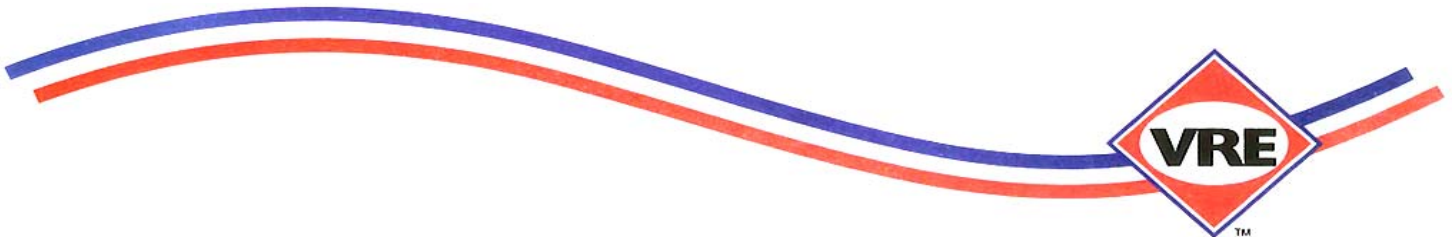


PART B
CONTENTS OF STATEMENT OF QUALIFICATIONS

SECTION	TITLE
6	General Requirements
7	Letter of Submittal
8	Point of Contact
9	Team Structure
10	Team Experience
11	Key Personnel
12	Subconsultants/Subcontractors
13	Team Experience in Working Together
14	Project Understanding and Approach
15	Safety Program and History
16	DBE Goal
17	Contractor's License
18	Financial Statements

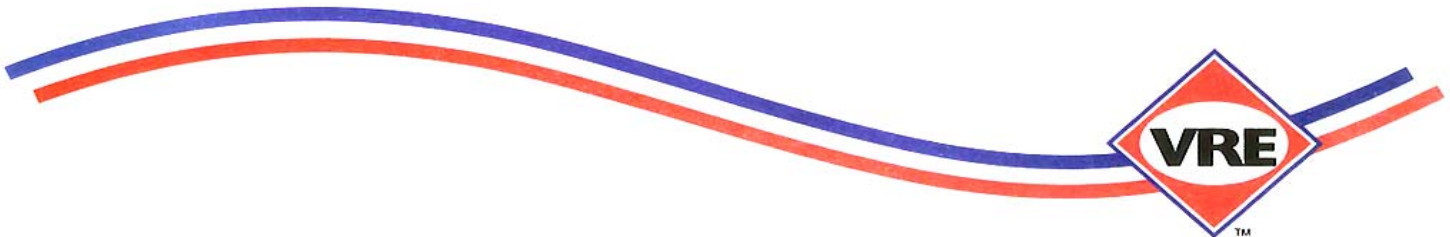


SECTION 6

GENERAL REQUIREMENTS

6.1 GENERAL

- A. The requirements related to the contents of the SOQ have been purposely established to facilitate an objective, timely, and efficient evaluation by VRE. The Offeror is advised to ensure that the SOQ specifically address the requirements that follow.
- B. Offerors shall note that it is not the intention of VRE to receive Project-specific design or engineering recommendations as part of this RFQ.
- C. Failure to include all the information requested may adversely affect the evaluation. Noncompliance with the RFQ requirements will raise concern regarding the Offeror's technical and/or past performance and may be grounds to eliminate the SOQ from consideration.
- D. Offerors are to submit SOQs that present the Offeror's qualifications and understanding of the overall work to be performed. Offerors are advised that their SOQ represents their company's best efforts and most complete responses to this RFQ. Assurance of experience, capability, and qualifications that clearly demonstrate and support the Offeror's claim are essential. The absence of such evidence will adversely influence evaluation of the SOQ.
- E. The evaluation and shortlist process established by this RFQ is intended to enable Offerors to demonstrate their qualifications to perform the Project, and to enable VRE to evaluate those qualifications in arriving at a shortlist.
- F. VRE reserves the right to conduct an independent investigation of any information, prior experience, identified in an SOQ by contacting project references, accessing public information, contacting independent parties, or any other means. VRE further reserves the right to request additional information from an Offeror during the evaluation of the Offeror's SOQ. By submitting an SOQ, the Offeror agrees that VRE may research the information provided and contact entities associated with such information, at its discretion.

