



**THE
GORDIAN
GROUP®**

Job Order Contracting
Pre-Bid Conference



Pre-Bid Conference: March 13, 2014, 10:00 am

Pre-Bid Conference Agenda

- County of Fresno JOC History
- JOC Overview
- JOC Contract Documents
- JOC Process
- Solicitation Details
- Understanding the CTC
- Calculating the Bid
- Contractor Adjustment Factors
- Bid Considerations & Review
- Risk of Low Adjustment Factors
- Questions

County of Fresno JOC History

- Using Job Order Contracting since October 2004
- Typically Uses JOC for:
 - ✦ Small to Medium Sized Repair and Renovation Projects
 - ✦ Straightforward Work Items
 - ✦ Replacements in Kind
- Has Trained and Dedicated Staff to Manage JOC
- Statistics
 - ✦ More than \$20M in work
 - ✦ Over 300 individual projects
 - ✦ Average project size \$10,000 - \$250,000



JOC Overview

- Job Order Contracting is an Indefinite Quantity Construction Contract
- JOC Introduced in the United States in 1985
 - ✦ Dept. of Defense, USPS, NASA, etc.
- Implemented by states, counties, cities, K-12 schools, universities, housing authorities, etc. since 1990
- Hundreds of contracts currently in use
- Over \$1.5 Billion in construction placed annually through Gordian JOC systems

