



BlueScope Construction

Pre-Engineered Buildings & Related Services

#013019-BSC

Maturity Date: 03/06/2023

Contract Documents 

Contract Documents

Pre-Engineered Buildings with Related Materials, Site Preparation, Installation & Ancillary Services

Contract #013019-BSC

Effective 03/06/2019 - 03/06/2023

Contract Documentation

 **Request for Proposal (RFP)** (1.77 MB)

 **Contract Forms** (16.05 MB)

 **Contract Acceptance & Award** (54.4 KB)

Competitive Solicitation Documentation

-  **Affidavit of Advertising** (2.38 MB)
-  **Proposal Opening Record Page** (348.22 KB)
-  **Proposal Evaluation** (173.24 KB)
-  **Evaluation Committee Comment & Review** (424.38 KB)
-  **Board Minutes** (189.79 KB)

Become a Member

Simply complete the online application or contact the Membership Team at membership@sourcewell-mn.gov or 877-585-9706.

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eziQC Contracts

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BlueScope Construction

Pre-Engineered Buildings & Related Services

#013019-BSC

Maturity Date: 03/06/2023

Products & Services 

Products & Services

****COVID-19 Update****

Sourcewell contract 013019-BSC gives access to the following types of goods and services:

- Design build & related services
- Site preparation & installation
- Roofing systems
- Butler[®] product line
- Varco Pruden[®] product line
- Lester[®] product line
- Erect-A-Tube product line
- Conventional steel solutions
- Brick & mortar solutions
- Wood framed solutions
- Steel frame pre-engineered buildings

Additional information can be found on the vendor-provided, nongovernment website at:
[sourcewell.bluescopeconstruction.com](https://www.sourcewell.bluescopeconstruction.com)

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FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 013019-BSC

Proposer's full legal name: BlueScope Construction, Inc.

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be March 6, 2019 and will expire on March 6, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

DocuSigned by:
Jeremy Schwartz
C0FD2A139D06489
SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

DocuSigned by:
Chad Coauette
7E4288F817A84CC
SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coauette
(NAME PRINTED OR TYPED)

Awarded on March 6, 2019

Sourcewell Contract # 013019-BSC

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name BLUESCOPE CONSTRUCTION, INC.

Authorized Signatory's Title DIRECTOR GOVERNMENT SERVICES

Brian Aldrich
VENDOR AUTHORIZED SIGNATURE

BRIAN ALDRICH
(NAME PRINTED OR TYPED)

Executed on MARCH 4, 2019

Sourcewell Contract # 013019-BSC

BlueScope Construction 013019-BSC

Pricing for contract #013019-BSC offers Sourcewell participating agencies the following discounts:

BSC provides wholesale pricing to the Sourcewell Member for the various building shell solutions. For further savings:

- 10-15% Discount will be applied against the Butler and Varco Pruden Steel Frame Pre-engineered Building and Roofing Systems Wholesale Price List to establish a Ceiling Price for Sourcewell Members.
- the ceiling price for the Fast and Furious Conventional Steel, Lester Building Systems and Erect-A-Tube solutions will be calculated utilizing the manufacturer price plus a coefficient of 1.10

Site preparation, Installation and Design Build Turnkey Solutions

- A coefficient of 0.95 will be applied against the location-adjusted RS Means price to calculate BSC's ceiling price for this work.

Design build construction delivery

- 15 to 12% overall cost savings

Form C

**EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,
AND SOLUTIONS REQUEST**

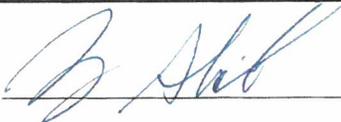


Company Name: BlueScope Construction, Inc

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS

BlueScope Construction does not have any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP.

Proposer's Signature:  Date: January 25, 2019

Sourcewell's clarification on exceptions listed above:



**Contract Award
RFP #013019**



FORM D

Formal Offering of Proposal
(To be completed only by the Proposer)

**PRE-ENGINEERED BUILDINGS WITH RELATED MATERIALS, SITE PREPARATION, INSTALLATION AND
ANCILLARY SERVICES**

In compliance with the Request for Proposal (RFP) for PRE-ENGINEERED BUILDINGS WITH RELATED MATERIALS, SITE PREPARATION, INSTALLATION AND ANCILLARY SERVICES, the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.

Company Name: BlueScope Construction, Inc Date: January 25, 2019

Company Address: 1540 Genessee Street

City: Kansas City State: MO Zip: 64102

CAGE Code/DUNS: 1JQE3/05-290-1469

Contact Person: Brian Aldrich Title: Director, Government Services

Authorized Signature:  Brian Aldrich
(Name printed or typed)

FORM E
CONTRACT ACCEPTANCE AND AWARD



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 013019-BSC

Proposer's full legal name: BlueScope Construction, Inc.

Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all of the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.

The effective date of the Contract will be March 6, 2019 and will expire on March 6, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

Sourcewell Authorized Signatures:

DocuSigned by:

Jeremy Schwartz

COPDZA138D00488

SOURCEWELL DIRECTOR OF OPERATIONS AND
PROCUREMENT/CPO SIGNATURE

Jeremy Schwartz
(NAME PRINTED OR TYPED)

DocuSigned by:

Chad Coquette

7E428BF817A04CC

SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Chad Coquette
(NAME PRINTED OR TYPED)

Awarded on March 6, 2019

Sourcewell Contract # 013019-BSC

Vendor Authorized Signatures:

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name BLUESCOPE CONSTRUCTION, INC.