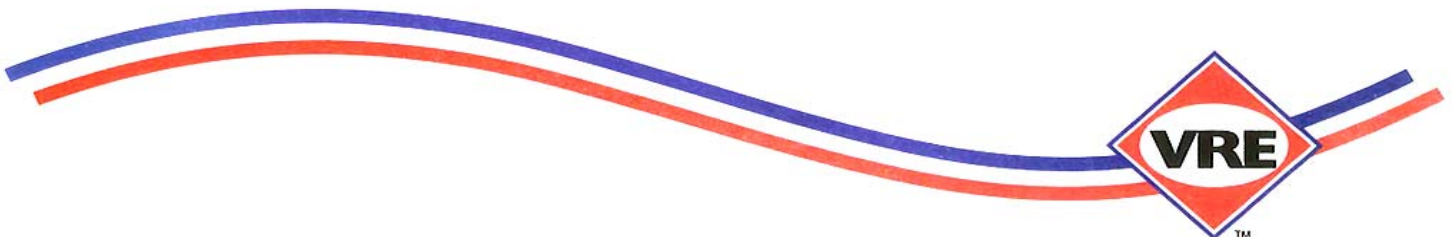


SECTION 7

LETTER OF SUBMITTAL

7.1 GENERAL

- A. The Letter of Submittal must be on company letterhead dated and signed by a company officer authorized to bind the firm(s) or entity in a Contract. If the Offeror is not yet a legal entity or is a joint venture, all major participants in the joint venture shall sign the letter. All signatures shall be original and signed in blue ink. Failure to manually sign the letter may disqualify the SOQ.
- B. The Letter of Submittal shall declare the Offeror's intent, if selected, to enter into a Contract with VRE for the Project in accordance with the terms of the RFP.
- C. If the entity is a joint venture, state that each member of the joint venture will have "joint and several" liability.
- D. The following information shall be provided in the Letter of Submittal:
 - 1. type and size of business;
 - 2. years of operation; and
 - 3. description of the company (or other structure in the case of a partnership or joint venture).

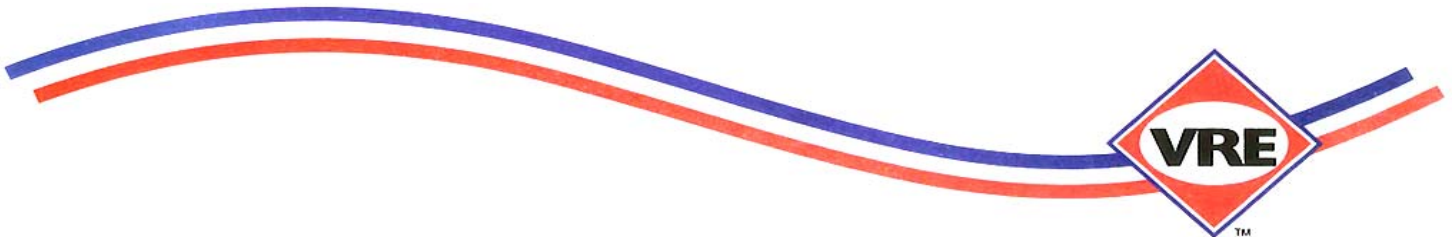


SECTION 8

POINT OF CONTACT

8.1 GENERAL

- A. The Offeror shall provide an assigned single point of contact to be available between the hours of 8:30 A.M. and 5:00 P.M. EST. Monday through Friday.
- B. The following information for the point of contact must be provided:
 - 1. telephone and fax numbers;
 - 2. email address; and
 - 3. physical address.

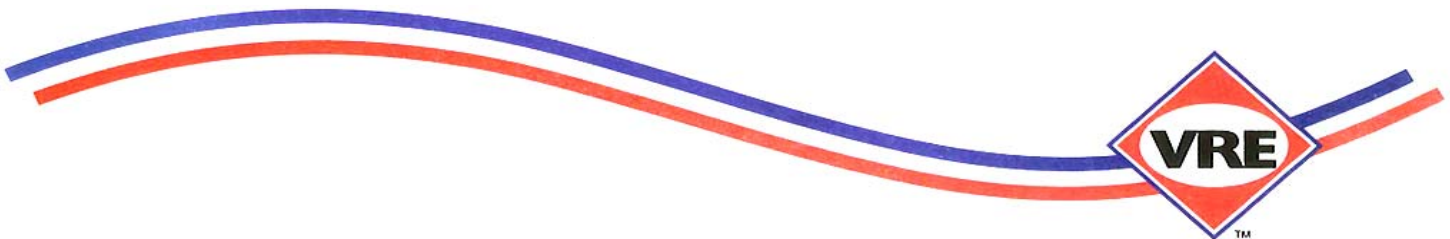


SECTION 9

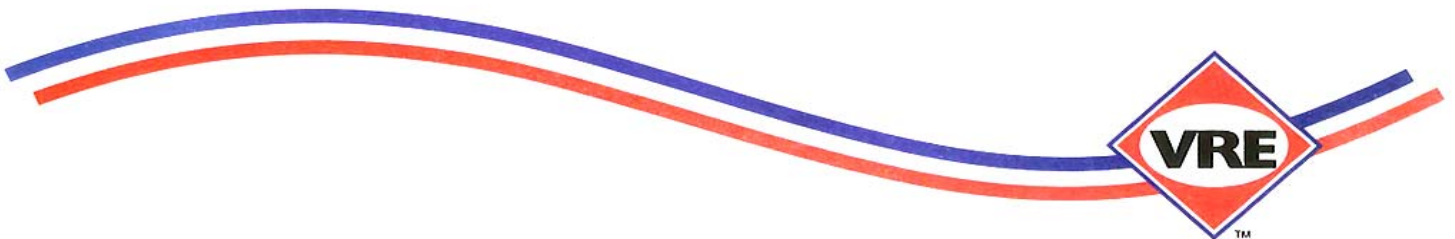
TEAM STRUCTURE

9.1 GENERAL

- A. Each Offeror shall provide sufficient information to enable VRE to understand and evaluate the Offeror's team structure.
- B. At a minimum, each Offeror shall respond to the following requirements:
 - 1. Identify the Offeror's team (names, addresses and telephone numbers), including but not limited to, prime contractor, designer(s), QA/QC testing and inspection Subconsultants, major Subcontractors and technical discipline Subconsultants.
 - 2. Provide an organizational chart showing the project "chain of command" with lines identifying the participants who are responsible for major functions to be performed and their reporting relationships in managing, designing and constructing the Project. If the Offeror intends to use a specific Subconsultant or Subcontractor, then it shall identify such entity by name in the organizational chart provided. However the requirements of **SECTION 11.2 - OBLIGATION TO KEEP TEAM INTACT** shall apply for such identified parties.
 - 3. The organizational chart shall provide the following:
 - a. The functional structure of the Offeror's Project team down to the design discipline leader and construction superintendent level, and identify key personnel (as identified in **SECTION 11 - KEY PERSONNEL**) by name/affiliation.



