

September 3, 2025

To: Design-Build Forum Attendees

RE: 2025 WSU Design-Build Forum

Thank you for joining us at our 10th Design-Build Forum with record attendance and an amazing turnout of people willing to engage in great discussions around Design-Build. We cannot thank you enough for your engagement as we strive to get better on our journey with Design Build at WSU.

On the tails of the 2024 Forum, WSU implemented a Q/P Review Board, gathering the leadership to review RFQs and Ps being published to be sure that we're meeting the many goals baked within our procurements. In conjunction with that we have introduced a section at the beginning of our Qs to try to better signal some of our overarching concepts, goals and intents of the project. These factors, which often play into many of the other sections of the Q and Ps, are meant to give the proposing teams a deeper insight into our goals without diluting the primary evaluation criteria. It is our next step to help communicate our intentions for the project that may not lend themselves to technical scoring criteria.

This year we led off with looking at the RFQ Phase of procurement and asking ourselves how we can better ask for information that will differentiate teams from each other. We heard a multitude of ideas from more creative questions, to additional interviews, to video submissions instead of written responses, to no questions just headers on the Q and P. All with a goal of getting a feel of what makes a Design-Build team uniquely perfect for our project. General consensus challenged the limited number of A3 pages currently allowed or asked for less questions to respond to should WSU maintain the page count. We plan to tailor our procurements to the project and test out some of these ideas/changes in the right project environments as they present themselves (so stay alert).

The subject of AI and its use organically presented an opportunity for debate and what a wonderful conversation was had. When we asked if we should allow it, the discussion was enlightening. Many feel that it is a tool first and foremost, an opportunity for some firms to have the support of a marketing like effort without first having to have an in-house marketing department. But at the same time AI cannot replace the creative human element. Perhaps WSU will look to the tool ourselves and maybe pose the question to teams... "how could AI be used to support this project?"

Prompt Pay is a hot topic in the State of Washington so we brought it to the forefront of the conversation as we look for ways to be a leader on the subject rather than waiting for legislation to drive us a certain way. We heard a great deal about the risks around subcontractor compliance, the concerns about solvency and vetting processes. We hear the call to Public Owners to lead the charge with efficient internal processes that ensure pay applications are paid within the normal 30-day window which will alleviate much of the problems surrounding the issue. We also think there is still some value in finding ways to provide even 'prompter' pay for small businesses to grow the pool of available subcontractors and subconsultants.

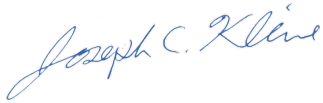
We then discussed the somewhat nuanced issue of defining the cost component required by statute in Design-Build proposals. From the simple (profit only or insurance rates), to the complex (templates with cost identifiers like GC\CM or ranges scored based upon over/under a

predetermined fee%), we heard a lot of creative ideas. If we decide to make any changes to that evaluation criteria, the goal will remain to conduct a fair and unbiased competition.

It's too early to tell what will come to the forefront of conversation for next year, but we were humbled and appreciative of your willingness to come all the way out to the 'end of the supply chain (Pullman)' and allow us to steal many of your good ideas. I look forward to seeing many of you next year, and in the meantime, we wish you all well.

GO COUGS!

Sincerely,



Joe Kline, P.E.
Assistant Vice President, Capital and Operations
Facilities Services