

# JOB ORDER CONTRACTING

## LOS ANGELES COMMUNITY COLLEGE DISTRICT

Request for Qualifications

Prequalified Bidders for a Job Order Contract

District-Wide

May 8, 2019



# Conference Agenda

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- JOC Overview
- JOC Contract Documents
- JOC Process
- Solicitation Details
- Construction Task Catalog<sup>®</sup> (CTC) and Specs
- PLA & CED
- Questions

# JOC Overview

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## Definition

- Indefinite delivery/indefinite quantity process (IDIQ)
- Enable contractors to complete a substantial number of individual projects with a **single bid**
- Tasks based on competitively-bid, **preset prices**

## Value

- Saves time and money
- Provides transparency and auditability

# JOC Overview: Umbrella Contract

## Part 1 Bidding the Umbrella Job Order Contract

Owner  
Advertises  
Job Order  
Contract

Contractors  
Submit  
Bids

Owner  
Awards  
Umbrella  
Job Order  
Contract

## Part 2 Procuring Individual Projects From Owner

Owner  
Project A

Subcontracting  
Opportunities

Owner  
Project B

Subcontracting  
Opportunities

Owner  
Project C

Subcontracting  
Opportunities

# JOC Overview:

## Why JOC Works For Contractors

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- Good work is rewarded with more work
  - Profit is a function of volume
  - Volume is driven by performance
  - JOC provides a steady flow of work
  - Win a higher percentage of proposed projects
  - Easier process for project proposals
- Long-term relationship with LACCD
  - Good work is rewarded with more work
  - Develop partnership with LACCD
- Ability to leverage Subcontractor and Supplier relationships
- Ability to sell value, not just compete to be the lowest price

# JOC Overview:

## Why JOC Works For Contractors

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- Reduced Risk
  - Fixed prices
  - No negotiations
  - Payment for every element of work performed
  - Ability to provide input during scope development
  - Eliminates quibbling over change orders
  - Reduced chance of claims
- Build bond capacity
- Larger presence and enhanced reputation in the local community

# JOC Overview:

## Why JOC Works For Facility Owners

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- A Fixed Priced, Fast Track Procurement Process
- Job Orders are Lump Sum
- The Ability to Accomplish a Substantial Number of Individual Projects with a Single Bid Contract
- Contractor Has A Continuing Financial Incentive To Provide
  - Responsive Services
  - Accurate Proposals
  - Quality Work on Time
  - Timely Close Out
- Future Purchase Orders Tied to Contractor Performance
  - No Obligation To Award Specific Projects
  - LACCD can Use All Other Methods For Accomplishing Projects

# JOC Overview:

## Why JOC Works For Facility Owners

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- Increases use of local businesses
  - The absence of pre-established quantities inhibits trade staffing by the prime contractor.
  - Responsiveness requires the prime to use multiple local subcontractors.
  - No bonding requirement for the sub, faster payment, and less red tape, thereby expanding business opportunities for small businesses
  - LACCD reviews and approves all Subcontractors prior to issuing Job Orders
- Increases Transparency
  - LACCD Has the Ability to See and Review the Back-Up Pricing Details
- Schedule Flexibility
  - No Shelf Life for Prices or Job Orders
  - Fast procurement cycle is good for end of fiscal year projects



# JOC Overview: The Process

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# LACCD Overview

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## Projects may be at any location within the LACCD jurisdiction (Bond & Non-Bond)

The District is spread throughout thirty-six (36) cities in an area encompassing eight hundred eighty-two (882) square miles in the greater Los Angeles area. The District extends from Agoura Hills in the west San Fernando Valley to the City of San Fernando in the north and Monterey Park to the east. The service area includes Culver City on the west side of the greater Los Angeles basin; and Monterey Park and San Gabriel on the east side, as well as Palos Verdes Estates and San Pedro to the south.