- b. If a corporate officer is listed among the key personnel, provide a detailed description of how he/she plans to perform Project duties, including the number of hours per week dedicated to this Project in their role as “key personnel”, while also fulfilling corporate obligations.
- c. A brief narrative describing the significant functional relationships among participants on the organizational chart.

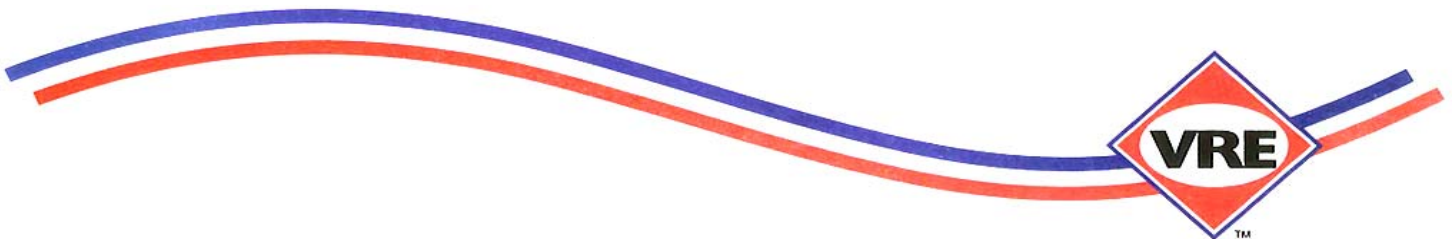


SECTION 10

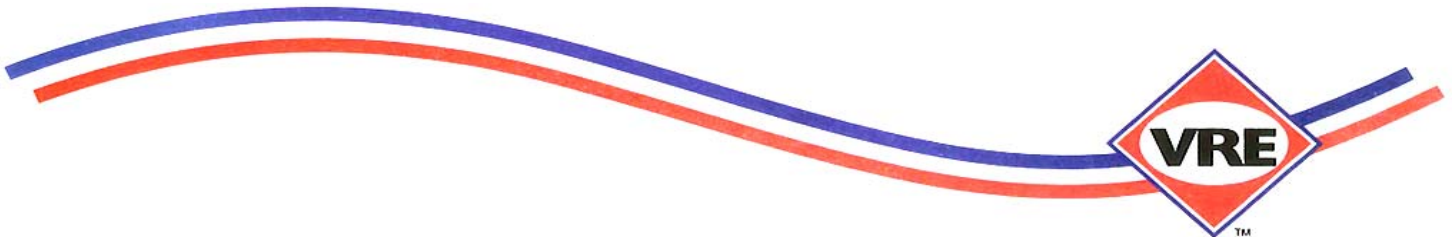
TEAM EXPERIENCE

10.1 GENERAL

- A. The Offeror shall provide sufficient information to enable VRE to understand and evaluate the experience of the Offeror's team on similar projects.
- B. At a minimum, the Offeror (the prime contractor and prime designer) shall conform to the following experience requirements:
 - 1. Minimum of three (3), but no more than ten (10), relevant and similar railroad and bridge projects, including any design-build projects, performed in the past ten (10) years, and include the following information:
 - a. Name of project;
 - b. General project scope;
 - c. Company (including address, telephone number and point of contact);
 - d. Design engineer/architect;
 - e. Company obligations;
 - f. Project duration to include start and end dates;
 - g. If schedule was met;
 - h. Percentage completed and scheduled completion date; and
 - i. Initial and final value of the Contract.



2. If any design-build project is provided as a reference that was not performed together by the prime contractor and prime designer, then the Offeror shall identify the design professional or construction entity with whom it contracted for each such project.
- C. The Offeror shall provide a statement that all contact information is accurate and current.

