

## Side-by-Side Comparison of Construction Delivery Formats

	Hard Bid	CM-Agency	CMAR / CM/GC	Design-Build	Integrated
<b>Format is well known and easy to understand.</b> <i>Format is relatively simple to understand and/or is more widely known.</i>	✓	✓	✗	✗	✗
<b>Format encourages competitive pricing.</b> <i>Competitive pricing among contractors, subcontractors and suppliers results in a lower overall project cost.</i>	✓	✓	✓	✓	✓
<b>Owner retains cost savings.</b> <i>If the project comes in under budget, the owner retains some or all of the cost savings.</i>	✗	✓	✓	✓	✓
<b>Contractor holds trade contracts directly.</b> <i>The contractor manages financial risk on behalf of the owner by contracting directly with subs and suppliers. This arrangement also gives the contractor more leverage when working with trade contractors.</i>	✓	✗	✓	✓	✓
<b>Format requires less work from the owner.</b> <i>Contractor guidance and project management from start to finish means fewer headaches for the owner.</i>	✗	maybe	✓	✓	✓
<b>Contractor's main motivation is serving the owner's needs.</b> <i>The fee arrangement motivates the contractor to provide the best quality and value for his client, not to enhance his own fee.</i>	✗	✓	✓	✓	✓
<b>Format encourages teamwork.</b> <i>Relationships between owner, architect and contractor are strong and productive, not adversarial.</i>	✗	✓	✓	✓	✓
<b>Format allows the owner to choose the contractor.</b> <i>The owner selects a contractor based on qualifications, reputation, past experience, etc.—not on price alone.</i>	✗	✓	✓	✓	✓
<b>Format minimizes the risk of hiring an unqualified contractor.</b> <i>Ensures that only qualified firms/individuals who can meet the owner's needs will serve as the contractor.</i>	✗	✗	✓	✓	✓
<b>Format allows the contractor to qualify subs &amp; suppliers.</b> <i>Contractor prequalification of subcontractors and suppliers maximizes quality and minimizes financial risk.</i>	✗	✓	✓	✓	✓
<b>Format allows contractor to provide input during design phase.</b> <i>Early involvement allows the contractor to provide valuable input about methods, schedules, cost, ongoing owner operations, safety, phasing, etc. during the design phase, all of which</i>	✗	✓	✓	✓	✓
<ul style="list-style-type: none"> <li>• <b>reduces change orders.</b> <i>Fewer changes during construction reduces costs and keeps the project on schedule.</i></li> </ul>	✗	✓	✓	✓	✓
<ul style="list-style-type: none"> <li>• <b>allows for early purchasing.</b> <i>Early purchasing of materials means construction can start sooner.</i></li> </ul>	✗	✓	✓	✓	✓
<ul style="list-style-type: none"> <li>• <b>allows for schedule fast-tracking.</b> <i>A fast-tracked schedule means the project gets completed sooner.</i></li> </ul>	✗	✓	✓	✓	✓
<b>Format encourages financial transparency.</b> <i>Open-book accounting practices mean the owner knows exactly how and where money is spent.</i>	✗	✓	✓	✓	✓
<b>Format provides a Guaranteed Maximum Price in the contract.</b> <i>Including a GMP up front, in the contract means the owner knows the absolute maximum price of the project.</i>	✗	✗	✓	✓	✓
<b>Format takes advantage of on-site quality-control measures.</b> <i>Contractor provides dedicated on-site personnel to ensure quality of all work and materials.</i>	maybe	✓	✓	✓	✓
<b>Formats allows for integrated use of BIM by the entire team.</b> <i>Early contractor involvement means BIM can be used by the entire team (owner, architect, contractor and subs) throughout the project.</i>	✗	✓	✓	✓	✓
<b>Format allows contractor to assist with sustainability goals.</b> <i>If the owner wishes to incorporate green/sustainable features and/or pursue third-party green certification (e.g. LEED® or Green Globes®) for the project, the contractor can assist with increasing value, determining the best ways to achieve the owner's sustainability goals, and applying for certification.</i>	✗	✓	✓	✓	✓

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