

LOS ANGELES COMMUNITY COLLEGE DISTRICT
Job Order Contracting:
An Alternative Procurement Delivery Method



About Gordian

Leading provider of facility and construction cost **data, software** and **expertise** for all phases of the building lifecycle.

Significant industry contributions:

Creator of
Job Order Contracting (JOC)
process and data

Pioneer of **RSMeans data**,
industry-standard cost
estimating data

Developer of **Sightlines
Facilities Intelligence
Solutions** for facilities
assessments and
performance benchmarking



Data

Drive Meaningful Action



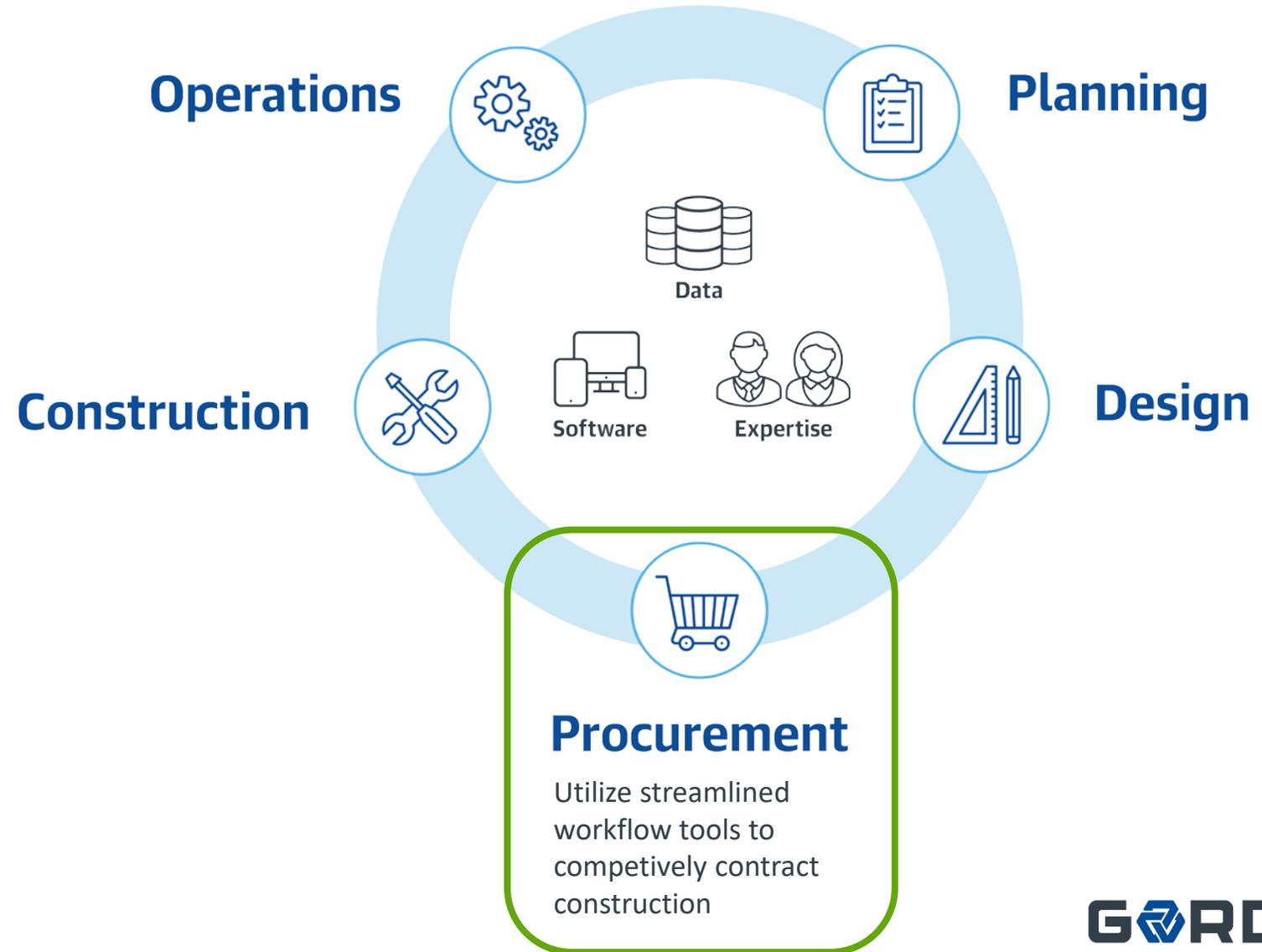
Software

Improve Workflows



Expertise

Deliver Results



Job Order Contracting

Definition

- Indefinite delivery/indefinite quantity process (IDIQ)
- Enable contractors to complete a substantial number of individual projects with a **single bid**
 - Under an Umbrella Contract
- Proposals based on competitively-bid, **preset priced tasks**
 - Construction Task Catalog (CTC)

Value

- Saves time and money
- Provides transparency and auditability

JOC is an Umbrella Contract

Part 1 Bidding the Umbrella Job Order Contracting Contract

Owner
Advertises
Job Order
Contracting
Contract



Contractors
Submit
Bids



Owner
Awards
Umbrella
Job Order
Contracting
Contract

Part 2 Procuring Individual Projects From Owner

Owner
Project A

Subcontracting