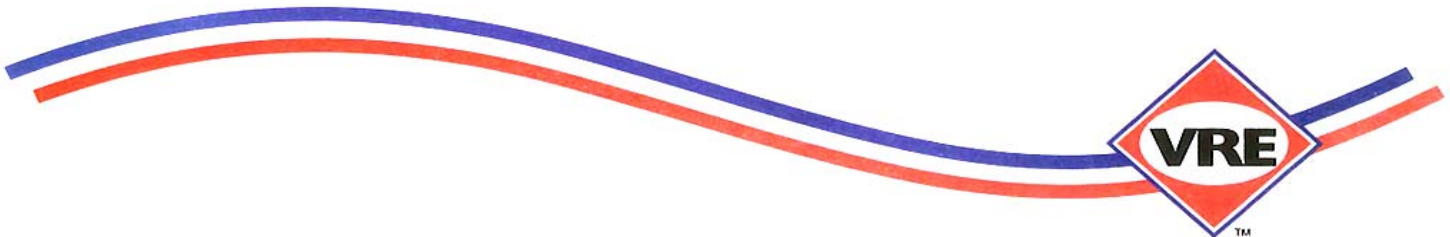


SECTION 11

KEY PERSONNEL

11.1 GENERAL

- A. The Offeror shall provide a list of key personnel identifying the role on the Project and percentage of time to be dedicated to the Project.
- B. A resume must be included with information about the experience of each key personnel that will be associated with the Project. Each resume must indicate the the following information:
1. Name;
 2. Employer;
 3. Corporate and project titles;
 4. Years of relevant experience;
 5. Experience on similar projects;
 6. Educational background;
 7. Certifications and licenses; and
 8. Other applicable skills.
- C. At a minimum, the Offeror shall provide the following personnel and provide information about the experience of each of these Key Personnel to meet the requirements listed below.
1. **Design-Build Project Manager**
 - a. The Design-Build Project Manager shall be responsible for the overall Project design, construction quality management and contract administration for the project.



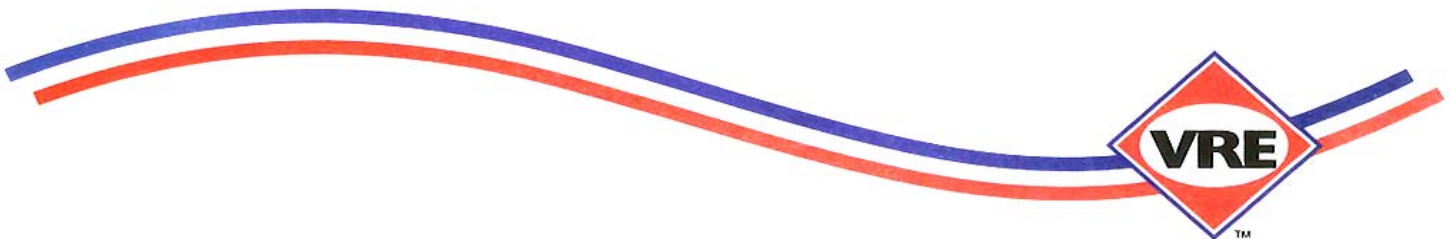
- b. The Design-Build Project Manager shall have a minimum of ten (10) years of relevant experience and expertise as a Project Manager on similar projects.

2. Design Manager

- a. The Design Manager shall be responsible for coordinating the individual design disciplines and ensuring the overall project design is in conformance with the Contract documents.
- b. The Design Manager shall be responsible for establishing and overseeing a QA/QC program for all pertinent disciplines involved in the design of the Project, including, but not limited to, review of the design, working plans, specifications, and constructability for the Project.
- c. The Design Manager shall have a minimum of ten (10) years experience and expertise as a Design Manager and be a registered, licensed, Professional Engineer in the Commonwealth of Virginia.

3. Construction Manager

- a. The Construction Manager shall be on the Project site for the duration of construction operations and manage the construction process, to include all quality control (QC) activities to ensure the materials used and work performed meet contract requirements and the “approved for construction” plans and specifications.
- b. The Construction Manager shall hold a DCR Responsible Land Disturber (RLD) Certification and a VDOT Erosion and Sediment Control Contractor Certification (ESCCC) and be Railroad Safety qualified.
- c. The Construction Manager shall have a minimum of fifteen (15) years experience and expertise as a Construction Manager on similar projects.

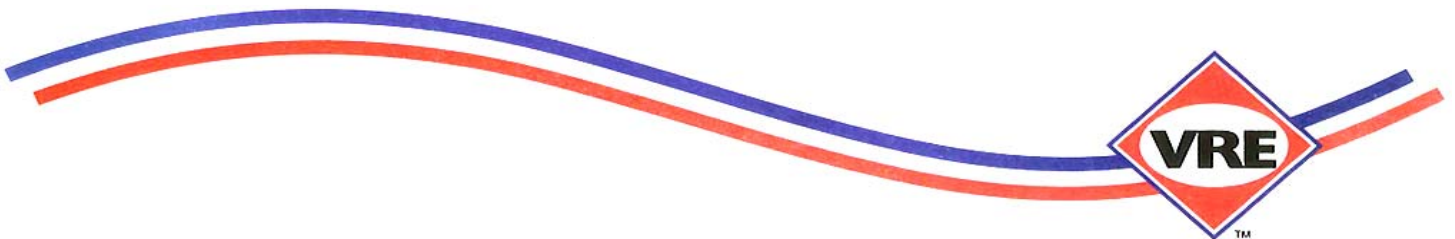


4. **Quality Assurance Manager (QAM)**

- a. The Quality Assurance Manager shall have a presence on the site and be aware of all construction activities and be from an independent firm that has no involvement in construction operations for the Project.
- b. The Quality Assurance Manager shall be responsible for the quality assurance (QA) inspection and testing of all materials used and work performed on the Project to include monitoring of the Contractor's QC Program.
- c. The Quality Assurance Manager shall ensure that all work and materials, testing, and sampling are performed in conformance with the Contract requirements, and the "approved for construction" plans and specifications.
- d. The Quality Assurance Manager shall have a minimum of five (5) years experience and expertise as a QAM and be a registered, licensed, Professional Engineer in the Commonwealth of Virginia.