Authorized Signatory's Title DIRECTOR GOVERNMENT SERVICES

[Signature]

VENDOR AUTHORIZED SIGNATURE

BRIAN ALDRICH

(NAME PRINTED OR TYPED)

Executed on MARCH 4, 2019

Sourcewell Contract # 013019-BSC



Form F

PROPOSER ASSURANCE OF COMPLIANCE

Proposal Affidavit Signature Page

PROPOSER'S AFFIDAVIT

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

[The rest of this page has been left intentionally blank. Signature page below]

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.

Company Name: BlueScope Construction, Inc.

Address: 1540 Genessee Street

City/State/Zip: Kansas City, MO 64102

Telephone Number: 816-245-6000

E-mail Address: ContactUs@bluescopeconstruction.com

Authorized Signature: _____

Authorized Name (printed): Brian Aldrich

Title: Director, Government Services

Date: January 25, 2019

Notarized

Subscribed and sworn to before me this 23rd day of January, 2019

Notary Public in and for the County of Jackson State of Missouri

My commission expires: 07/22/14

Signature: _____

STACEY A. YOUNG
Notary Public-Notary Seal
STATE OF MISSOURI
Commissioned for Jackson County
My Commission Expires: July 14, 2022
ID. #14628905

FORM P: PROPOSER QUESTIONNAIRE

Payment Terms, Warranty, Products/Equipment/Services, Pricing and Delivery, Industry Specific

Payment Terms and Financing Options

1. What are your payment terms (e.g. net 10, net 30)?

BlueScope Construction, Inc. (BSC) payment terms are Net 30 or applicable prompt payment act requirements.

2. Do you provide leasing or financing options, especially those options that schools and government entities may need to use in order to make certain acquisitions?

We have and will team with other Sourcewell vendors such as National Cooperative Leasing to provide leasing and finance options to our Sourcewell members.

3. Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

BSC will work with the Sourcewell Member to identify needs and provide guidance on decisions that can affect design, performance and cost to establish a Scope of Work. BSC will engage our local Builder to determine any special regional or site-specific considerations. These steps ensure all expectations are developed and agreed to in advance, ensuring a quick and easy step into the contract award and execution phases.

All Sourcewell contracts are executed through our main BSC office using our local brand builders as our prime subcontractor for the local execution of work. BSC, as general contractor, teams with our BlueScope Buildings local Builder (either Butler or Varco Pruden) in the role of prime subcontractor. We believe this approach provides the best value: national experience and oversight from BSC and local execution of the work through our local Builder. This is our standard execution model, detailed in Form A. Our internal Finance Department maintains all accounting services roles and responsibilities for each and every project including the reporting and payment of Sourcewell fees accurately and in a timely fashion providing quarterly sales Sourcewell desires. BSC is Sourcewell's single source for contact with execution of work locally, utilizing our national network of over 2,200 qualified Butler, Varco Pruden and Lester builders (dealerships).

4. Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

BSC accepts the P-card procurement and payment process subject to modification as a result of fees imposed by the individual P-card requirements for specific aspects of our offering such as material only sales. Due to the nature of design-build construction, utilization of the P-card should be identified upfront during the contract scope

Warranty

5. Describe, in detail, your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions.

BSC provides the industry standard, one-year construction warranty against defects in materials and workmanship when we also provide the installation. Additional extended warranties are often granted by vendors/subcontractors, including Butler, Varco Pruden (VP), Lester and many HVAC and other product suppliers. Extended warranties offered by Butler and VP are processed by BSC. Extended warranties for other

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products are processed directly with the vendor/manufacturer of the product. Please refer to the Butler, VP, Lester and Erect-A-Tube Warranty Guides in the Appendix for detailed information on those products.

a) **Do all warranties cover all products, parts and labor?**

The BSC one-year construction warranty covers all product, parts and labor for the entire facility. There are additional manufacturer's warranties specific to each product. For example, an HVAC supplier will offer a standard manufacturer's warranty for supplied products which typically exceeds the one-year construction warranty. BlueScope Construction will supply copies of these warranties to Sourcewell Members and will assist in facilitating local response and enforcement of said warranties. These warranties typically cover all products parts and labor, protecting the Sourcewell Member's investment.

Butler

The standard 3-year warranty against material and workmanship defects for all manufactured products is automatically provided. Metal paint finishes on BlueScope product are warranted to 25 years. Additional extended warranties for items such as weather-tightness can be provided up to 25 years. Specific warranty programs are based on the Sourcewell Member's needs.

Varco Pruden

The standard 3-year warranty against material and workmanship defects for all manufactured products is automatically provided. Metal paint finishes on BlueScope product are warranted to 25 years. Additional extended warranties for items such as weather-tightness can be provided up to 25 years. Specific warranty programs are based on the Sourcewell Member's needs.

Lester Building Systems (LBS) Products

The lifetime warranty against structural failure is combined with the 50-year warranty for preservative-treated materials. The steel panel paint system is warranted up to 40 years. Please refer to LBS warranty for specifics.

Erect-A-Tube, Inc.