Opportunities

Owner
Project B

Subcontracting
Opportunities

Owner
Project C

Subcontracting
Opportunities

JOC Is an Umbrella Contract

- At time of RFQ, the District Cannot
 - Identify or Commit to any Specific Project or Location
 - Identify or Commit to any Specific CTC Tasks or Quantities
- One Year Base Term with Two One Year Option Extensions
- Estimated Minimum Contract Value (\$25k)
- Maximum Contract Value (up to \$10M over the life of the contract)
- Individual Job Orders
 - Minimum Project Size is \$25K
 - Maximum Project Size is \$1M
- Contractor Performance Drives Volume of Work

Why JOC Works For Contractors

- 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
- Long-term relationship with LACCD
 - Good work is rewarded with more work
 - Develop or Sustain a partnership with LACCD
- Ability to leverage Subcontractor and Supplier relationships
- Ability to sell value, not just compete to be the lowest price

Why JOC Works For Contractors

- 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 Project Requirements

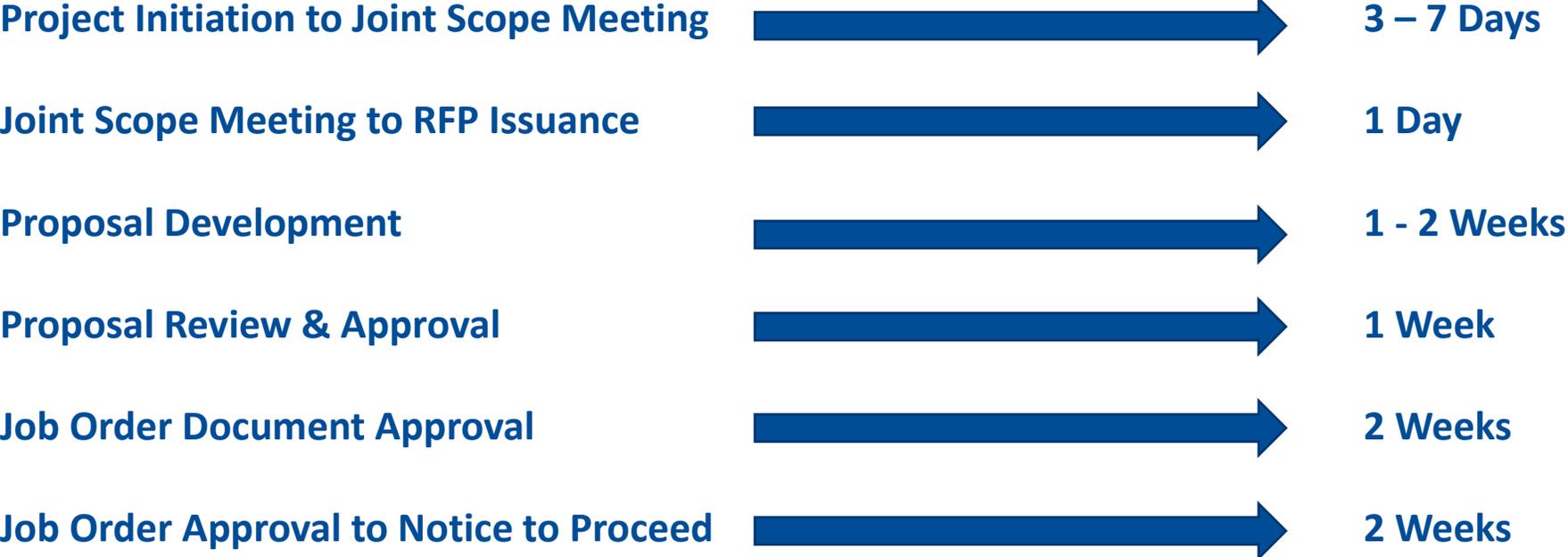
- PLA required per project
- Bonding on a per project basis
- CED (Community Economic Development) Certification
- Adherence to JOC Timelines as required
- Insurance
 - OCIP Enrollment for Build-LACCD Team projects
 - Owner's Insurance Provided for District Facilities Team projects