5. **Geotechnical Engineer**

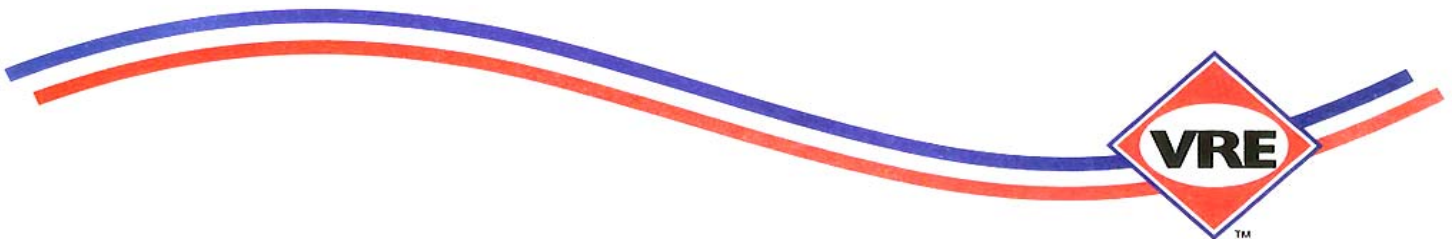
- a. The Geotechnical Engineer shall be responsible for ensuring all geotechnical investigations, analysis and recommendations necessary for the design and construction of the Project are performed and are in accordance with the contract documents.
- b. The Geotechnical Engineer and/or his/her qualified Inspector(s) shall inspect the adequacy of the geologic conditions for support of foundations and ensure that the installation of the foundations, fill, subgrade, and structures are in accordance with the plans and specifications.
- c. The Geotechnical Engineer shall have a minimum of ten (10) years of experience and expertise working in the region and/or in areas of similar geologic settings and with similar project features as this Project.



- d. The Geotechnical Engineer must be a registered, licensed, Professional Engineer in the Commonwealth of Virginia.

11.2. OBLIGATION TO KEEP TEAM INTACT

- A. All individuals identified as Key Personnel in an SOQ shall remain on the Offeror's Team for the duration of the procurement process and, if the Offeror is awarded the Design-Build Contract, the duration of the Contract.
- B. If extraordinary circumstances require a proposed change, it must be submitted in writing to VRE's Contract Administration Manager. At its discretion, VRE will determine whether to authorize a change.
- C. Unauthorized changes to the Offeror's Team at any time during the procurement process may result in elimination of the Offeror from further consideration.

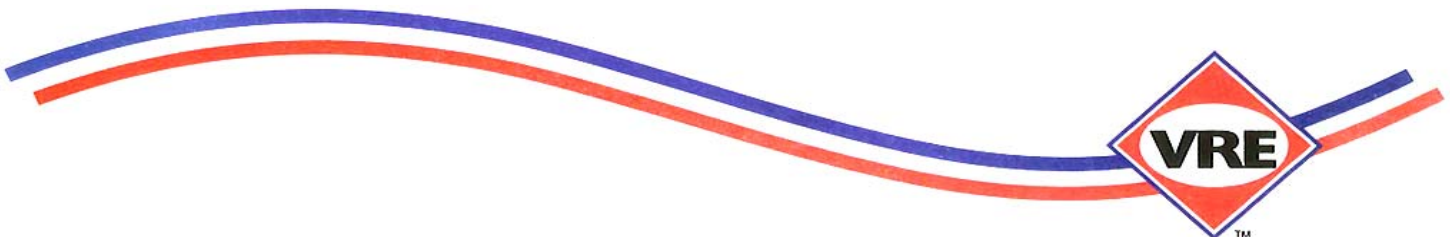


SECTION 12

SUBCONSULTANTS/SUBCONTRACTORS

12.1 GENERAL

- A. The Offeror shall specify the identity of any major Subconsultant or specific Subcontractor that the Offeror considers critical to the success of the Project and intends to use on the Project.
- B. The Offeror shall identify the estimated percent of the work to be performed by each major Subcontractor, the type of work to be performed, and duration of involvement on the Project.
- C. If the Offeror elects to do so, it shall also provide sufficient information to enable VRE to understand the experience of such Subconsultant or Subcontractor. In submitting such Subconsultants or Subcontractors, the Offeror shall commit to VRE that such entities shall remain on the Project in accordance with the requirements set forth in **SECTION 11.2 - OBLIGATION TO KEEP TEAM INTACT**.

