

CCNA Consultants' Competitive Negotiation Act

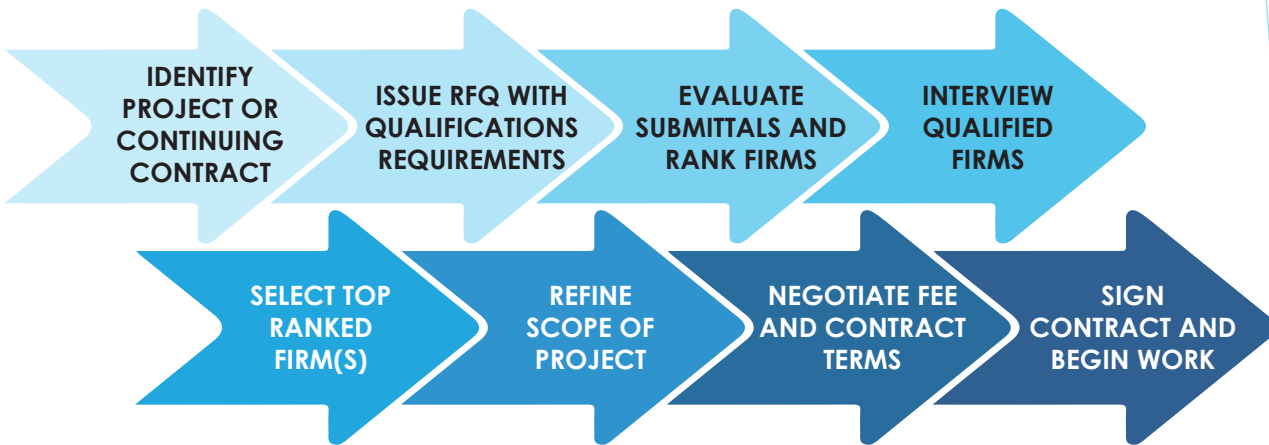
What is CCNA?

Adopted by Florida Legislature in 1973, **Florida Statute 287.055** (CCNA) requires state government agencies, municipalities or political subdivisions, and school boards and school districts to select a consulting firm based on **qualifications** rather than on a "lowest bid" basis.

The process of CCNA promotes an atmosphere of innovation and creativity that encourages design professionals to develop an approach which would reduce construction and/or operation and maintenance (O&M) costs of a project. Typically, the negotiation period between the owner and the design professional includes not only price and contractual terms but scope clarifications and refinement to improve the overall project performance.

The complete CCNA statute may be viewed at www.acecfl.org/advocacy/CCNA-QBS.

The Process



Why Qualifications-Based Selection?



Provides Life-Cycle Cost Savings



Promotes Team Building Between Owner and Firm



Encourages Technological Innovation



Ensures Flexible Contract Approaches



Supports Competition Among Best Performers

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