The Erect-A-Tube warranty states all materials of its own manufacture are free from defects in materials and workmanship. In addition, a "pass-through" warranty exists for items purchased from other manufacturers, such as windows, entry doors, fasteners, motors, contactors, gearboxes and push button controls—many of these are warranted for 25-35 years. Secondary framing, panels and trims, although supplied by Erect-A-Tube, also are supported by "pass-through" warranties. Please refer to EAT warranty for specifics.

b) **Do your warranties impose usage restrictions or other limitations that adversely affect coverage?**

Other than corrosive environment activities, there are no usage restrictions. All warranties are subject to industry-standard exclusions contained in the manufacturer's warranty document. Please refer to the attached warranties.

c) **Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?**

Yes, under the BSC one-year construction warranty, technicians travel time and mileage to perform warranty repairs is covered.

d) **Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?**

BSC does not have a geographic limitations region within the United States and its territories or Canada where we install a facility that we would not provide the construction warranty. For warranty service in any region, Sourcewell Members can simply contact BSC for an immediate response.

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e) **Will you cover warranty service for items made by other manufacturers that are a part of your proposal, or are these warranties issues typically passed onto the original equipment manufacturer?**
All warranty service items shall be performed by the original manufacturer as a pass through. BSC will also act as the liaison to ensure the that Sourcewell Member is satisfied with the appropriate level of service.

f) **What are your proposed return and exchange programs?**

Unlike manufactured goods provided in the majority of the Sourcewell offerings to its numerous Members, design-build construction and renovations are customer-specific goods and services which cannot be returned and placed back onto a shelf. Due to the collaborative design-build process changes and/or problems are caught prior to delivery and installation, we respectfully do not incur return or exchanges. Sourcewell Members receive the facility they expect.

6. **Describe any service contract options for the items included in your proposal.**

Due to the nature of design-build construction and renovation specific to each Sourcewell Member's unique solution, we do not have a blanket listing of service contract options. As we work through the collaborative design-build solution, we identify any elements or appurtenances which require service contract and offer those specific services for the Member's choice.

Pricing, Delivery, Audits and Administration Fee

7. **Provide a general narrative description of the equipment/products and related services you are offering in your proposal.**

BSC provides a broad range of design-build turnkey services, structural building types and renovation solutions for any facility type the Sourcewell Member may require fully described in Form A. To provide Sourcewell Members with this broad range of solutions, we employ several systems to develop competitive, accurate, best value pricing specific to each Sourcewell Member's facility needs. We are offering the following construction and renovation solutions and related services:

- **Construction and Renovation Solutions Offering**

- Traditional brick and mortar construction solutions
- Concrete and Tilt-wall construction solutions
- Structural Steel construction solutions
- Wood frame construction solutions

- **Equipment/Product Offering**

- Butler® Steel Frame Pre-engineered Building, Roofing Systems and complete product line.
- Varco Pruden® Steel Frame Pre-engineered Buildings, Roofing Systems and complete product line.
- Post Frame (wood) Lester® Pre-engineered Building Systems: Post Frame (wood) Structure and complete product line.
- Conventional and Hybrid Butler® and Varco Pruden® Steel Framed Building Solutions.
- Erect-A-Tube aircraft T-hangar solutions of custom pre-engineered steel hangars and hangar doors.

- **Ancillary Services.** BlueScope's Ancillary Services are defined as any and all design and entitlement processes necessary for the successful completion of a design-build turnkey project. These include but are not limited to all engineering design disciplines, site/infrastructure, mechanical, electrical, plumbing, fire suppression, geotechnical investigations, analysis of in situ soils conditions, foundation system and paving recommendations, landscaping, utility and storm water and site drainage designs. These services also include entitlement process requirements including zoning, development plan, platting and local government

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approval process management, plus the Architectural design services necessary for the successful completion of all building systems and finishes.

- **Site Preparation and Installation.** While some customers may only want BSC to furnish the pre-engineered building (i.e., the structural shell) materials, most customers want BSC to provide any and all associated design-build construction and/or renovation services necessary to complete the design-build turnkey facility. Site Preparation and Installation fulfills the Sourcewell Member's needs to receive a full installed product offering.

8. **Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail).**

The pricing for our offering is a transparent, collaborative process for the Sourcewell Member. The Member is always involved in the scope development and finalization of the current price for each project and is aware of both throughout the process.

Due to the vast number of variables such as: Sourcewell Members' numerous specific facility needs, facility shapes and sizes, colors, function, design criteria, local codes, local conditions, local infrastructure, project requirements, etc. and the nature of the design-build collaborative process of achieving the three primary customer benefits of saving time and money while ensuring a quality project cannot be summarized in a "price list". BSC has incorporated the industry standard, two price model, ensuring the Sourcewell Member receives a best value price which is competitive while allowing the Sourcewell Member to determine price reasonableness.

Our pricing model is broken down into two elements; the Ceiling Price and the Firm Fixed Price. Under this section, we shall succinctly define both price elements and provide an example so that Sourcewell Members can understand our design-build solution and associated pricing necessary for determining price reasonableness.

The Ceiling Price

Our Ceiling Price is established using a mix of our proprietary product pricing software for the building shell and the industry standard RS Means pricing database.

