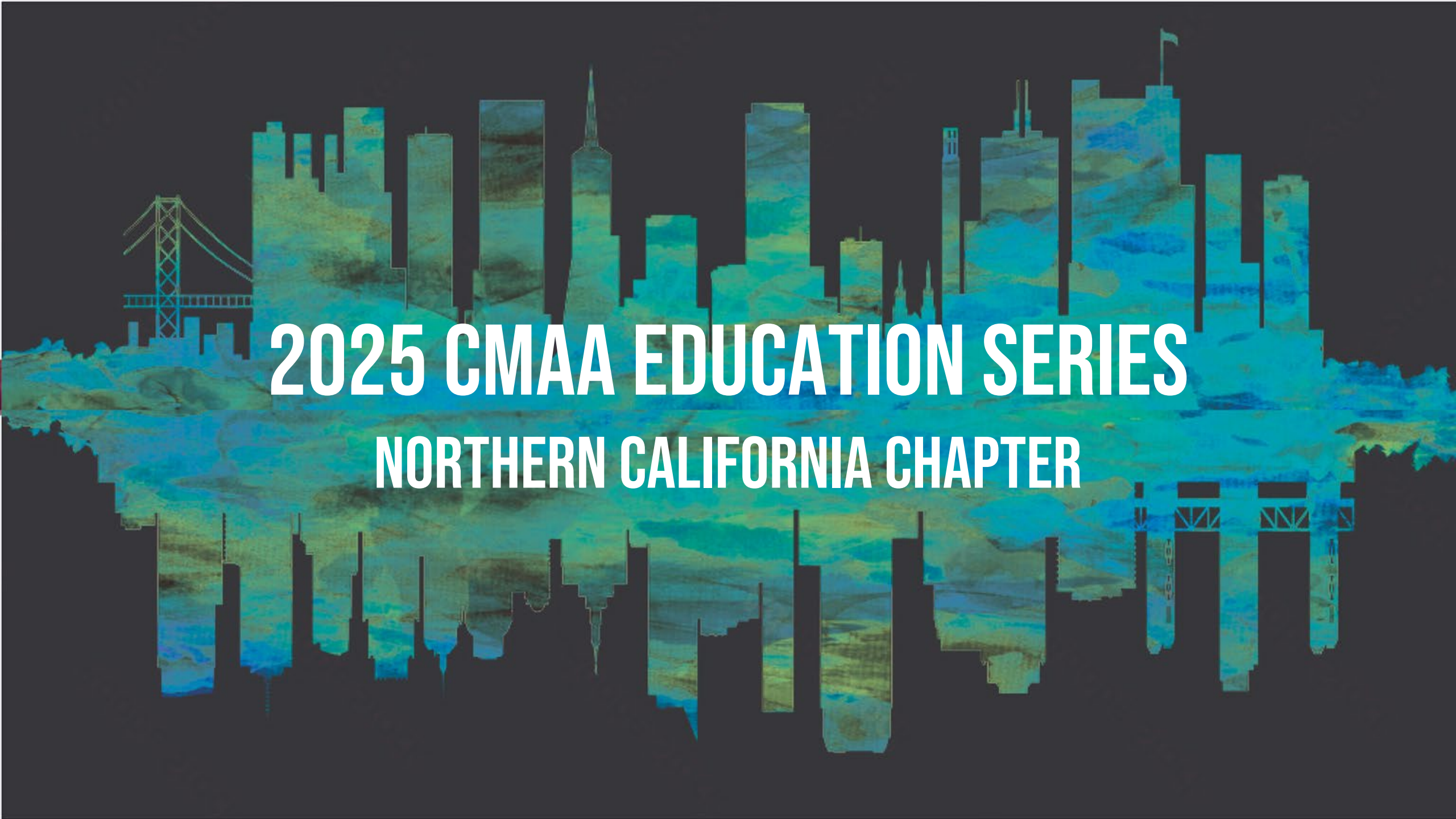




2025 CMAA EDUCATION SERIES

NORTHERN CALIFORNIA CHAPTER

A blue silhouette of a city skyline is positioned at the top of the slide. It includes various building shapes, including a prominent tower with a spire, and a bridge structure on the left side. The skyline is set against a black background.

FROM HESITATION TO OPTIMIZATION: A PRACTICAL TECH GUIDE

JULY 24, 2025

GUEST SPEAKERS



BRIAN TRACY
PE, CCM
DIRECTOR OF
CONSTRUCTION MANAGEMENT
AUSONIO, INC.