The Process



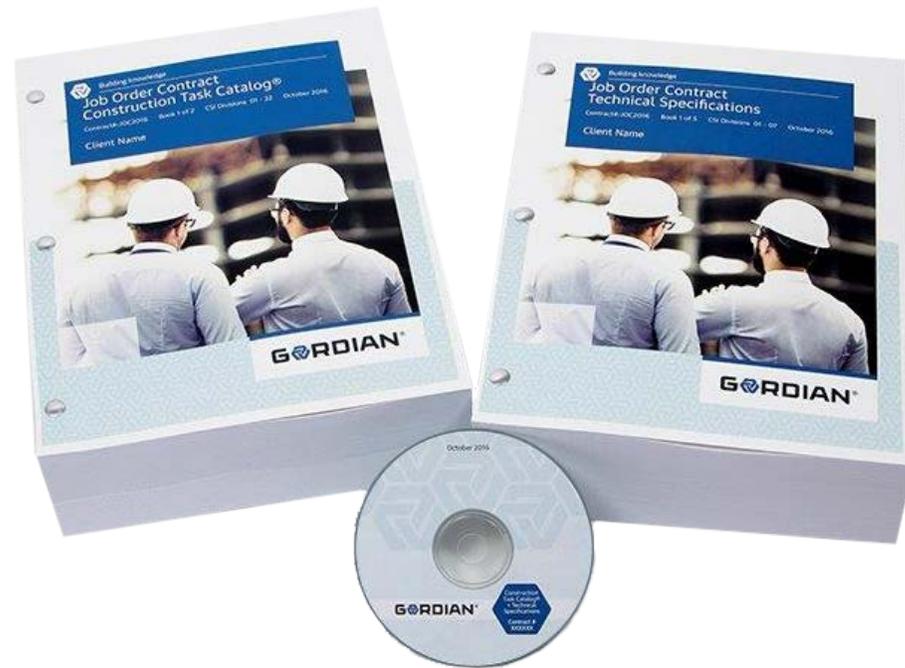
- Joint Scope Meeting With the District, Contractor, Gordian AM and Others to define the Detailed Scope of Work & Review Existing Conditions
- Gordian AM & District Issues Request for Proposal for the Agreed Upon Detailed Scope of Work
- Proposal Development
- Proposal Review by Gordian AM & District PM
- Issuance of Job Order Contract Approvals