Computerized material pricing systems: Pre-engineered Structural Steel Shell

BSC uses computerized pricing systems to calculate the price for a pre-engineered structural shell (primary and secondary frame members, bracing and paneling). These systems provide computerized pricing for an exceptionally wide variety of pre-engineered building systems. The materials needed for the structural shell for many variations of single-story commercial, industrial and community buildings can be fully priced using these computerized pricing systems. The systems utilized to price the various pre-engineered buildings are:

- **Butler Advantage**—Butler® Steel Frame Pre-engineered Building and Roofing Systems. BSC is the sister company of Butler Manufacturing and enjoys significant pricing discounts. As such, we offer this building system to the Sourcewell Member as a [factory-direct purchase](#) saving time and money, ensuring the necessary quality while allowing the customer to avoid the double markup. This unique market offering allows us to provide a range of 10% to 15% discount off the MSRP or Book price of the building shell, based upon the product solution.
- **VP Command**—Varco Pruden® Steel Frame Pre-engineered Buildings and Roofing Systems. BSC is the sister company of Varco Pruden and enjoys significant pricing discounts. As such, we offer this building system to the Sourcewell Member as a [factory-direct purchase](#) saving time and money, ensuring the

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necessary quality while allowing the customer to avoid the double markup. This unique market offering allows us to provide a range of 10% to 15% discount off the MSRP or Book price of the building shell, based upon the mix of product necessary for the customer's desired needs.

- *Fast and Furious* - Conventional and Hybrid Butler® and Varco Pruden® Steel Frame Members and Components. This solution incorporates conventional steel and/or our hybrid steel solutions, a combination of conventional and our brand solution, as a direct purchase with the very same benefits described above in this section.
- *Lester Improv™* - Post Frame (Wood) Lester® Pre-engineered Building Systems Pricing System. BSC is a licensed Lester dealer offering wood frame and overhead door solutions. BSC shall receive dealer pricing from Lester. The ceiling price shall be calculated using the Lester dealer pricing plus a coefficient of 1.10.
- *Erect-A-Tube* - BSC is an exclusive marketing partner of Erect-A-Tube and is able to offer their proven designs of aircraft hangars and doors systems under this design-build turnkey solution. BSC shall receive special pricing from Erect-A-Tube. The ceiling price shall be calculated using the Erect-A-Tube dealer pricing plus a coefficient of 1.10.

These computerized pricing systems are used in our commercial practices to calculate wholesale/distributor level pricing. Pricing is updated periodically, and new versions are issued when pricing or other changes occur. In most cases, the software is typically updated 2-3 times per year. Versions of these programs are included as our price list in the electronic RFP response as requested.

Ceiling Price for Site Preparation, Installation, and Design-Build Turnkey Solutions

While some customers may only want BSC to furnish the pre-engineered building materials, most customers want BSC to provide all the associated design, construction and renovations services necessary to furnish and complete a turnkey facility.

For these services as described above in Question 7, BSC utilizes RS Means Online Square Foot Costs. This online pricing/estimating tool is a database service where users input building requirements and the pricing is returned. This process protects RS Means pricing to ensure it cannot be manipulated in determining price reasonableness. It will be used to generate a design-build "base" ceiling price for the specific facility need. We are providing a CD of this database for the price list requested in the RFP. BlueScope Construction, however, utilizes the on-line service which is updated quarterly.

RSMeans data
from GORDIAN™

PROLOG ▶
winest
WinEstimator, Inc.

BSC will use the RS Means pricing data as follows:

- Since many, if not most, government projects are done under prevailing wage conditions, the "prevailing wage" unit prices and/or adjustments will be used per the Sourcewell Member's needs.
- All RS Means prices will be adjusted to the actual location of the project using the RS Means adjustment factors. A multiplier of 0.95 will be applied against the location-adjusted RS Means price to calculate BSC's ceiling price.
- The RS Means pricing for the structural shell will be replaced with discounted MSRP structural shell price calculated as noted above.

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Firm Fixed Price

This ceiling price establishes the maximum price for any desired facility a Sourcewell Member may require utilizing industry pricing standards. This process is utilized by both commercial and government agencies. We work closely with the Sourcewell Member to generate a specific scope, utilize our local network builder and their local team: Architectural and Engineering design teams, vendors, suppliers and subcontractors. This team will work with BlueScope and the Sourcewell Member to provide a firm fixed price proposal and that price will be **below** the Ceiling Price described above. This firm fixed price is a best value solution resulting from the collaborative effort with the Sourcewell Member. As such, our Sourcewell Members avoid the usual number of change orders as they've been fully engaged throughout this process.

PRICING MODEL / MSRP DISCOUNT

Ceiling Price RS Means with	\$1,603,503.33
Discounted Shell Price	Discounted MSRP pricing for building shell with discount plus RS Means pricing with 0.95 multiplier for remainder of scope to establish price reasonableness
Firm Fixed -	\$1,460,422.00
Best Value Price	Discounted MSRP pricing for building shell plus local market pricing for remainder of scope

CUSTOMER-DRIVEN SCOPE & PRICING

Refer to East Brunswick Aquatic Center project pricing example in Appendix.

- Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents a 50% discount from the MSRP or your published list.

Structural System Pricing

As detailed above in question number 8, BSC provides wholesale pricing to the Sourcewell Member for the various building shell solutions. For further savings:

- A discount range of 10% to 15% will be applied against the Butler and Varco Pruden Steel Frame Pre-engineered Building and Roofing Systems Wholesale Price List to establish a Ceiling Price for Sourcewell Members.
- The Ceiling Price for the Fast and Furious Conventional Steel, Lester Building Systems and Erect-A-Tube solutions will be calculated utilizing the manufacturer price plus a coefficient of 1.10

Site Preparation, Installation, and Design-Build Turnkey Solutions

A coefficient of 0.95 will be applied against the location-adjusted RS Means price to calculate BSC's ceiling price for this work.