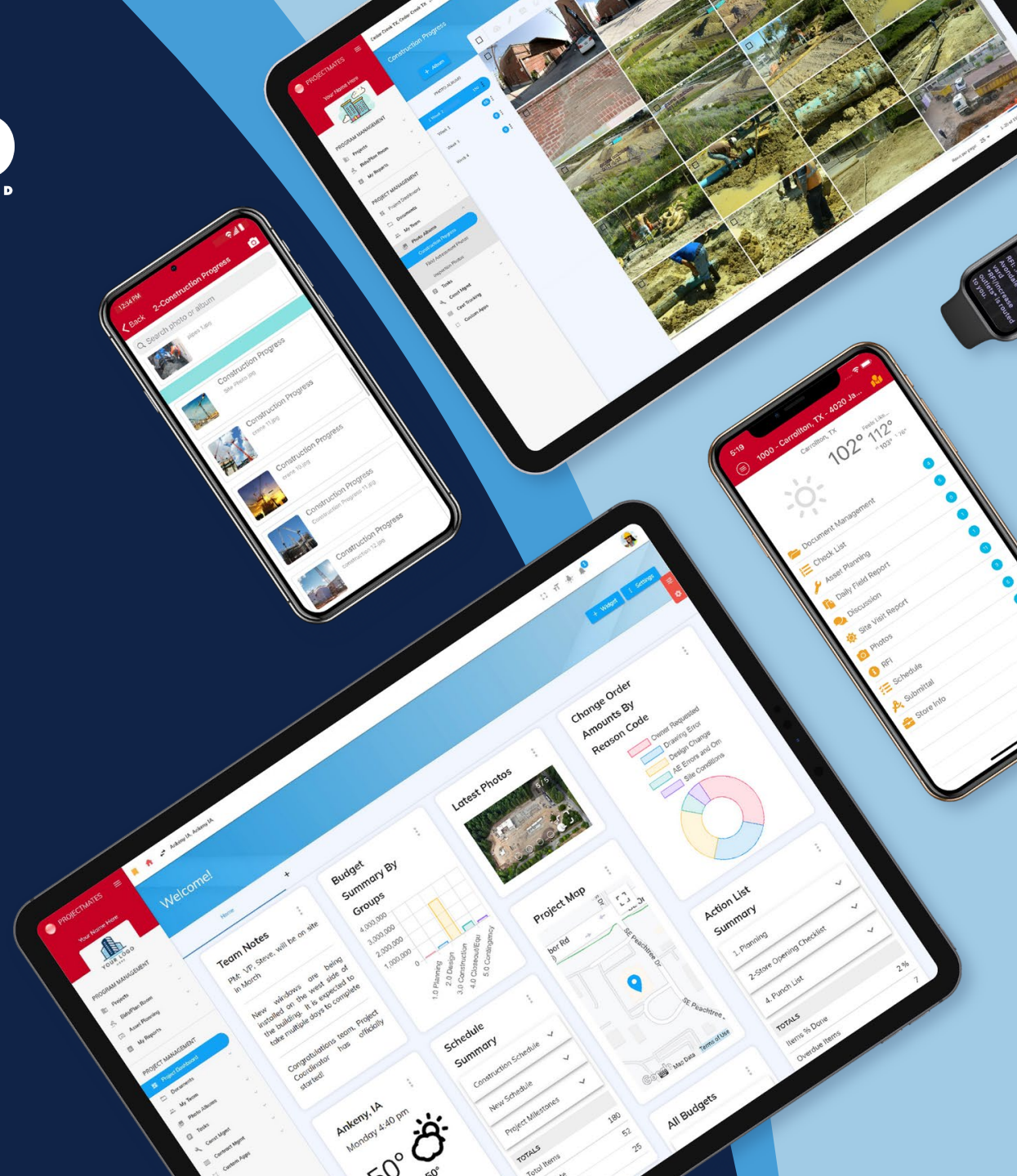


MARCUS BLISS
PMP, CSM, CMIT
VICE PRESIDENT
PROJECTMATES

From Hesitation to Optimization:

A Practical Tech Guide for Owners

LIVE EVENT



Meet Your Speakers



Brian Tracy, PE, CCM

Director of Construction
Management – Ausonio Inc.



