill out our pre-qualification form

<https://app.smartsheet.com/b/form/cbc8aef030f941a6bb33984c26fc5a3e>



How to Use the Prequalification Form

- Not a condition to bid, but required for award
- Prequalification Form does not have a function to save and return to complete.
- Because it requires a lot of information, we recommend printing the form to gather the information prior to beginning to fill out the questionnaire online.
- Required Attachments:
 - W9
 - 3 years of EMR Reports (EMR-Year; Ex. EMR-2024)
 - 3 years of OSHA 300 & 330 Forms (OSHA-Year; Ex. OSHA-2024)
 - Company Safety Policy
 - 3 years of Financial Statements (Financial Statement-Year; Ex. Financial Statement-2024)
 - Sample COI with Endorsements



The screenshot displays the 'Vendor Prequalification Questionnaire' form, which is part of the FLATIRON HERZOG system. The form is titled 'Vendor Prequalification Questionnaire' and includes the following sections and fields:

- Company Details**
 - Per your W-9
 - Legal Name of Company *
 - Federal EIN# *
 - Company Operating Names
- Attach W9 ***
 - Please upload your W9 at the bottom of this form.
 -
- Legal Name of Parent (please leave blank if N/A)
- Year Company Commenced Business *
- Company Type *
- Date of Legal Formation *
- State of Incorporation *
- Main Phone Number * (with a dropdown for country code and a field for the number)

How to Use the Prequalification Form

Information Categories:

- Company Information
- Estimating Contact Information
- Minority/Diversity Classification (if applicable)
- Health And Safety
- Union Information (if applicable)
- Financial Information
- Environmental, Social, and Governance (ESG) (if applicable)
- References
- Banking Information
- Insurance Coverage Information
- Products and Categories Information
- Legal/Compliance/Regulatory

Who to Contact for Questions



BuildingConnected

Chuck Wheeler
cwheeler@flatironcorp.com
443.610.0537

Christopher Kerns
ckerns@srbjv.com
410.961.4269



Vendor Pre-Qual Form

Tim Cook
tcook@flatironcorp.com
704.775.2995



**FLATIRON
HERZOG**

Questions?