Design-build Construction Delivery Savings

Sourcewell Members who have lived through the traditional design-bid-build model only to realize that they cannot get their facility needs fulfilled because of the lengthy, expensive process of soliciting design firms. We have Sourcewell Members come to us because they have utilized the traditional Design-Bid-Build process only to learn after several months of two or more rounds of bidding, that they cannot get anyone award a contract because the design and/or bids are above their budgets.

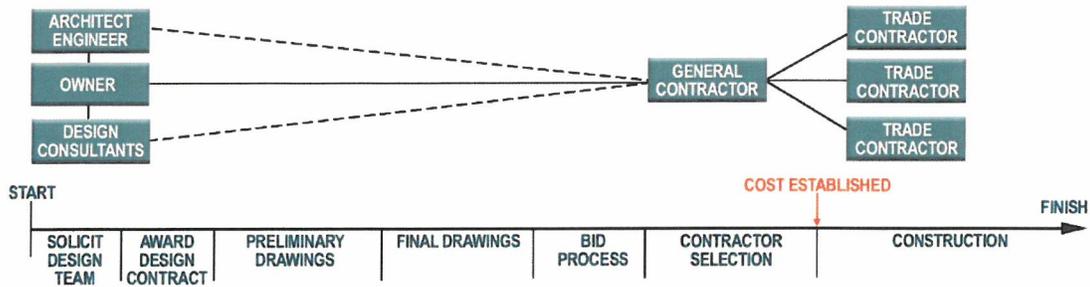
The design-build process with BlueScope Construction is a single sourced delivery method including both design and construction under one contract. BlueScope Construction collaborates with the Sourcewell Member, the local team of design disciplines, subcontractors and vendors to provide a best value solution for member's needs. Our team saves the Sourcewell Members time, money, and unwanted risk as they remain in control of the cost early on in project development and throughout the entire process.

Sourcewell Members tell us that our Design Build, turnkey solution utilizing local BlueScope brand builders over the traditional Design – Bid – Build contract method results a in time savings of several months and up to an additional 15% to 12% overall cost savings

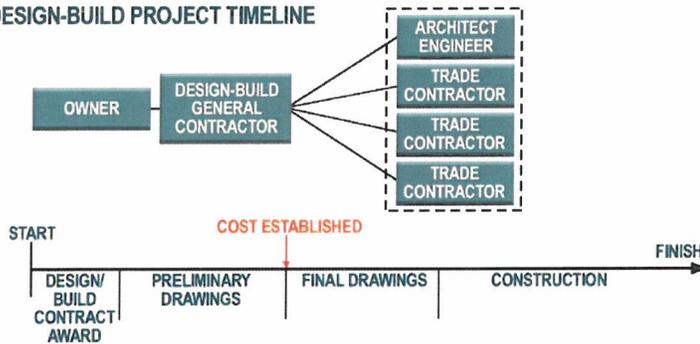
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Design-Build Savings over the Traditional Design-Bid-Build Method

DESIGN-BID-BUILD PROJECT TIMELINE



DESIGN-BUILD PROJECT TIMELINE



10. The pricing offer in this proposal is

- a. the same as the Proposer typically offers to an individual municipality, university, or school district.
- b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
- d. other than what the Proposer typically offers (please describe).

This offer is significantly lower than pricing we would provide state and local government, education and non-profits under our commercial practices. Additionally, we do not have any relationships with other cooperative procurement organizations or state purchasing departments. We have a GSA Contract for Federal Government agencies which does not apply to the same market segments currently offered by Sourcewell.

11. Describe any quantity or volume discounts or rebate programs that you offer.

In addition to the discounts described previously, BSC has developed a building standardized program as an additional benefit to Sourcewell Members. The standardized building program offers an additional 6-8% discount over a single building purchase through elimination of repetitive design costs, engineering and detailing for identical buildings. Variations to the building features such as electrical, plumbing, non-bearing walls, sidewalks, parking areas, etc. that do not affect the structural design of the building can be added to the building

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standardization program scope and can be individually quoted without affecting lead times. BSC does not offer volume rebate programs. However, BSC offers a Standardized Building Program for Sourcewell Members that procure an identical building for multiple locations. It has been a cost savings that we've provided to other entities in the past and will promote to Sourcewell Members. One such example is our work with a state agency and Sourcewell Member. We have provided standardized pricing for multiple building types throughout the state for a total of 27 buildings resulting in significant cost savings.

- 12. Propose a method of facilitating “sourced” products or related services, which may be referred to as “open market” items or “nonstandard options”. For example, you may supply such items “at cost” or “at cost plus a percentage,” or you may supply a quote for each such request.**

Any such items will be identified and itemized to the Sourcewell Member and priced on a Cost Plus a percentage basis. The actual quantity of services provided by BSC on a particular project or order will depend entirely upon the extent of services desired by the Sourcewell Member and the complexity of the project. Sourcewell Members may desire to include a multitude of other options and accessories within our design-build solutions tailored to each Sourcewell Member. In such cases, BSC will obtain current, local prices for the building, ancillary services, site preparation, and installation necessary for facility completion.

- 13. Identify any total cost of acquisition costs that are NOT included in the pricing submitted with your response. For example, list costs for items like installation, set up, mandatory training, or initial inspection. Identify any parties that impose such costs and their relationship to Proposer.**

There are no acquisition costs which are not included in our detailed firm fixed pricing. As discussed above in the answer to question number 7, the Sourcewell Member is provided detailed pricing and we do not subject Sourcewell Members to hidden costs.

