

Annual Consultant/CoSA Seminar

Partnering for Success

City of San Antonio Horizontal Projects

FEE NEGOTIATION

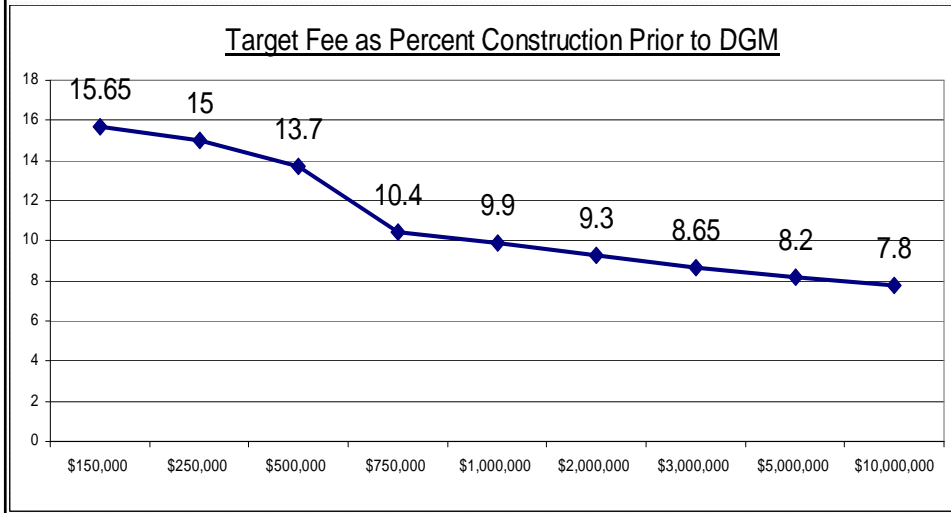
Richard Grochowski, P.E. – CIMS

Wayne Klotz, P.E. – Klotz Associates, Inc.

City of San Antonio and PEPP/SACEC
January 28, 2011



The Fee Barometer



Organized Presentation

- ✓ Scope Document Corresponds to Fee Proposal
- ✓ Logical Divisions
- ✓ Clearly Highlight Non-Standard Items
- ✓ Organize Subconsultant Fee Breakdowns

Fee Proposal Review

- ✓ Appropriate Tasks for Scope
- ✓ Distribution of Hours
- ✓ Appropriate Markups for Subconsultants

Negotiations

- ✓ No Scope Reduction of Basic Services
- ✓ Manage Subconsultants
- ✓ The Last Option

After Negotiations

- ✓ Keep the Promised Team
- ✓ Allowances

Annual Consultant/CoSA Seminar

Partnering for Success

City of San Antonio Horizontal Projects

FEE NEGOTIATION

Richard Grochowski, P.E. – CIMS
Wayne Klotz, P.E. – Klotz Associates, Inc.

City of San Antonio and PEPP/SACEC
January 28, 2011