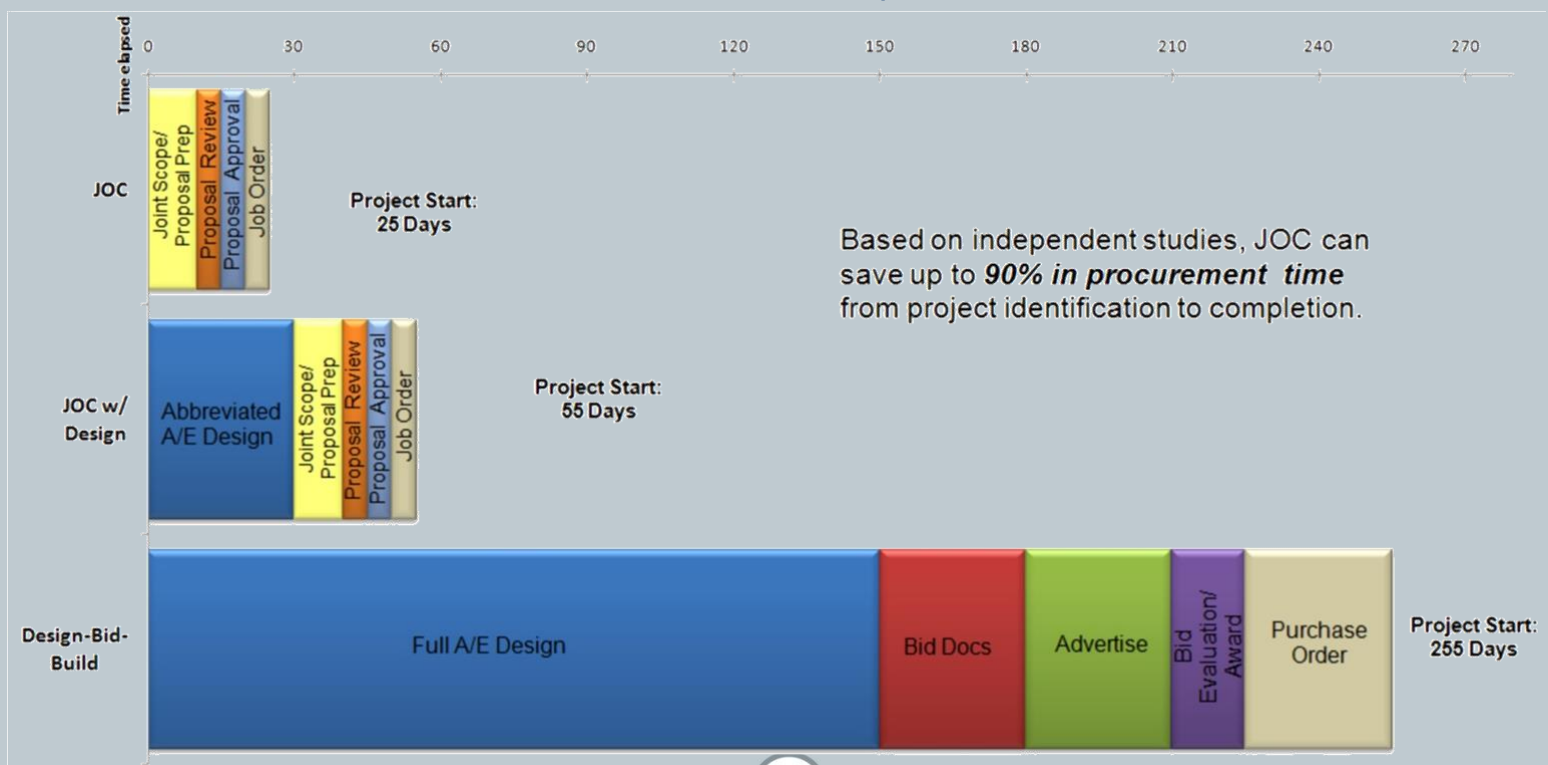
JOC Overview

- Why JOC Works for Owners
 - ✦ 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 Competitively Bid Contract
 - ✦ On-Call Contractors Ready to Perform a Series of Projects at Different Locations for Competitively Bid Prices
 - ✦ Contractor Has A Continuing Financial Incentive To Provide
 - + Responsive Services
 - + Accurate Proposals
 - + Quality Work on Time
 - ✦ Future Purchase Orders Tied to Contractor Performance
 - + No Obligation To Award Specific Projects
 - + Owner can Use All Other Methods For Accomplishing Projects

JOC Overview - Efficiency

- Time Savings

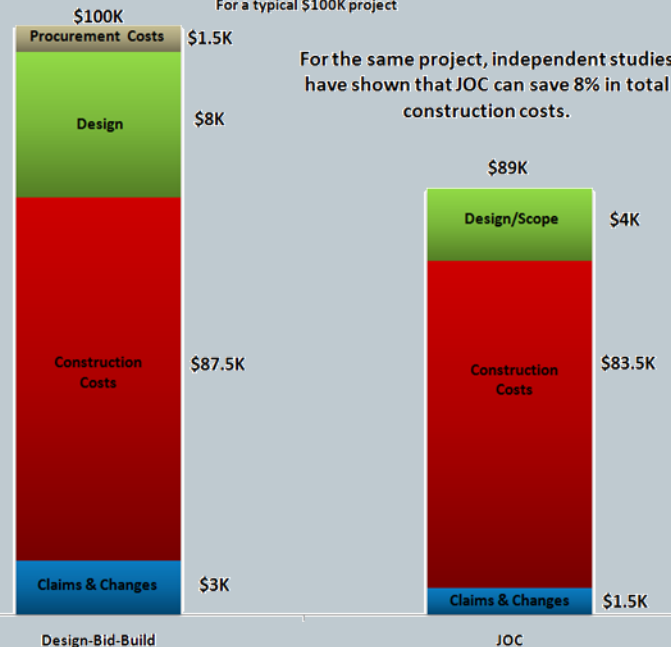
- ✦ Faster Procurement – Weeks Instead of Months
- ✦ Based on Owner-Contractor Partnership = Non-Adversarial Relationship



JOC Overview – Cost Savings (8-15%)

- Cost of construction: 3-6%
 - ✦ Contractor offers discount because bidding a large volume of work, not one small project
 - ✦ Overhead and profit spread over entire value of contract
- Lower procurement and administrative costs: 1-2%
 - ✦ Eliminates the full procurement cycle for each and every project
- Fewer change orders and claims: 1-2%
 - ✦ Joint scoping process eliminates misunderstandings about Detailed Scope of Work
 - ✦ Contractor responsible for errors and omissions
- Reduction of A/E fee: 3-5%
 - ✦ Currently many small projects are "designed" primarily for procurement purposes