**Marcus Bliss, PMP,
CSM, CMIT**

Vice President – Projectmates



Today's Learning Objectives

1. Common Barriers to Tech Adoption
2. Feasible and Accessible options
3. Litigation vs Mitigation

Why Owners Are Hesitant to Adopt Technology



Cost and
Complexity

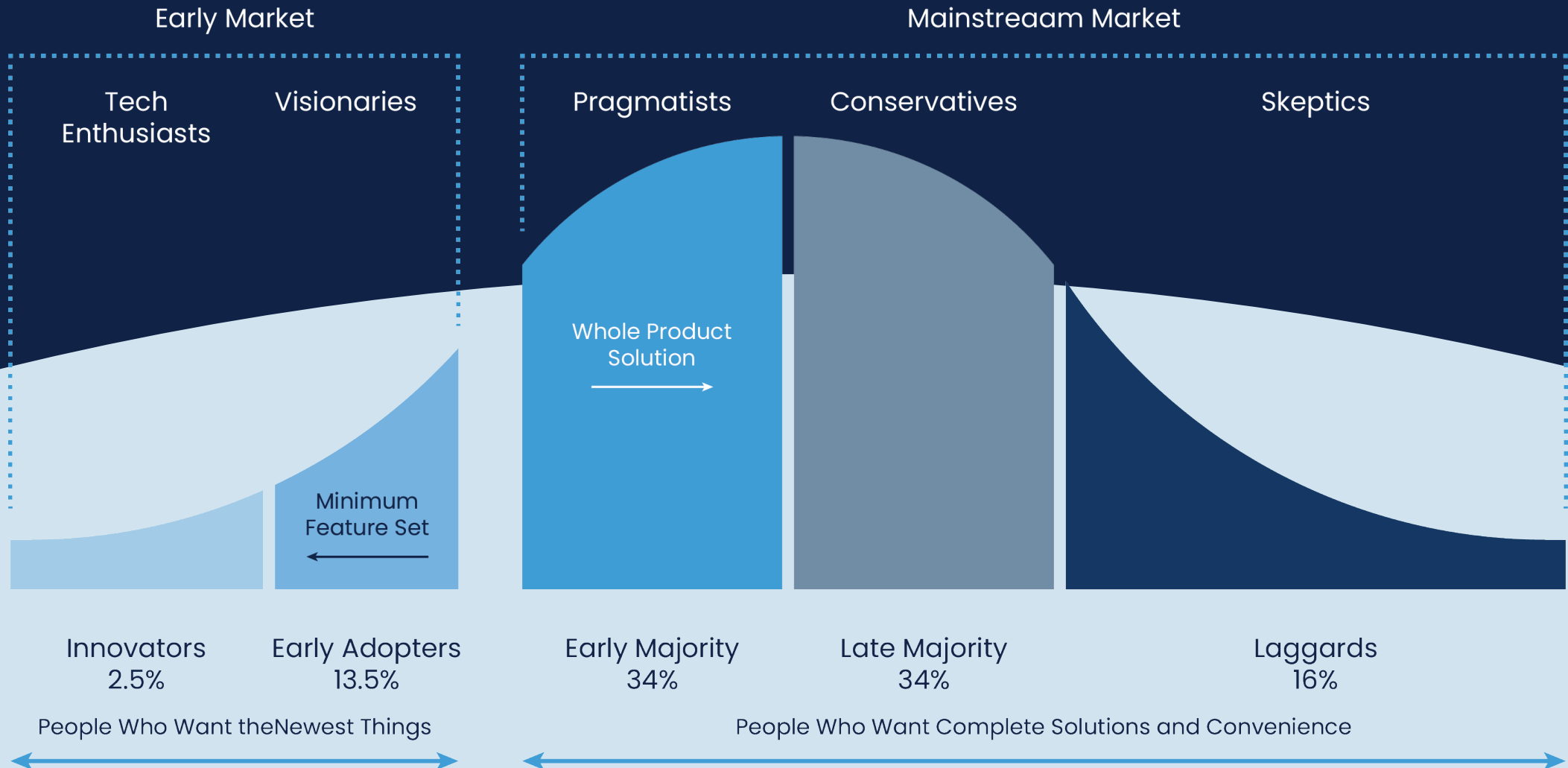


Inertia and
Resources



Leadership
Support

Technology Adoption Curve



The Cost of Doing Nothing

- Litigation risks