- 14. If travel expense, delivery or shipping is an additional cost to the Sourcewell member, describe in detail the complete travel expense, shipping and delivery program.**

Our domestic building shell freight is quoted at the time of the Firm Fixed Pricing.

BSC buildings are custom designed and manufactured for each project and as such are not able to be returned. If a portion of the building was not shipped or was damaged in shipping, BSC will remedy the situation at no additional cost to the Sourcewell Member.

- 15. Specifically describe those travel expenses, shipping and delivery programs for Alaska, Hawaii, Canada and any off-shore delivery.**

Off-shore delivery will follow the same pricing procedure as answered above. There will be some variation in shipping methods due to off-shore destinations.

- 16. Describe any unique distribution and/or delivery methods or options offered in your proposal.**

BlueScope's unique offering saves the Sourcewell Member time and money while ensuring they receive the quality facility they desire. Unlike anyone else in the industry, we are both the manufacturer and General Contractor which executes work at the local level through a national network of over 2,200 authorized, licensed brand builders strategically aligned to our BlueScope North American enterprise. The benefit to the Sourcewell Member is they get national contractor purchasing power, a factory-direct discounted purchasing on the BlueScope building components, but a local execution and presence before, during and after construction.

As contractor and manufacturer, we offer a unique sourcing and delivery method that is unmatched in the market. This single-source solution eliminates finger-pointing and blame between construction / designer / manufacturer / trades. We have utilized this execution tool successfully for our first three and one-half years on our current Sourcewell contract. For over 25 years as a supplier via the GSA Contract, we have successfully

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executed over 1,100 design-build turnkey projects for over forty different agencies without litigation, termination or liquidated damages.

17. Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.

The verification process/policy ensuring proposal pricing, quarterly fee payments and necessary reporting are in compliance with the Sourcewell Contract is described as follows:

• **Pricing**

- Once the Sourcewell Member's expectations and due diligence as described above are completed, the BSC Brand Material estimator teams with the BSC Construction Project Manager to finalize the necessary scope of work, including the incorporation of the required loads and codes, delivery costs, and other requirements. The Ceiling Pricing estimate is completed using the applicable pricing tools/software generating the pricing summary document and a scope of work letter for the specific priced materials.
- When Firm Fixed Pricing proposal is completed, all material proposal information is given to the Engineering Manager for verification of scope and that all material and engineering are priced according to the Sourcewell contract requirements.
- The Ceiling Price, the Final Fixed Price and supporting proposal documents are filed for future access ready for an audit.
- **Award.** As described above, there is a due diligence period when BSC and the Sourcewell Member work together to establish all scope requirements including contract terms. Prior to award, a final internal review is conducted by the BSC execution team, including the legal review of the contact documents. Each division: engineering, execution, accounting and legal will make a final review to ensure all requirements are included. Such examples are contract terms, scope, freight costs, taxes, fees, contractor licenses, bonding, insurance, the Sourcewell fee, etc.
- **Execution.** The BSC Project Manager is responsible for the execution portion of the project with the Sourcewell Member. In addition to having all responsibility of the progress of work, the BSC Project Manager facilitates the actions of our internal team: accounting, engineering, manufacturing, legal, etc. The BSC Project Manager will process the Progress Payment Applications to the Sourcewell Member pursuant to the Sourcewell Contract terms. In addition, BSC's internal accounting and legal departments will have additional oversight through BSC's existing processes.
- **Payments.** BSC Project Manager will process all Progress Payment Applications and invoicing to the Sourcewell Member pursuant to the Sourcewell Contract terms. Each approved Progress Payment Application and invoice will be filed for future audit. The actual oversight of any and all payments, including fees, taxes, licenses and the Sourcewell quarterly fee payments per the Sourcewell agreement terms will be by BlueScope Financial Group. Quarterly fee payments are accompanied by the appropriate Sourcewell documentation. The BlueScope Financial Group will reconcile and close out the project, creating an audit document that will be on file for use in a future audit.

18. Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the even that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

We will continue our Sourcewell contract fee of 2%.

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Industry Specific Items

19. Specifically describe any manufacturing processes or material specification-related attributes (wind speed or snow-load specifications) that differentiate your offering from your competitors.

Besides achieving IAS472 accreditation in all plants, BlueScope Buildings brands of Varco Pruden and Butler have obtained many attributes that separate us from our competitors. For instance, BlueScope roofs can meet all Factory Mutual requirements for windstorm classifications 1-60, 1-90 and 1-120. In fact, when the Hurricane Test Laboratory in Riviera Beach, Florida, built their new testing facility, they specified a BlueScope Building roof. And, during hurricane Katrina in the New Orleans area, the Saints football practice facility (a BlueScope Building) had survived the storm safely and utilized as a headquarters for military emergency rescue personnel.

Although we can't guarantee that all our facilities will survive hurricanes undamaged, the Butler Research Center has specific wind uplift testing equipment to ensure our roofs can survive 120 mph winds meeting all FM, Corps of Engineers, Underwriters Laboratories, and ASTM E 1592 standards. It also tests BlueScope products for load capacity, sulfur dioxide resistance, thermal performance, exterior exposure and even dew cycle weathering. This additional testing on our products ensures that we can stand behind our 20-and 25-year warranties—our buildings are designed and built to last.

BlueScope uses the latest building modeling software that is downloaded to robotic plasma fabrication equipment. This technology ensures efficiency and accuracy from estimation to fabrication, even with the most complex structural designs.



