



Negotiation Center Updates



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Presentation Topics

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Negotiations Then

- May 2019 – The Texas Transportation Commission granted approval of the TAC 9.34 rule change to develop and implement an annual rate negotiation process.
- June 2019 – PEPS Negotiation Center was formed and TxDOT partnered with ACEC to establish the Negotiation Task Force (NTF) to develop the annual rate negotiation process.
- September 2020 - Full implementation of the annual rate negotiations process started with Wave I of FY 2021.
- Negotiations of Labor Classifications by Procurement Award.

Negotiations Now

- FY 2023 Procurements
 - 78 Procurements
 - 319 Contracts
 - Approx. 19,359 labor hours negotiating
- FY 2024 Procurements
 - 80 Procurements
 - 375 Contracts
 - Approx. 20,455 labor hours negotiating

Annual Rate Negotiations

Negotiation Components for Implementation

- ☐ TxDOT's Updated Labor Rate Curves
- ☐ Job/Labor Classifications
- ☐ Unit Cost Updates
- ☐ ODE Updates
- ☐ Anniversary Dates for Rate Renewals

Negotiation Components

Labor Rate Curves

- ☐ Curves currently use data collected from 2020 through 2023.
- ☐ New curves will be generated from data collected from 2020 thru 2024
- ☐ Data consists of actual rates submitted by providers for each classification.
- ☐ NC will no longer accept workbooks with an inadequate amount of rates provided.
- ☐ TAC Rule 9.40, 9.34 and 9.35 – A provider must submit on an annual basis the salary rates for all employees it anticipates using on contracts that may be executed over the next 12-month period.

Negotiation Components

Unit Cost Updates

- ☐ Traffic
- ☐ Geotech & Materials
- ☐ Utilities
- ☐ Survey

Negotiation Components

Other Direct Expenses (ODEs)

- △ General rates for travel reimbursement
- △ Update to remove obsolete items
- △ Add items frequently requested
- △ Adjust rates for inflation
- △ Special ODEs

Negotiation Components

Anniversary Date of Portfolios

- ☐ Current Process
- ☐ Annual Process
- ☐ Portfolio Requests

Audits – Rate Validation

- Randomly selected quarterly
- Labor rate validation
- Certified Payroll



Questions & Discussion



Texas Department
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