The District's nine (9) colleges and two (2) satellite campuses, which range in size from twenty-two (22) to over four hundred fifty (450) acres, include:

- Los Angeles City College
- East Los Angeles College
- Los Angeles Harbor College
- Los Angeles Mission College
- Los Angeles Pierce College
- Los Angeles Southwest College
- Los Angeles Trade-Technical College
- Los Angeles Valley College
- West Los Angeles College
- LACCD Van De Kamp Innovation Campus
- ELAC South Gate Campus

# Schedule

<b><u>Step 1: RFQ Issuance</u></b>	April 30, 2019
Mandatory Pre-Submittal Conference. East Los Angeles College, 1200 W. Floral Drive, Monterey Park, CA 91754. See RFQ Exhibits on Online Vendor Portal for Parking Pass and Campus Map.	May 8, 2019 @ 10:00 AM
<b>Deadline for RFQ Requests for Clarifications before 2:00 PM:</b>	<b>May 16, 2019</b>
<b>Deadline for Submission of SOQ before 2:00 PM:</b>	<b>May 28, 2019</b>
<b>Notification of Qualified Bidders (tentative)</b>	<b>June 2019</b>
<b><u>Step 2: Request for Bid Issuance</u></b>	<b>June 2019</b>

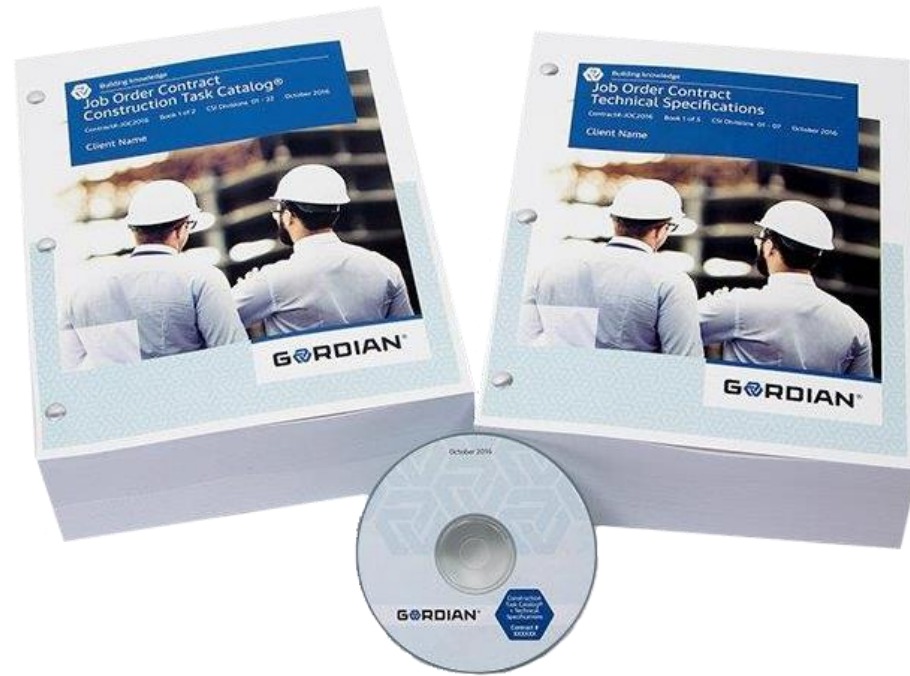
# Categories

Category	Estimated Number of Contracts to be Awarded	California License Required	Estimate Minimum Contract Value	Maximum Contract Value of Base Term	Maximum Contract Value of all Terms	Maximum Contract Duration (sum of terms)	Payment & Performance Bonds (each)
General Engineering	3	A	25,000	5,000,000	10,000,000	3 years	1,000,000
General Building	8	B	25,000	5,000,000	10,000,000	3 years	1,000,000
Low Voltage Systems*	3	C-7	25,000	5,000,000	10,000,000	3 years	500,000
Electrical	3	C-10	25,000	5,000,000	10,000,000	3 years	500,000
HVAC	3	C-20	25,000	5,000,000	10,000,000	3 years	500,000
Roofing	2	C-39	25,000	5,000,000	10,000,000	3 years	500,000

**\*C-7 Low Voltage Contractor (Audio Visual Integrator) (Structured Cabling Contractor) (Physical Security Integrator/Installer) ONLY**