- Rework
- Loss of retention



Why it Matters Now



- Economic pressures
- Shrinking budgets
- Smarter tools available



Key Mindset Shifts for Owners

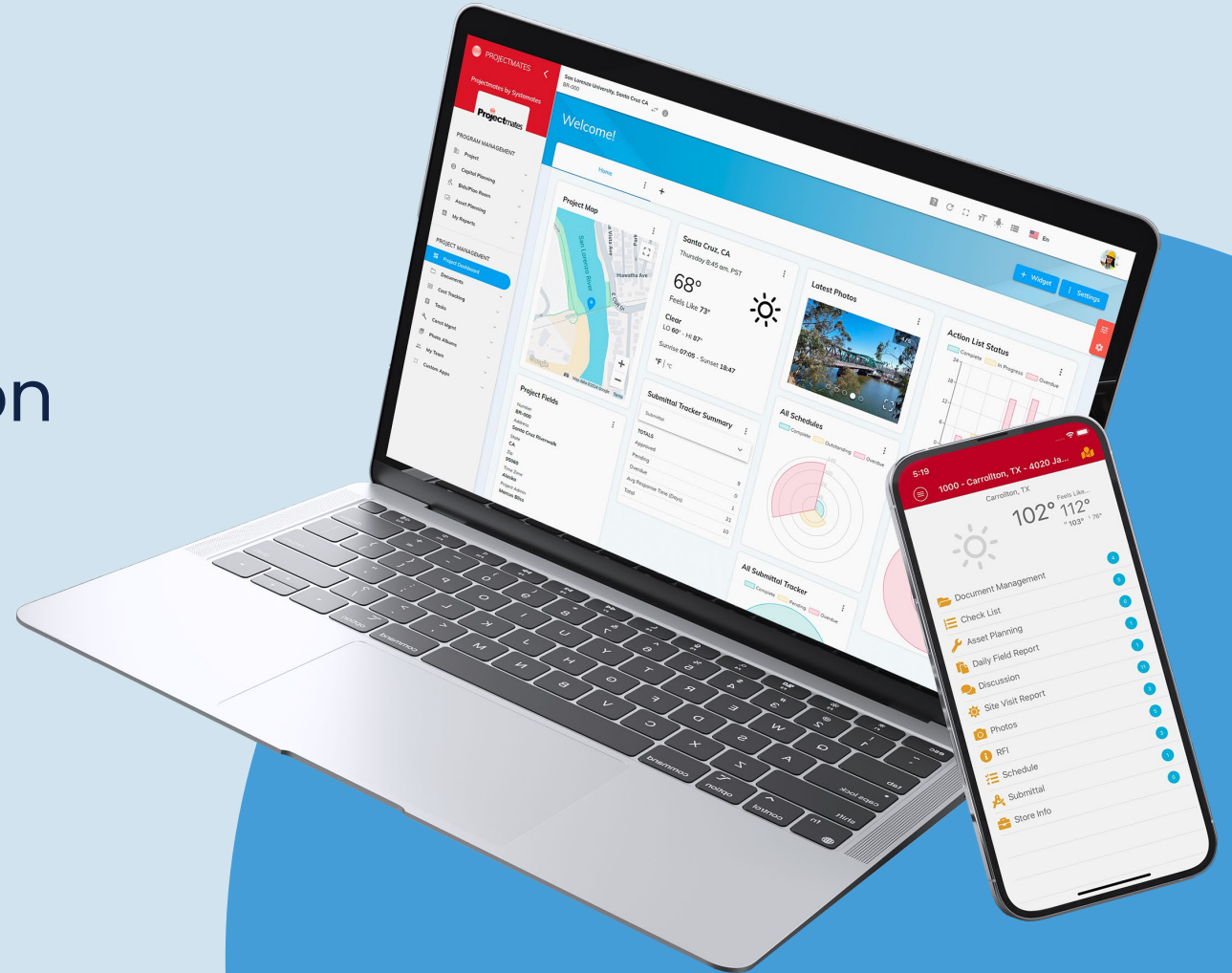
- Focus on incremental wins
- Compliment your team, don't replace them



Accessible Technology Solutions



- Project Management Information Systems
 - Streamlined collaboration
 - Top-tier visibility
 - Data-based decisions