Cost Savings: Gordian JOC vs. Traditional Design-Bid-Build
For a typical \$100K project



JOC Overview – Additional Benefits

- Owners Also Use JOC to
 - ✦ Increases use of local, minority, and disadvantaged businesses
 - + The absence of pre-established quantities inhibits trade staffing by 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
 - + County of Fresno reviews and approves all Subcontractors prior to issuing Purchase Order to ensure compliance with goals
 - + All County of Fresno contracts have DBE goals of 14.9% subcontractor participation on Federally-Funded projects
 - ✦ Increases Transparency
 - + County of Fresno 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 Contract Documents

- Front End Documents
- Construction Task Catalog
- Technical Specifications

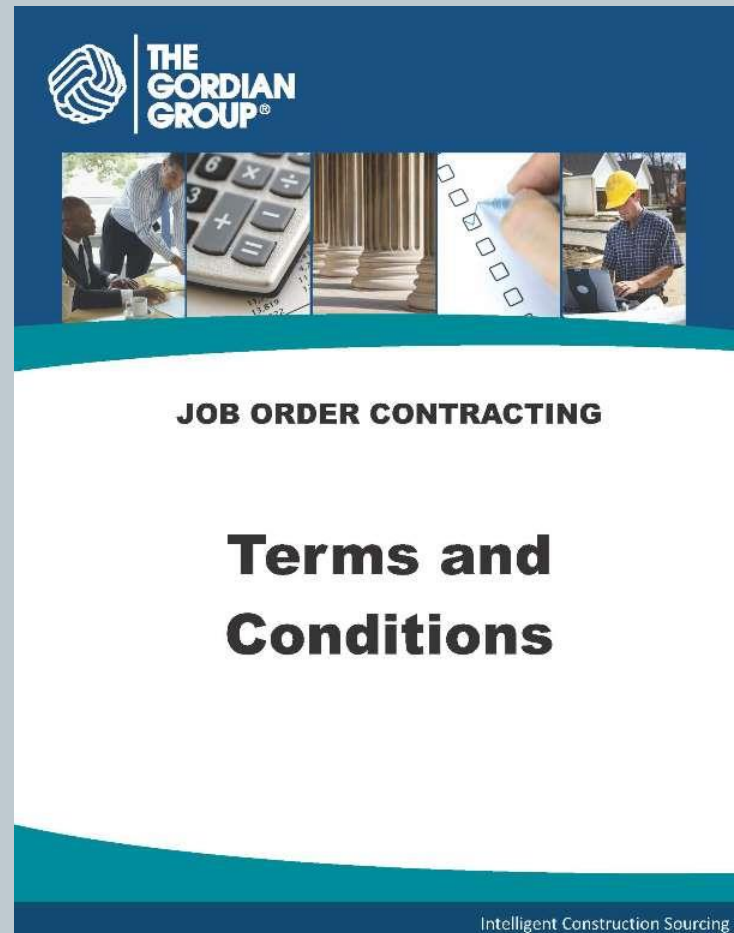


JOC Contract Documents

- Front End Documents

- ✦ Terms and Conditions

- + Project Information
- + Instruction to Bidders
- + Bid Forms
- + Insurance Requirements
- + Bond Requirements
- + Warranty
- + Liquidated Damages
- + Etc.



JOC Contract Documents

- Construction Task Catalog (CTC)
 - ✦ Catalog of Pre-Priced Construction Tasks
 - ✦ Based on Local Labor, Material & Equipment Costs
 - ✦ The tasks represent the “Scope of Work” for the contract
 - ✦ Typical Task:

MINOR				Plumbing	22	
CSI	UOM	DESCRIPTION		Plumbing Fixtures	22 40	22
				Healthcare Plumbing Fixtures	22 43	
				TOTAL DIRECT UNIT COST	DEMOLITION UNIT COST	
22		Plumbing				
22 43		Healthcare Plumbing Fixtures <small>(22 40)</small>				
22 43 16		Healthcare Sinks <small>(22 43)</small>				
22 43 16 00-0001		Healthcare Sinks <small>(22 43 16)</small>				
		Note: Includes trap, drain and supply valves. Excludes faucets and flush valves.				
22 43 16 00-0003	EA	29" x 20", Floor Mounted, Siphon Jet Flushing Rim, Vitreous China Clinic Service Sink (American Standard).....		1,155.27	182.94	
		For Stainless Steel Rim Guards (Three Sides), Add		96.83		
		For Pedestal Base, Add		443.96		
22 43 16 00-0004	EA	28" x 22", Wall Mounted, Vitreous China Surgeon's Scrub Sink (American Standard).....				
		For Painted Bracket Supports, Add				
22 43 16 00-0005	EA	20" x 17", Wall Mounted, Vitreous China Intensive Care Unit Sink (American Standard).....				
22 43 16 00-0002	EA	25" x 21", Wall Mounted, Blow Out Flushing Rim, Vitreous China Clinic Service Sink (American Standard).....				
		For Stainless Steel Rim Guards (Three Sides), Add		96.83		

CSI Masterformat

Description of task

Price includes labor, materials and equipment for your location

Demolition Price

Modifiers for variation or quantity discounts

JOC Contract Documents

- Technical Specifications
 - ✦ Specifies Quality of Materials and Workmanship
 - ✦ Corresponds with Tasks in the Construction Task Catalog



JOC Process – How is JOC Bid?

- Award Based on Competitive Bid
 - ✦ Must Bid 4 Adjustment Factors:
 - + Normal Working Hours: 7:00 am to 5:00 pm Monday to Friday
 - + Other Than Normal Working Hours: 5:00 pm to 7:00 am Monday to Friday, and all day Saturday, Sunday and Holidays
 - + Normal Working Hours – Federally-funded projects: 7:00 am to 5:00 pm Monday to Friday
 - + Other Than Normal Working Hours – Federally-funded projects: 5:00 pm to 7:00 am Monday to Friday, and all day Saturday, Sunday and Holidays
 - ✦ Adjustment Factors Apply to All Tasks in the CTC
 - ✦ Each Adjustment Factor is Weighted
 - ✦ Lowest Weighted Award Factor From a Responsive, Responsible Bidder Wins!

Process - How is Work Done?



- Scope Development
 - ✦ Joint Scope Meeting With Owner, Contractor, and Others to define the Detailed Scope of Work
 - ✦ Owner Issues RFP for the Agreed Upon Detailed Scope of Work
- Proposal Development
 - ✦ Typical Proposal Due Date will be 2 weeks from RFP
- Proposal Review
- Issuance of Work Order
- Total Time Goal: Average 3-5 weeks

Solicitation Details

- Prior to Bidding County of Fresno Cannot
 - ✦ Identify or Commit to any Specific Project or Location
 - ✦ Identify or Commit to any Specific CTC Tasks or Quantities
- JOC has a 1 Year Term
- JOC has \$25,000 Guaranteed
- For this bid and the (2) contracts currently advertised will have Maximum Contract Value of \$2M with option to increase to the amount allowed by California Public Contract Code, currently \$4,430,000. The contractor would increase bond and insurance if option is exercised.

Solicitations Details

- Payment and Performance Bonds
 - ✦ 100% of Maximum Contract Value of \$2M each
 - ✦ Required at Contract Award
- Differing Site Conditions or Changes in Scope
 - ✦ Priced from Construction Task Catalog
 - ✦ Supplemental Job Order
 - ✦ No Negotiated Change Orders

Solicitations Details

- Filings and Permits
 - ✦ Fees paid for all Permits Reimbursed 100% - **No Markup**
- Liquidated Damages
 - ✦ On a Project-by-Project Basis
- DBE Participation Goal on Federally-Funded projects
 - ✦ 14.9% goal
- B License Requirement