# The Contract Documents

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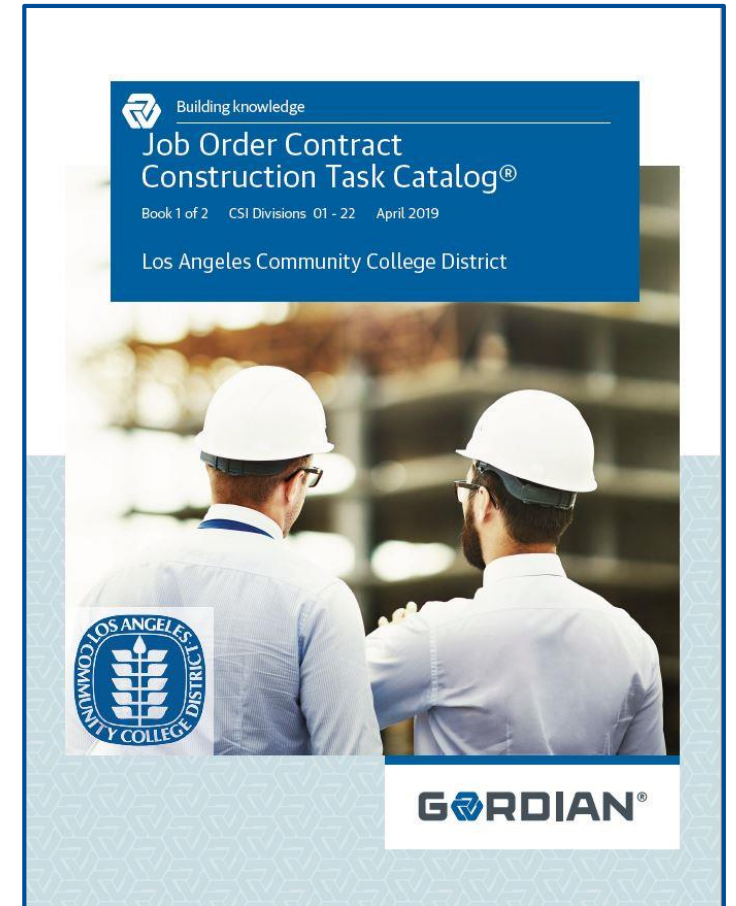


- LACCD Request for Qualifications
- Sample Contract
- The Construction Task Catalog®
- The Technical Specifications

# The Contract Documents: Construction Task Catalog®

## The Construction Task Catalog®

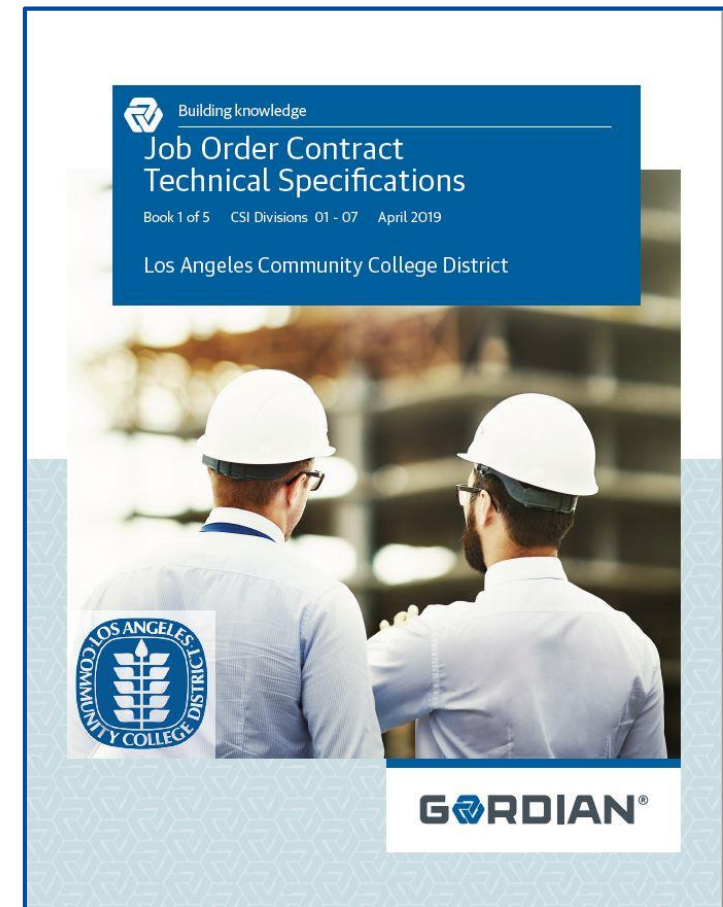
- Catalog of Pre-Priced Construction Tasks
- Organized by Construction Specifications Institute (CSI)
- Based on Local Labor, Material & Equipment Costs
- The tasks represent the “Scope of Work” for the contract
- Link to draft is provided with the RFQ, final version to be issued with the RFB