Our standard paint finishes consist of a full strength 70% Kynar 500® or Hylar 5000® PVDF resin-base fluoropolymer finish. This system resists the chalking and fading that often leaves a metal building looking drab and dated. Our 25-year warranty guarantees that, on BlueScope roof and wall panel standard colors, chalking will not exceed a rating of #8 and fading will not exceed 5ΔE color difference units. The warranty also covers peeling, cracks or chipping of the paint finish. This is one of the best warranties in the business—a full 25 years with no prorating. A testament to our high-performance standards.

"Batch Processing" unique to BlueScope manufacturing combines matching structural materials during fabrication from multiple sale orders which improves production throughput and lowers costs, saving additional monies for Sourcewell Members.

Cold-formed secondaries are coated with a galvanized G-30 acrylic coated finish. This special coating has better corrosion-control resistance and results in a more attractive appearance.



Our safety standards have allowed us to achieve one of the lowest OSHA injury rates in the business. These safety practices have also resulted in increased efficiencies at our plants and results in keeping costs down for our Sourcewell Members.

20. What types of applications could our members use your solutions for?

BlueScope Buildings have been utilized for a multitude of facilities. Here are some typical applications.

- Office and headquarters buildings
- Maintenance facilities
- Agricultural facilities
- Commodity / Bulk Storage
- Dormitories
- Staff housing
- Police Stations
- Fire Stations
- Evidence storage
- Sally ports

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Response to SOURCEWELL RFP
Pre-Engineered Buildings, Installation & Ancillary Services

- Community centers
- Sports facilities and support buildings
- Homeless shelters
- Prison buildings / correctional facilities
- Shops and manufacturing
- Garage
- Vehicle maintenance
- Fitness centers
- Equestrian facilities
- Performing arts and amphitheaters
- Laboratories
- Storage/Warehouse
- Livestock facilities
- Fairgrounds
- Visitor centers
- Natatoriums and aquatic facilities
- Ice rinks
- Transfer station, refuse & recycling
- Community kitchens
- Waste water/water treatment facilities
- Museums
- Youth/recreational facilities
- National Guard armories, buildings
- Canopies
- Vehicle wash facilities
- Training facilities and classrooms
- Practice facilities
- Animal shelters / kennels
- Schools and gymnasiums
- Aircraft hangars and door systems
- Auditoriums/Multi-purpose buildings
- Transportation terminals
- Computer data centers
- Day-care center
- Observation towers
- Civil defense facilities
- Storm shelters
- Emergency operation centers
- Fusion centers
- Public facilities
- Guard shacks
- Park and campground facilities
- Marinas
- Retail stores / shops
- Strip center / shopping facilities
- Fueling islands
- Boat storage
- Self-storage
- Cold storage
- Distribution centers
- Nature centers / arboretums
- Observatories / planetariums
- Firearm ranges / training facilities
- Skate parks / playgrounds
- Community health centers
- Libraries
- Churches and other religious facilities
- Medical and assisted care facilities
- Vehicle storage
- DOT Bulk Storage
- Concession stands
- Park Shelters and Canopies
- Tennis facilities
- Renovations and additions
- Historic renovations and restorations
- Re-roofing & re-skin of facilities

Because of the scope of our offering, the building types are virtually unlimited.



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21. What unique attributes do your offered solutions contain? What makes your proposed solutions unique in your industry as it related to Sourcewell Members?

Please refer to our industry-unique distribution and manufacturing standards explained above (in questions 16 & 19) for solutions to benefit the Sourcewell Member.

We created the Pre-Engineered Building Design-Build Turnkey solution on the GSA Schedule and have pioneered this solution for purchasing cooperatives through the Sourcewell Contract. We have unique experience in providing design-build solutions to government agencies, education and non-profits. We help Sourcewell Members utilize this type of procurement in their agencies, showing them how it saves them time and money in construction and finally gets them the quality facilities they need.

Our top builder networks of over 2,100 BlueScope Builders gives us complete coverage of the United States and Canada as well as US territories such as Puerto Rico and the Virgin Islands. We have successfully completed projects in all these locations and not only does this ensure the facilities will be built by local companies, it also ensures that there will be local help in case of any service needs after the facility is complete.

We believe our offering is one of the most diverse you'll see—everything from aircraft T-hangars and wood-framed buildings to multi-story facilities via our BlueScope Conventional Steel Services option. We will be able to provide nearly any type of facility any Sourcewell Member would desire.

22. Does your company hold an International Accreditation Service (IAS) accreditation or similar accreditation from a program that supports metal building systems? (AC472, AC743, AC478)

Yes, all BlueScope Buildings plants and engineering offices have obtained AC472 accreditation. The IAS accreditation program recognizes manufacturers who design and fabricate safe, high-quality structures and assures quality and consistency in metal building manufacturing.