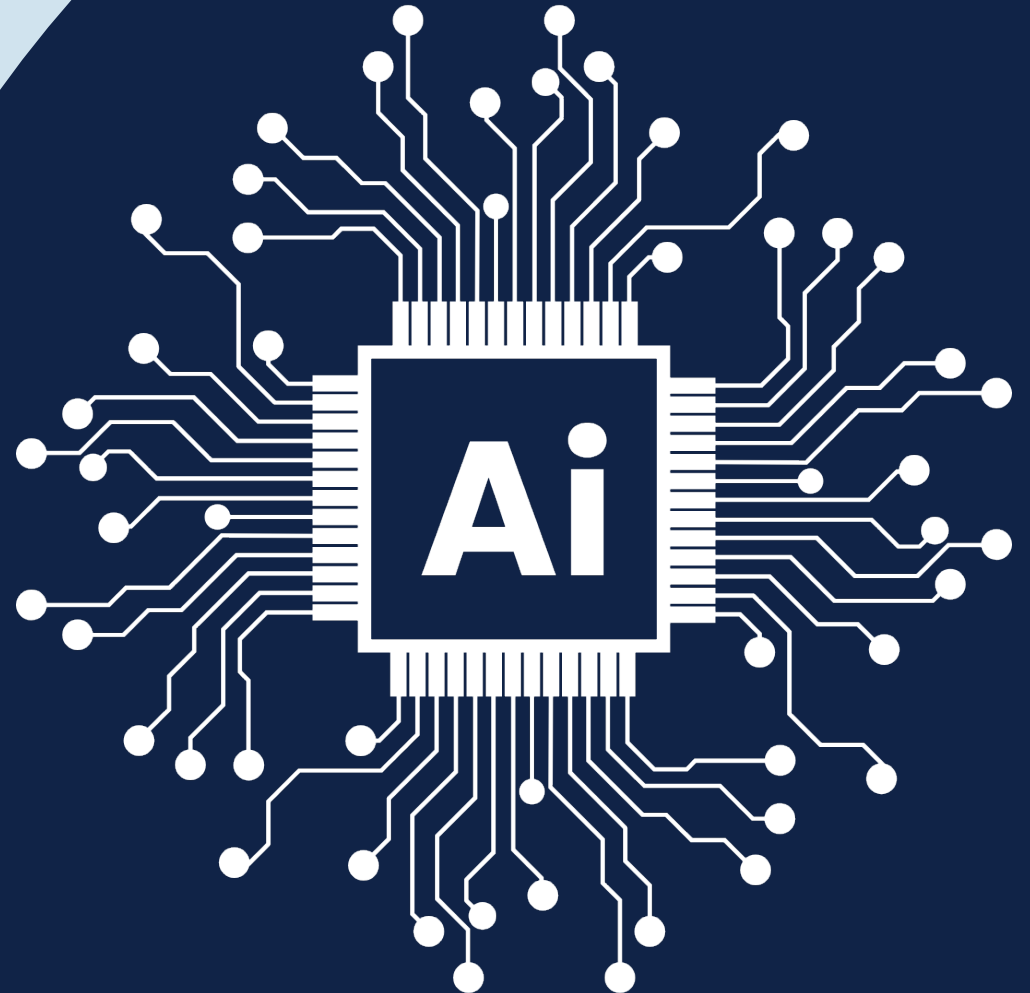
Accessible Technology Solutions

- 360-Degree Photo and Video Capture
 - Enhanced Transparency
 - Improved Accountability
 - Better Progress Monitoring

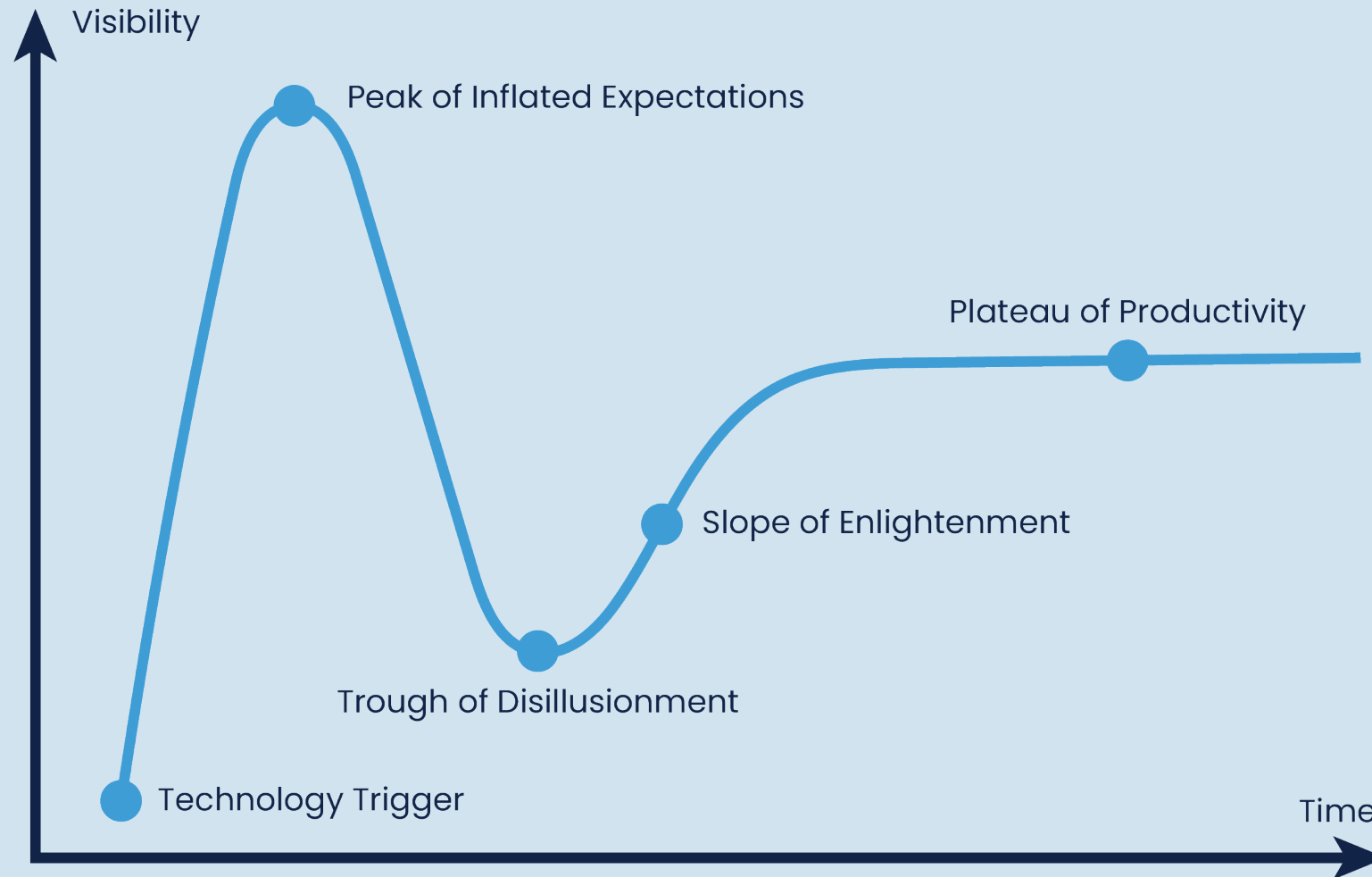


Accessible Technology Solutions

- Generative AI Tools
 - Fast but not graceful, yet
 - Several practical uses
 - Long-term solution



Technology Hype Cycle



ChatGPT: Contract/RFP Review



AUSD ACS LLB FEE RFPQ.pdf
PDF

Please review the attached contract document. Are there liquidated damages?