# The Contract Documents Technical Specifications

## The Technical Specifications

- Specifies Quality of Materials and Workmanship
- Corresponds with Tasks in the Construction Task Catalog®
- District Facility Standards and Campus Facility Standards take precedence over JOC Technical Specifications
- [Link to draft issued with RFQ, final version to be issued with RFB](#)



# 1% Contractor License Fee

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- **Access to JOC Gordian Cloud, Construction Task Catalog<sup>®</sup>, other proprietary materials**
  - Most advanced technology and data in the marketplace.
  - Paperless
  - Efficient
  - Tasks and prices input directly... no fishing through old files and estimating books for costs
- **JOC process training**
- **JOC Gordian Cloud software training**
- **Software support: 8AM to 8PM EST Monday - Friday**
- **Included in the Contractor's Adjustment Factor**
  - Consider with the Bid as an Overhead cost
  - 1% of each Job Order Price



# Solicitation Details

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- **Step 1: Request for Qualifications**
- **Step 2: Qualified Proposers invited to Bid**
  - Must Bid 4 Adjustment Factors:
    - Normal Working Hours, OCIP covered Projects: 7:00 am to 4:00 pm Monday to Friday
    - Other Than Normal Working Hours, OCIP covered Projects: 4:00 pm to 7:00 am Monday to Friday, and all day Saturday, Sunday and LACCD Holidays
    - Normal Working Hours, OCIP exempt Projects: 7:00 am to 4:00 pm Monday to Friday
    - Other Than Normal Working Hours, OCIP exempt Projects: 4:00 pm to 7:00 am Monday to Friday, and all day Saturday, Sunday and LACCD Holidays
  - Separate presentation will be held for the short-listed firms to discuss bid submittal instructions

# RFQ Scoring

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- Section 1: Information for Applicants (Not Scored)
- Section 2: General Information (Not Scored)
- Section 3: Essential Requirements (Pass/Fail)
- Section 4: General Qualifications (100 of 135)
- Section 5: Specific Qualifications (280 of 400)\*
  - Firm Experience/Project Approach Narrative (50 Points)
  - Quality Narrative (25 Points)
  - Safety Narrative (25 Points)
  - Key Personnel List (50 Points)
  - Project Experience/Past Performance (195 Points @ 65 points each for 3 projects)
  - LSEDV (all or nothing 55 Points)

\*District reserves the right to adjust the minimum points based on the best interest of the District.

# Common Problems to Avoid

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- Missing Digital File (Thumb Drive/CD)
- Not abiding by page count limitations
- Binders not tabbed or information not properly tabbed
- Missing Required Submittals
- Documents not executed/signed
- Common Carrier (Fed Ex, UPS) delivers after deadline or prior to office hours. Recommend hand deliver.

# Labor Compliance & CED

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- PLA
- CED Program
- Labor Compliance

# Next Steps

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- LACCD will evaluate submitted Statements of Qualifications for each license category
- Request for Bids will be issued to the qualified firms to submit a bid based on adjustment factor to the rates in the CTC
- Pre-Bid meeting will be held to provide instructions on how to prepare your bid
- Low bidders will be recommended to the BOT for contract award

# Questions?

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