Los Angeles Community College District - JOC Timeline



Total Procurement Time - 6 to 8 Weeks

The Contract Documents

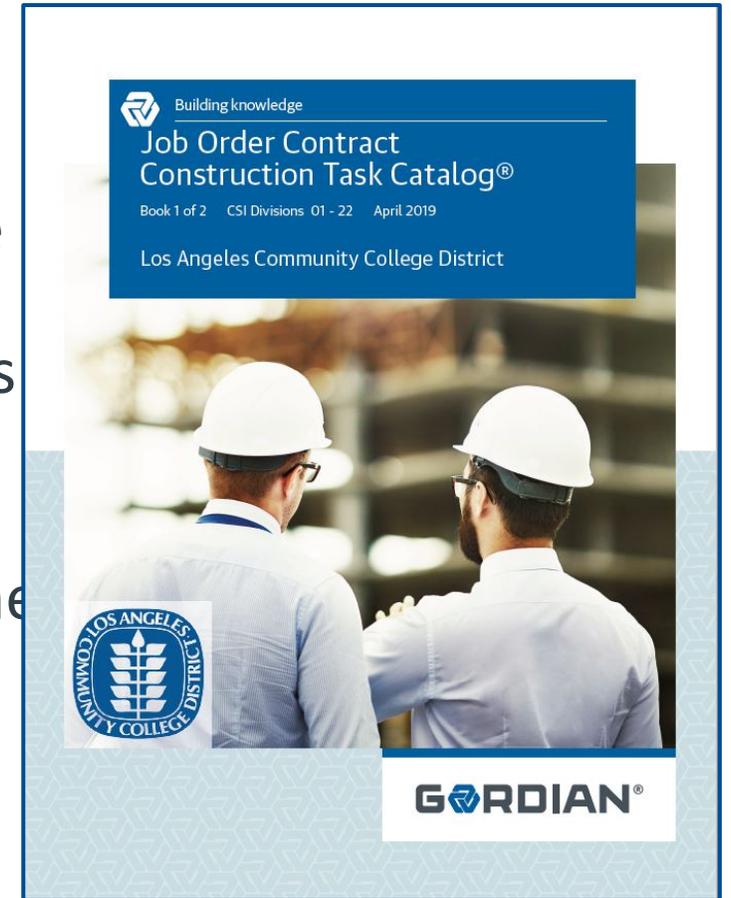


- LACCD Request for Qualifications
- LACCD General Conditions & Special Conditions
- The Construction Task Catalog®
- The Technical Specifications

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
- Contractor must review and understand “Using the Construction Task Catalog®”
- Rules of the game
- Make sure you get paid for all appropriate tasks



The Contract Documents

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



JOC Contract Documents

Construction Task Catalog[®] (CTC)

- Typical Task:

		Exterior Improvements		32
		Bases, Ballasts, And Paving		32 10
		Unit Paving		32 14
				32
MINOR	CSI UOM DESCRIPTION	TOTAL DIRECT UNIT COST	DEMOLITION UNIT COST	
	32 16 Curbs, Gutters, Sidewalks, And Driveways <small>(32 10)</small>			
	32 16 13 Curbs And Gutters <small>(32 16)</small>			
	<small>Note: Includes transitions. Demolition Includes two saw cuts (each end) of curbs and gutters for lengths up to 100'. See CSI section 02 41 19 13-00-3 for additional saw cuts within the 100'.</small>			
	32 16 13 13 Cast-In-Place Concrete Curbs And Gutters <small>(32 16 13)</small>			
	<small>Note: Includes concrete, forms, rebar, chairs (where necessary), expansion joints.</small>			
	32 16 13 13-0001 Concrete Curb, Cast In Place <small>(32 16 13 13)</small>			
	<small>Note: Includes delivered concrete, forms, rebar, chairs (where necessary), expansion joints, finish and curing.</small>			
	32 16 13 13-0002 LF 6" X 12" Cast In Place Concrete Curb	7.18		3.23
	<small>For Up To 20, Add</small>	4.03		
	<small>For >20 To 50, Add</small>	2.27		
	<small>For >50 To 100, Add</small>	0.88		
	<small>For >500 To 1,000, Deduct</small>	-0.88		
	<small>For >1,000, Deduct</small>	-1.50		
	32 16 13 13-0003 LF 6" X 12" Cast In Place Concrete Curb - Radius	8.18		3.72
	<small>For Up To 20, Add</small>	4.63		
	<small>For >20 To 50, Add</small>	2.61		
	<small>For >50 To 100, Add</small>	1.01		
	<small>For >500 To 1,000, Deduct</small>	-1.01		
	<small>For >1,000, Deduct</small>	-1.72		