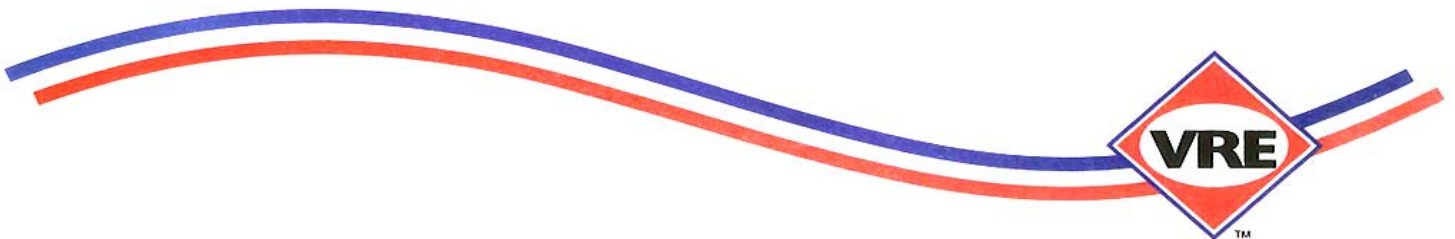


SECTION 13

TEAM EXPERIENCE IN WORKING TOGETHER

13.1 GENERAL

- A. Each Offeror shall provide sufficient information to enable VRE to understand and evaluate the experience of the Offeror's team in working together.
- B. At a minimum, the Offeror shall provide the following information:
 - 1. Identify any experience of the prime contractor (if different from the Offeror), and lead designer (if different from the Offeror) in working together on similar projects, regardless of the contractual relationship between the parties or the project delivery approach used by the owner.
 - 2. Identify in detail, projects where the prime contractor and the lead designer have worked together. Describe at least one (1), but no more than three (3), such projects performed in the last ten (10) years, focusing on those projects that the Offeror considers most relevant for this Project.
 - 3. If this is the Offeror's first time working together, indicate so and provide a statement or information regarding why you have elected to work together.

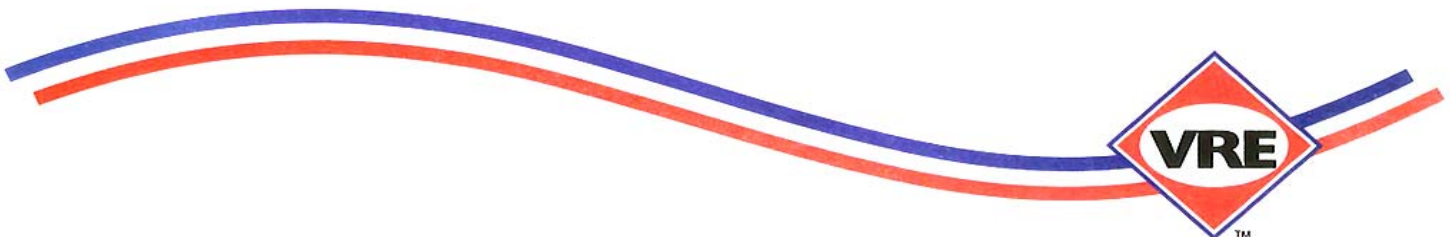


SECTION 14

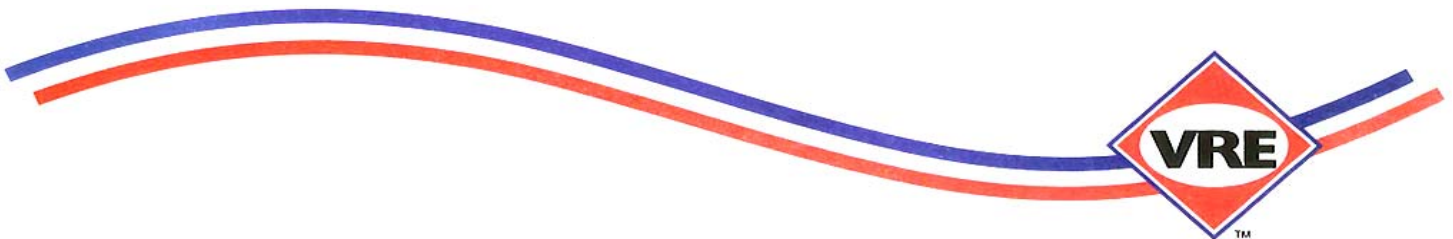
PROJECT UNDERSTANDING AND APPROACH

14.1 GENERAL

- A. The Offeror shall provide sufficient information to enable VRE to evaluate the Offeror's understanding of the tasks involved and approach to managing, designing, constructing and overall execution of the Project.
- B. At a minimum, the Offeror shall provide the following information:
 - 1. Tasks involved in this Project.
 - 2. Approach in managing the design and construction process and ensuring timely, quality performance.
 - 3. Approach in project administration, QA/QC and the interface between design and construction. At minimum, the Offeror shall describe:
 - a. Process by which the Offeror implements procedures during the course of the Project, outlining essential elements necessary for the proper level of design-construction interface and the collaboration between different stakeholders in the plan development, design and construction processes related to the design and construction of bridge structures, track infrastructure and track work anticipated on this Project.
 - b. Project team of design consultants and construction personnel that will be incorporated into all project activities/phases of scheduling, design, construction and project development, including interface with VRE and other third parties.
 - 4. Potential risk factors, special issues or problems that are likely to be encountered, and explain the approach to mitigate those risks, issues or problems.



5. Discuss how the Offeror intends to maximize the benefits of the Design-Build process and comment on the following:
 - a. Permitting;
 - b. Design;
 - c. Construction administration;
 - d. Design integration;
 - e. Construction sequencing;
 - f. Right of way and site access;
 - g. Overall project scheduling; and
 - h. Coordination and quality assurance/quality control.
6. Discuss major issues and conceptual solutions.
7. Discuss overall Project sequencing and scheduling of activities to meet Project milestone dates and the overall schedule.

