

# Consultant's Competitive Negotiation Act (CCNA)

IN 1971, THE FLORIDA LEGISLATURE ENACTED LEGISLATION CREATING QUALIFICATIONS BASED PUBLIC PROCUREMENT SYSTEM FOR THE ACQUISITION OF PROFESSIONAL DESIGN AND OTHER SERVICES. THIS LAW IS THE "CONSULTANT'S COMPETITIVE NEGOTIATION ACT" (CCNA). THE INTENT OF CCNA IS TO ESTABLISH A PROCEDURE WHEREIN PUBLIC AGENCIES IN THE STATE OF FLORIDA ARE REQUIRED TO: (A) GIVE PUBLIC NOTICE OF PROJECTS; (B) SELECT THE MOST QUALIFIED FIRM FOR THE IDENTIFIES PROJECT BY CONSIDERING PERTINENT CRITERIA OTHER THAN COMPENSATION; AND (C) NEGOTIATE A FAIR AND REASONABLE CONTRACT WITH THE SELECTED FIRM.

**Qualification-based selection elevates the competitive process** to its proper plane, and successful projects warrant the time and expense of:

- » Hiring qualified staff paid at competitive wages
- » Giving technical matters the scrutiny that they deserve
- » Estimating crucial data that the firm should collect, refine, and crosscheck to ensure accuracy
- » Applying situation specific answers to technical questions
- » Thoroughly evaluating applicability of "standards"
- » Considering the long term cost-benefits to the owner/operator of various options and emerging technologies






**Bidding professional consulting services causes disadvantages to the owner** as the firm attempts to make a profit despite their "lowest bid" fee. The resulting work product, which may include inadequate drawings and indefinite specifications, may result in:

- » Increased construction costs and project durations
- » Increased change orders and cost overruns during construction
- » Increased operating costs after the engineer and contractor have completed their work
- » Increased right-of-way requirements and costs for roadway projects.

IT IS IMPORTANT THAT THE FLORIDA LEGISLATURE KEEP THE CCNA LAWS INTACT TO CONTINUE TO PROVIDE THE BEST FACILITIES FOR OUR CITIZENS. THEIR HEALTH, SAFETY AND WELFARE ARE WHAT MATTER THE MOST.

**The CCNA applies to the public procurement of professional services within the scope of the practices of architects,** landscape architects, professional engineers, and registered surveyors or mappers, and applies to the State of Florida and it's agencies, municipalities, counties and other political subdivisions (taxing districts, etc.) and school districts or schools boards.

When selecting a design professional a public owner's primary concerns are to get the best available design services for the taxpayer's money and to conduct a fair and equitable selection process. The design professional's performance influences the entire course of the project—financial, feasibility, design, function, construction operation and maintenance during the facility's life cycle. **The CCNA provides an equitable, rational and efficient method of selecting professional design services based on an evaluation of qualifications and competence as they relate to the demands of specific public projects.** The CCNA has met the test of time in providing quality and cost effective design for Florida's public entities and assuring and equitable distribution of work among Florida's design professionals.

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