CSI MasterFormat

Full description of task

Price includes labor, material + equipment for your location

Demolition price

Section + task notes

Modifiers for variations or quantity discounts

Gordian Cloud Software

	Job Order Name	Contract Name	Status	Price Proposal Total	Last Updated	Last Updated By
ctionTest001	ReportActionTes...	ReportActions001	Project Initiation		03/14/2019	r.yenugu@thegordiangroup.com
	job2n	Release Demo Contract	Proposal Due		03/14/2019	procontractor@gmail.com
	job1	ecc9a903-67a4-45a4-86e8-6d100d6682d7	Project Initiation		03/14/2019	procontractor@gmail.com
oProject	NewNppProject	Release Demo Contract	Proposal Due		03/14/2019	k.krishnamurthy@thegordiangro
KT	AdarshKT	AdarshKTJOC	Proposal Due		03/14/2019	k.krishnamurthy@thegordiangro
issue2	modifierissue2	2A520BA9-0157-47BB-9D7D-6D307A022A95	Proposal Approved		03/14/2019	k.krishnamurthy@thegordiangro
ction_Test111	ReportAction_Te...	Release Demo Contract	Project Initiation		03/13/2019	r.yenugu@thegordiangroup.com
	jotoapprove	Release Demo Contract	Proposal Approved		03/13/2019	k.krishnamurthy@thegordiangro
CheckVersionTotalls...	NewJOCheckVer...	Release Demo Contract	Proposal Approved		03/12/2019	k.krishnamurthy@thegordiangro

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Internet Based Software Provided with Contract

- JOC Gordian Cloud Expedites the Job Order Process
 - Price Proposals
 - Subcontractor Lists
 - Tracking Dates
 - Required Job Order Forms
- Training provided

Annual Adjustment Factor Update

- Annual Price Adjustment
 - Applied annually on the anniversary of the Award Date
 - Based on Los Angeles CCI published by Engineering News Record
 - Calculation (Based on month Bids were Due)
$$\frac{\text{Average CCI for Current Year}}{\text{Average CCI for Base Year}} = \frac{\text{The \% Increase or Decrease in Construction Costs}}{\text{Construction Costs}}$$
 - Percentage x Original Adjustment Factors = New Adjustment Factors for Next Year

Contractor Adjustment Factor

Importance of Adjustment Factors

- Determines Lowest Bidders at time of Bid AND
- Used to Price Individual Work Orders
- Price Proposal Total Becomes the Lump Sum Job Order Amount

	Unit Price	x	Quantity	x	Adjustment Factor	=	Total for Task
+	Unit Price	x	Quantity	x	Adjustment Factor	=	Total for Task
+	Unit Price	x	Quantity	x	Adjustment Factor	=	Total for Task
							<hr/>
							Total Job Order Price

JOC Contractor Support

- Gordian Cloud Software Training
- Construction Task Catalog & Proposal Development Training
- Joint Scope Meeting (Job Walk)
- Individual Job Order Contract Documents Execution

PlanetBids

- **The Invitations for Pre-Qualifications will be advertised soon**
 - Exact Date To Be Determined
- **Please register with Planet Bids as soon as possible**
 - Solicitation will be released through Planet Bids

Follow-Up

Contact

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C.Howell@gordian.com