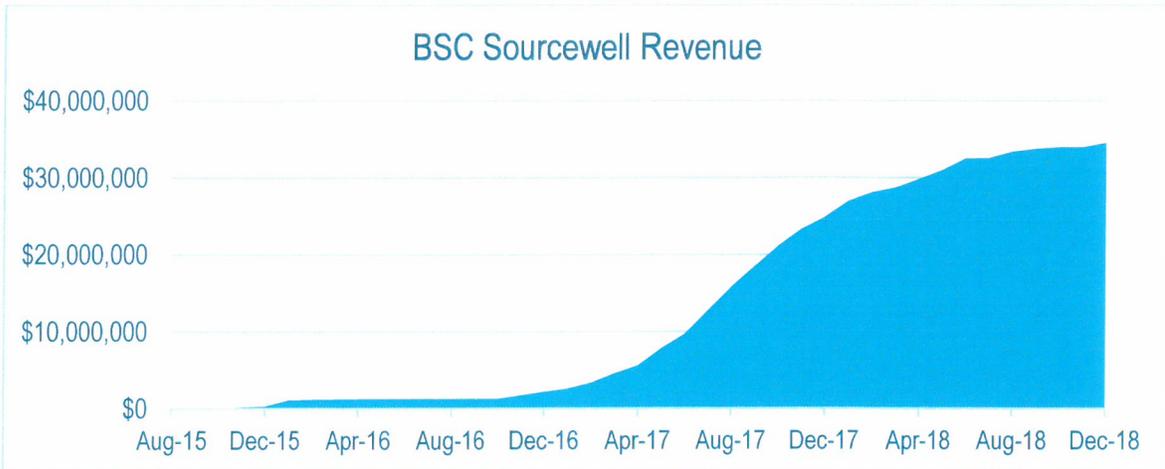
23. If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.

We utilize internal metrics to measure our success of this contract offering. We evaluate achievements against our annual marketing and business goals. Our internal sales force is also measured against their individual Sourcewell goals. We are finalizing a customer satisfaction survey and a survey for our network builders.

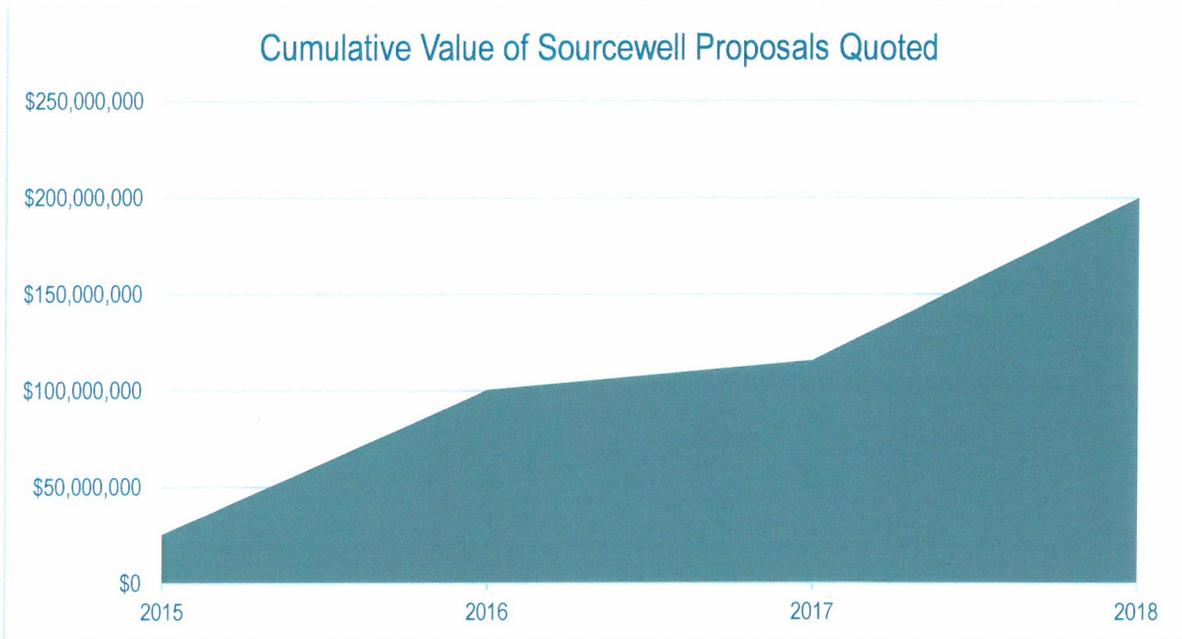
Butler and Varco Pruden also track metrics surrounding Sourcewell leads and sales. Their sales forces are incented to promote Sourcewell sales.

Our enterprise, including Butler and VP, utilizes Sales Force CRM across the company to track our Sourcewell opportunities and success rates. We have begun conversations with Sourcewell to share information between our Sales Force databases to improve communication and collaboration.

Additionally, we track number of proposals: quantity and dollar amounts, contract awards or "orders entered" and revenue. Examples of some of these charts follow.



The Revenue chart above denotes cumulative invoicing to Sourcewell Members, but does not include Backlog not yet billed.



Signature

Date

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Form P

Signature: 

Date: 25 JAN 2019



BlueScope Construction

Pre-Engineered Buildings & Related Services

#013019-BSC

Maturity Date: 03/06/2023

Contact Information



Contact Information

Vendor Contact Information

To purchase off this contract or for questions regarding products and pricing, please contact:

Brian Aldrich, Director of Government Services

Mobile: 816-589-3761

Email: bnaldrich@bluescopeconstruction.com

Sourcewell Contact Information

For questions regarding contract documentation or the solicitation process, please contact:

Corey Jensen

Phone: 218-895-4124

Email: corey.jensen@sourcewell-mn.gov

Tracy Plinske

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Email: tracy.plinske@sourcewell-mn.gov

Become a Member

Simply complete the online application or contact the Membership Team at membership@sourcewell-mn.gov or 877-585-9706.

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