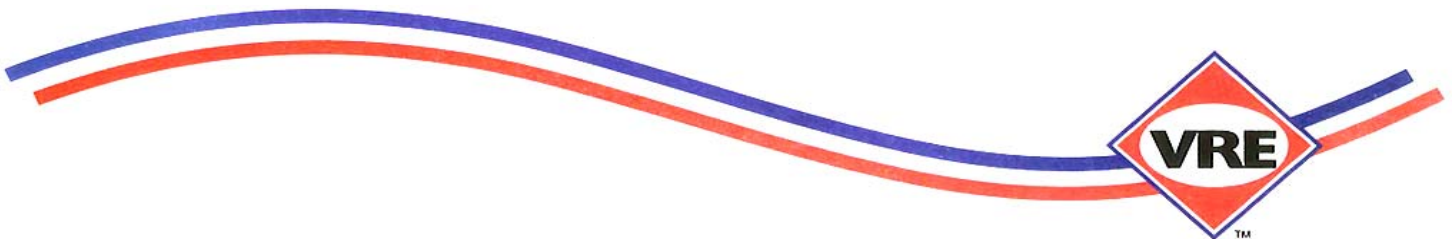


SECTION 15

SAFETY PROGRAM AND HISTORY

15.1 GENERAL

- A. The Offeror shall provide sufficient information to enable VRE to understand and evaluate the capability of the Offeror to provide a safe working environment for all individuals associated or affected by the Project.
- B. At a minimum, the Offeror shall provide the following (in the case of joint ventures, the information detailed below shall be disclosed for all entities):
 - 1. Lead Contractor's numeric Experience Modification Rating, the rating year and the name of the Insurance Company issuing the rating for each of the past six (6) years;
 - 2. List of all OSHA citations, the date of each occurrence and their dispositions for the past ten (10) years, against the Prime Contractor and major Subcontractors;
 - 3. Lead Contractor's OSHA 300A Summary Form for year 2002 to present and Recordable Incidence Rates (RIR) and Lost Time Incidence Rates (LTIR) for each of the past five (5) years;
 - 4. All relevant railroad safety training and certifications; and
 - 5. Prime Contractor's company safety plan.

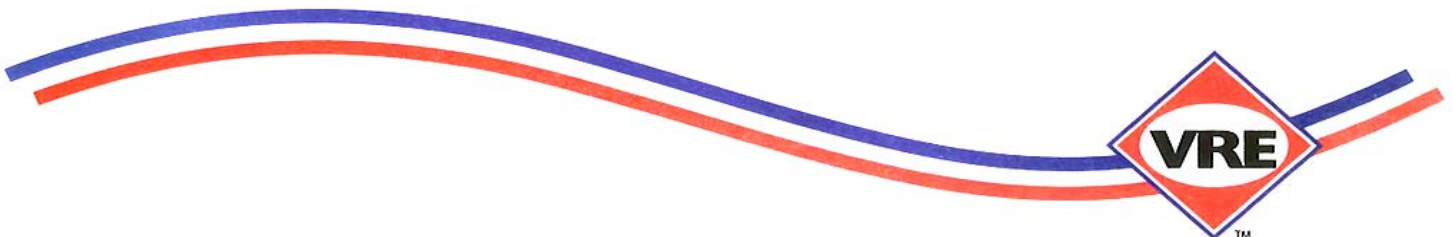


SECTION 16

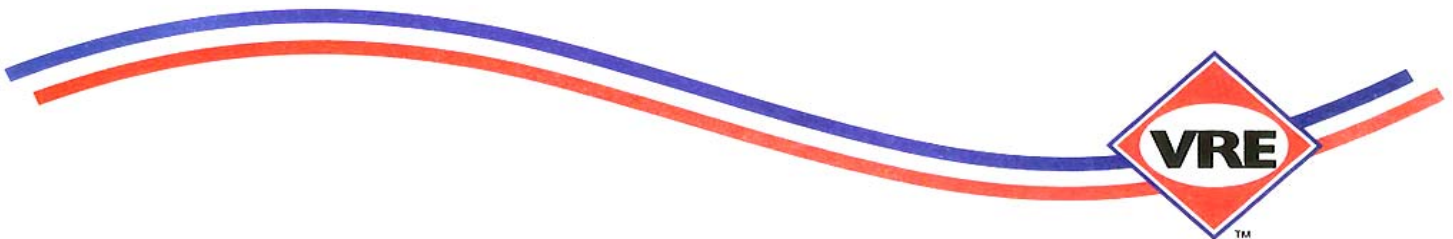
DBE GOAL

16.1 GENERAL

- A. VRE is committed to an active effort to involve Disadvantaged Business Enterprises (DBE) in contracting opportunities and encourages participation in procurement activities. Where it is practicable for any portion of the awarded Contract to be subcontracted to other suppliers, the prospective Contractor is encouraged to offer such business to minority and/or women-owned businesses.
- B. Disadvantaged business enterprise or DBE means a for-profit small business concern that is:
1. At least 51 percent owned by one (1) or more individuals who are both socially and economically disadvantaged, or, in the case of a corporation, 51 percent of the stock of which is owned by one (1) or more such individuals; and
 2. Whose management and daily business operations are controlled by one (1) or more of the socially and economically disadvantaged individuals who own it.
- C. VRE commits itself to an active effort to involve certified Disadvantaged Business Enterprises in contracting opportunities, to increase competition, and to broaden the base of support for public transit. VRE has established a goal of 5.6% for the utilization of DBEs.
- D. To ensure that DBEs have the maximum practicable opportunity to compete for contract and subcontract work, the Offeror must describe the approach to assist VRE with its commitment toward achieving its 5.6% goal during design and construction of the Project.