Yes, the contract document you provided includes provisions for liquidated damages. Specifically, it states that if the **Contractor fails to complete the Work or meet specified milestone deadlines, liquidated damages of \$2,500 per calendar day of delay will be assessed.** These damages are intended to compensate the Owner for the losses and inconveniences caused by the delay, such as disruption of activities and additional administrative costs (**AUSD ACS LLB FEE RFPQ**).

What section are those listed in?



The liquidated damages provision is located in **Section 6.3** of the Lease-Leaseback Agreement within the contract document. It outlines the details regarding the daily rate of \$2,500 for delays in completing the Work or meeting specified milestones (**AUSD ACS LLB FEE RFPQ**).

ChatGPT: Contract/RFP Review



What are the largest risks for a general contractor with this contract?

When analyzing the risks for a general contractor under the contract provided, several key areas stand out as potential concerns. Here are some of the largest risks:

1. Liquidated Damages

- **Risk:** The contract imposes liquidated damages of \$2,500 per calendar day for delays in completing the work. This presents a significant financial risk if the project timeline is not meticulously managed.
- **Mitigation:** Ensuring robust scheduling, close monitoring of project milestones, and proactive management of any issues that could delay the project are crucial.

2. Strict Change Order Markups

- **Risk:** The contract limits the markup on change orders to 15% for work performed directly by the contractor and 5% for work performed by subcontractors. This cap on markups could limit the contractor's ability to cover unforeseen costs.
- **Mitigation:** Careful cost estimation and maintaining detailed records of actual costs will help in ensuring that change orders are properly documented and justified.

3. Preconstruction Service Requirements

- **Risk:** The contractor is required to provide extensive preconstruction services, such as site evaluation, constructability reviews, and scheduling, at no additional cost to the district. This could lead to resource strain if not managed well.
- **Mitigation:** Allocate sufficient resources early on to handle preconstruction services efficiently and ensure that all deliverables are clearly defined and agreed upon.

