



## Successful RFPs in Construction: Managing the Request for Proposal Process

By Richard Fria

McGraw-Hill Professional. Paperback. Book Condition: New. Paperback. 172 pages. Dimensions: 8.9in. x 7.2in. x 0.6in. The negotiated contract method for RFPs is a rapidly growing trend in construction. Traditionally, RFPs have gone through a competitive bid method meaning that 100 of the design work is done without the input of contractors and with very little real cost information. With the negotiated contract method, only about 10 of the design work is done before a contractor is brought to the table, which means less paperwork and lower up-front costs. There are several advantages to the negotiated contract method: Because only a small part of the design work is done up-front (before a contractor is brought on board), no extensive re-design work has to be done when budget/schedule issues with the design become a factor. A complete team architect/designer and contractor is assembled earlier, making for a much more efficient process and outcome. The RFP process becomes a collaborative effort, rather than a competitive one. There is no other book on the shelf that either focuses specifically on RFPs in the construction industry, or features a step-by-step method for implementing the negotiated contract method. This is a step-by-step guide for managing the RFP...



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