- E. All DBE's proposed must be certified by the U.S. DOT, another federal agency using essentially the same definition and ownership and control criteria as DOT, or another recipient of DOT funds, such as:
1. Washington Metropolitan Area Transit Authority;
 2. Virginia Department of Minority Business Enterprise; or
 3. Metropolitan Washington Airports Authority.
- F. For the purposes of DBE goal setting and DBE usage, only those firms that are officially certified as DBE firms qualify. VRE will **not** consider the following:
1. Minority Business Enterprise (MBE);
 2. Small, Women and Minority (SWaM);
 3. Women's Business Enterprises (WBE); or
 4. Small Business Enterprises (SBE).
- G. A copy of the DBE certification for both prime Contractor and the subcontracting firms must be provided with the SOQ.
- H. If the prospective Contractor is not itself, nor plans to utilize any certified DBE, the following statement must be provided in the SOQ: **"NO DBE's will be submitted to perform work on the Project"**.



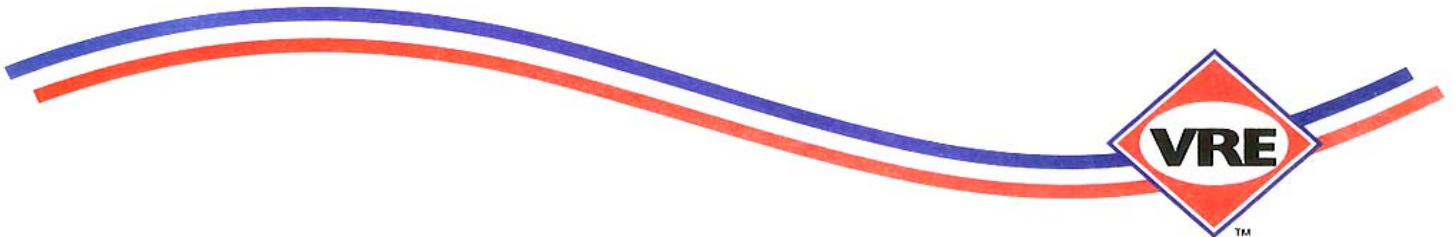
SECTION 17

CONTRACTOR'S LICENSE

17.1 GENERAL

The Offeror shall provide the following:

- A. Copy of the General Contractor's Virginia "Class A" Contractor's license.
- B. A statement of the General Contractor's ability to acquire a Virginia "Class A" Contractor's license, if currently unlicensed. (The General Contractor must possess a valid "Class A" Virginia Contractor's license prior to submitting a proposal in the second phase of the procurement process).
- C. A statement of commitment to require that all Subcontractors obtain applicable Virginia licenses.



SECTION 18

FINANCIAL

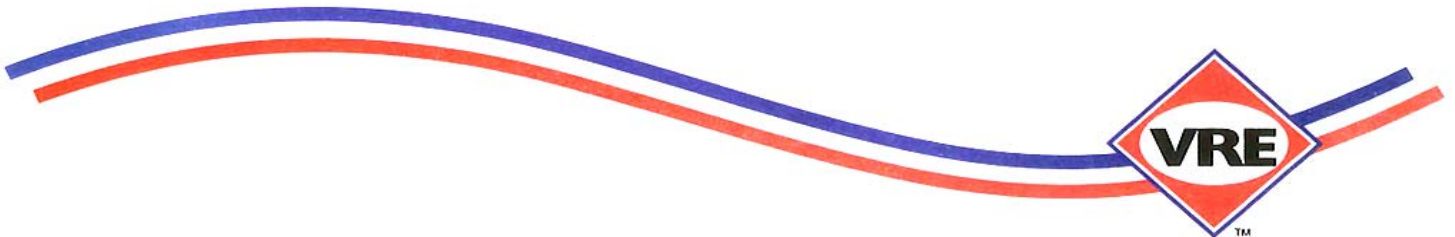
18.1 GENERAL

The Offeror shall provide sufficient information to enable VRE to understand and evaluate the capability of the Offeror to meet the following requirements:

- A. Remain viable for the duration of the Project;
- B. Be contractually bound to and abide by its contractual obligations to VRE; and
- C. Meet the required financial commitments associated with the Project.

18.2 FINANCIAL STATEMENTS

- A. The Offeror shall furnish complete financial statements for the current fiscal year (interim statements are acceptable) and the past two (2) years. The financial statements shall include the following:
 - 1. Statement of Financial Position (Balance Sheet);
 - 2. Results of Operation (Income Statement);
 - 3. Statement of Cash Flow; and
 - 4. Statement of Current and Retained Earnings.
- B. These statements (1. through 4.) shall be certified indicating disclosure of all facts that could impair or affect the statements presented.
- C. If the Offeror is a joint venture, the information detailed above shall be disclosed for all entities participating in the SOQ.



- D. The term “certified” is defined to mean that an officer of the corporation includes a statement that the financial statements fairly present the financial position of the Offeror. Audited financial statements with the auditor’s opinion meets this requirement. The term “officer” is defined to mean the president, chief financial officer, or treasurer.
- E. VRE reserves the right to request additional financial information as may be required to determine the Offerors’s financial responsibility. If required, a formal request shall be made by VRE to the Offeror.

