In the performance of construction, many contracts must be YI YW/HYX"5 ghfUHY[mcf'dfcW/fYa Ybha Yh\cX'a i ghVY']XYbh] YX' for each acquisition. Procurements generally fall into one of K c WhY[cf]Ygzei U] Wh]cbg/VUgYX'gY`YWjcb fE 6GEcf'df]W! VUgYX'gY`YWjcb fD6GE'9UW cZh\YgY'gY`YWjcb'a Yh\cXg`\Ug' a Ubmj Uf]Uh]cbg'E 6G'UbX'D6G'cZYf'X]gh]bWiUXj UbhU[ Yg'UbX' considerations. This article delves into the differences between h\YgY'a Yh\cXgZcW/g]b[ 'cb'ZJMzcfg'gi W.'Ug'hi ghzWzb ]Wz advisory role, and selection time and effort.

E 6G ]g U dfcWrYa Ybha Yh cX h Uhdf]cf]h]nYg h Y gY YW]cb cZ gYfj ]W dfcj ]XYfg VUgYX cb h Y]f ei U] Wh]cbg Yl dYfh]gY ZUbX Yl dYf]YbW fUh Yf h Ub df]a Uf] mWzbg]XYf]b[ Wzgh ZWzcfg E 6G aims to ensure that the chosen vendor possesses the necessary skills and capabilities to effectively meet the requirements of a project, fostering a focus on quality and competence in professional services. This method is commonly applied in areas such as architecture, engineering, and other professional consulting services. In federal procurement, the selection of UFW[]hWM fY UbX Yb[]bYYf]b[ fa g'dYfZcfa ]b[ XYg][ b'UfY a UbXUhYX hc VY E 6G'Ug XY bYg Wrh Y 6fcc\_g'5Wr'

D6G']g'U'dfcW/fYa Ybha Yh\cX']b'k \]W h\Y'df]a Ufm consideration for selecting a vendor or contractor is the cost cZh\Y]f'[ccXg'cf'gYfj]Wg'=b'D6Gžh\Y``ck YghV]X'cf'dfcdcgU' h\Uha YYhg'h\Y'gdYVJ YX'fYei]fYa Ybhg']g'md]WI``mWcgYb'Ug h\Y'k]bb]b['cZYf''D6G'd'UWg'U'dfYXca]bUbhYa d\Ug]g'cb' obtaining goods or services at the most economical price. This method is often employed in procurements where cost is the df]a UfmXYhYfa]b]b['ZJMfcfžgi W.Ug'Zcf'gfUbXUfX]nYX'dfcXi Vfg'

## cfWda a cX]hmtVUgYX gYfj ]Wg'

In our examination of the two primary selection methods, we will look at trust, selection time and effort, and ability to a UbU[Y'Wtb ]Wt

## Trust

First, we will look at the level of trust in the two procurement methods. In the context of construction processes, trust refers hc 'h\Y'fY`]UbW'UbX'Wzb XYbW'h\Uhj Uf]ci g'gHU\_Y\c`XYfgž including owners, contractors, trade partners, and other successful execution of construction projects as it underpins effective collaboration, communication, and cooperation among the parties involved.

E 6G'd'UWg'U'ghfcb['Ya d\Ug]g'cb'hfi ghVmdf]cf]h]n]b['h\Y ei U'] Wh]cbg'UbX'Yl dYfh]gY'cZh\Y'dchYbh]U'ck bYfg'dUfhbYf' E 6G'U`ck g'h\Y'cddcfhi b]mZcf'h\Y'ck bYf'hc'YghUY`]g\ a partnership with a partner based on their capabilities, experience, and proven track record. This selection method md]Wi`mfYXi Wg'Wzb\_]WiUg'h\YfY']g'h\]g`Yj Y`cZhfi gh'

Determine the opportunity to develop a strong trust. The fY`Uh]cbg\]d`]g`cZhYb`VUgYX`cb`j`Yf] Wh]cb`cZ[ ccXg'UbX` gYf] ]Wg'D6Gzcb`h\Y`ch\Yf`\UbXza Um`YUX`hc`Wb ]Mg'Uf]g]b[`from disputes over pricing and potential compromises on quality to meet cost constraints.

## **Selection Time and Effort**

GY`YWJcb'h]a Y`]g`cZhYb`fYZYffYX'hc`Ug`DfcW/fYa Ybh5W&i ]g]h]cb` @YUX'H]a Y`fD5@HLUbX`XY bYX'Ug'h\Y'hchU`h]a Y`Xi fUh]cbž

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## **About the Author**

Dennis Milsten, CCM, is the director of federal programs at Gffg He is an experienced professional with a diverse background in capital program management, construction quality management, construction procurement, and business development in both the public and private sectors.

With over 40 years of experience, he has held various key roles in government XYdUfha Ybhgʻgi W. Ugʻh Y 5fa mfl "G"5fa m7cfdgʻcZ9b[]bYYfgbžJYhYfUbgʻ5ZU]fgʻ fCZ W cZ7cbghfi WijcbʻUbX:: UWj]h]YgʻA UbU[Ya YbhžUbX`HfYUgi fmfCZ W cZ DfcW/fYa Ybhz"

5bmj ]Yk gʻUbX cd]b]cbgʻYl dfYggYX ]bʻh ]gʻUfh]VW a Umcf a UmbchfY YVM h Y views and opinions of the Construction Management Association of America fl/A 554"6mdi V ]g\]b[ 'h\]gʻd]YWž7A 55 ]gʻbchYl dfYgg]b[ 'YbXcfgYa YbhcZhY' ]bX]j ]Xi Uʻžh Y Ufh]VWžcf'h Y]f UggcV]Uh]cbžcf[ Ub]nUh]cbžcf'Vta dUbm