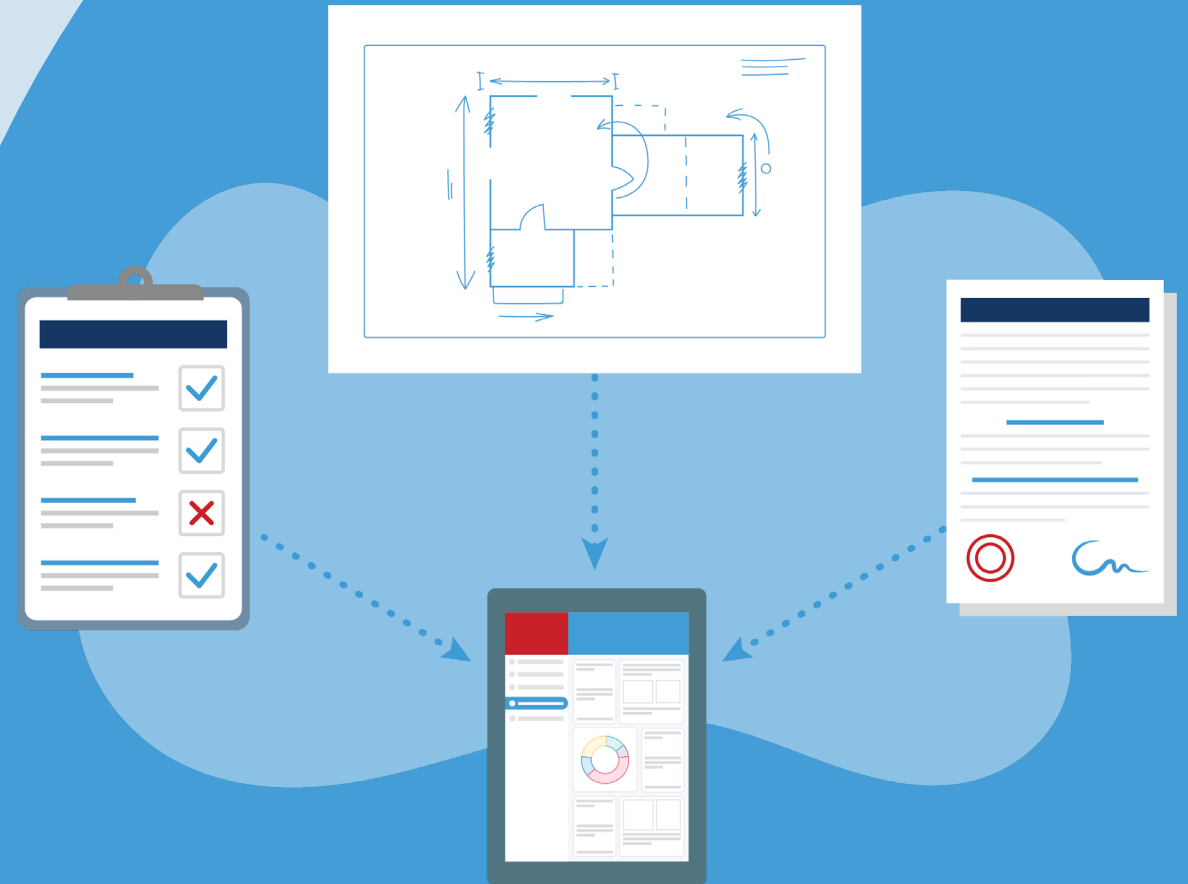
The Problem with Misaligned Incentives

Dispute Lifecycle

Potential change				
Assertion of change - time and/or cost				
Debate/negotiation within project team				
Formal request (REA)				
Certified claim and resolution process				
Mediation				
Litigation: lawsuit, arbitration, board hearing				

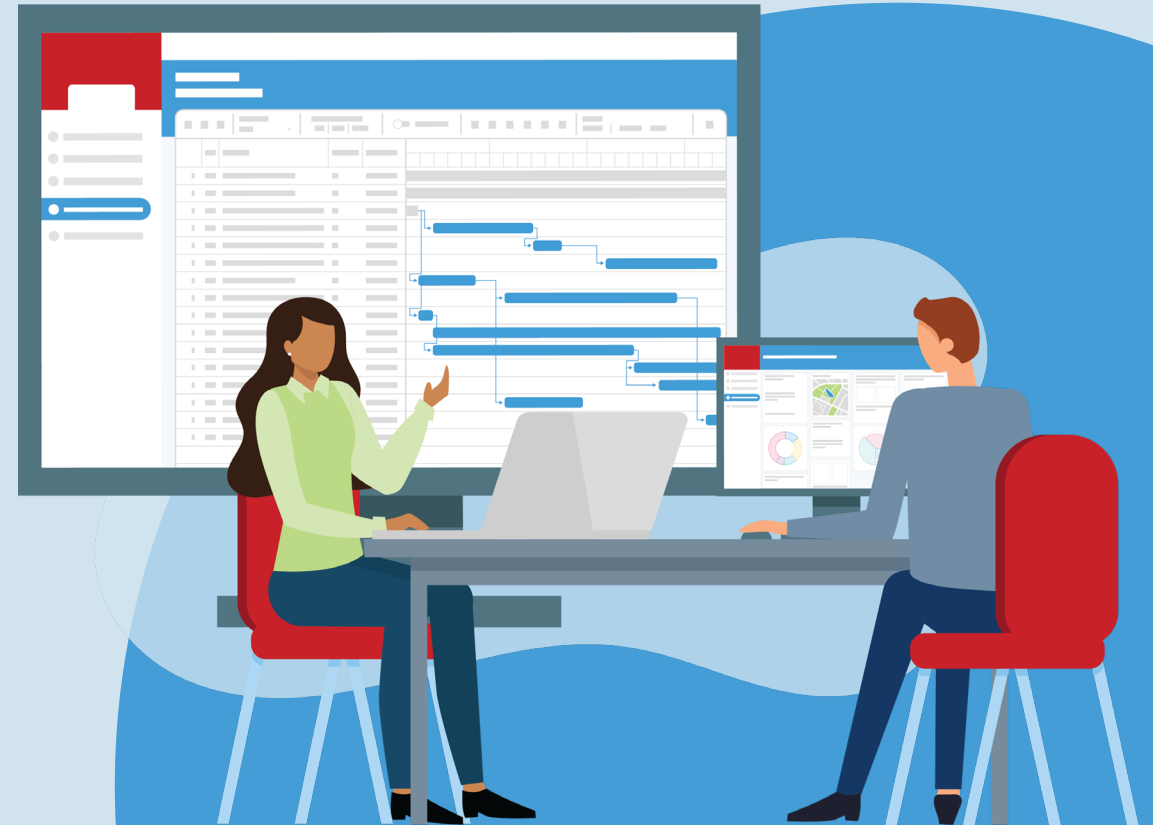
How Technology Can Mitigate Risk

- Clearer understanding of the facts
- Better fact-collecting tools
- AI tools for smarter contracts

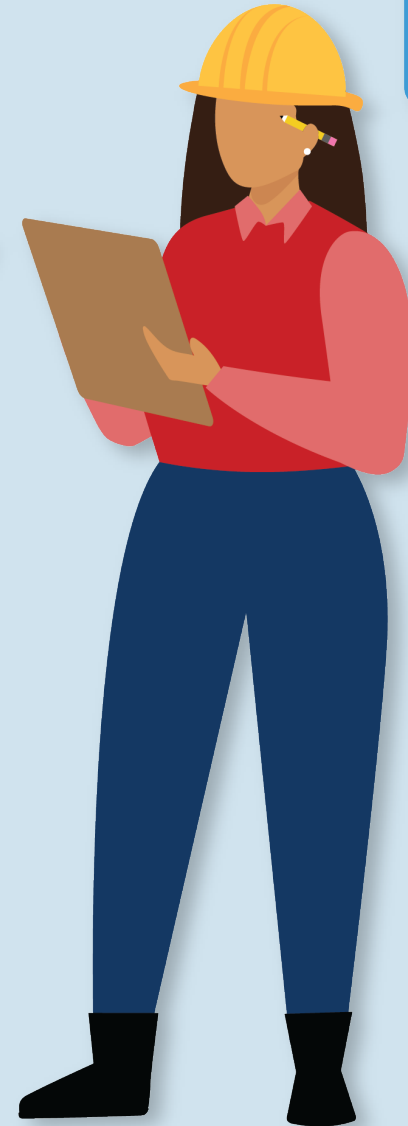


In Closing...

- Easy wins are attainable
- Crawl, walk, run
- Do your due diligence

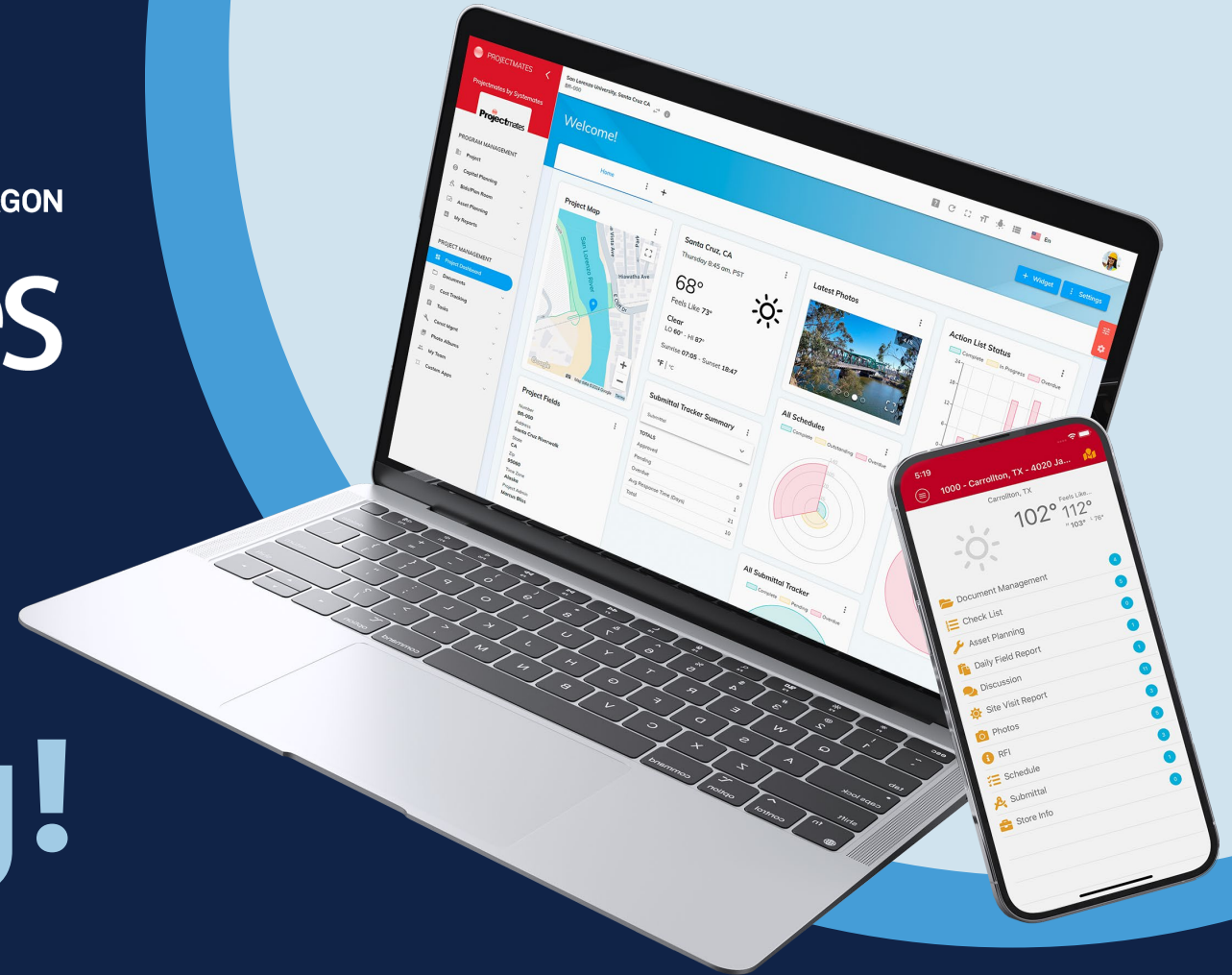


Time for Q&A



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 **Projectmates**

**Thank you
for attending!**



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