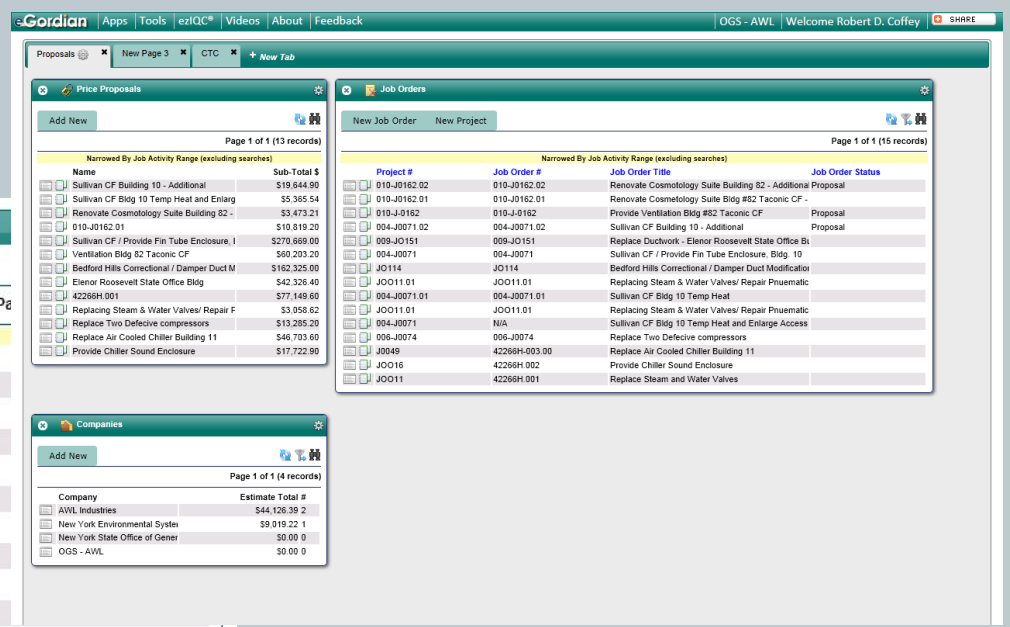
Solicitations Details

- Internet Based Software Provided with Contract
 - ✦ eGordian Software Automates the Proposal Process
 - ✦ 1% Fee, per Job Order, for Software License is paid by the contractor
 - ✦ No costs for Training

Proposal Review

Narrowed By Job Activity Range (excluding searches)	
Description	
✓ Scout Hall - Feb 18 2011 5:49PM	
✓ Scout Hall - Feb 16 2011 2:50PM	
✓ Scout Hall - Oct 21 2010 7:07PM	
✓ POOL STEVESTON UPGRADES - Feb 15 2011 3:11PM	
✓ East Richmond Community Hall Upgrade To Kitchen and Washrooms - Feb 15 2011 1:	
✓ Asbestos In Child Care Centre - Jan 24 2011 7:21PM	
✓ Asbestos Ceiling - Jan 24 2011 6:33PM	
✓ Tennis Net - Jan 18 2011 7:06PM	
✓ Additional Work - Asbestos Removal - Jan 5 2011 5:10PM	
✓ Extra Work - Dec 21 2010 1:37PM	

\$5,133.57



Price Proposals (Page 1 of 1 (13 records))

Name	Sub-Total \$
Sullivan CF Building 10 - Additional	\$19,644.90
Sullivan CF Bldg 10 Temp Heat and Enlarg	\$5,365.54
Renovate Cosmetology Suite Building 82 -	\$3,473.21
010-J0162.01	\$10,819.20
Sullivan CF / Provide Fin Tube Enclosure. I	\$270,989.00
Ventilation Bldg 82 Taconic CF	\$60,203.20
Bedford Hills Correctional / Damper Duct M	\$162,325.00
Eleanor Roosevelt State Office Bldg	\$42,326.40
42266H.001	\$77,149.60
Replacing Steam & Water Valves/ Repair F	\$3,058.62
Replace Two Defective compressors	\$13,285.20
Replace Air Cooled Chiller Building 11	\$46,703.60
Provide Chiller Sound Enclosure	\$17,722.98

Job Orders (Page 1 of 1 (15 records))

Project #	Job Order #	Job Order Title	Job Order Status
010-J0162.02	010-J0162.02	Renovate Cosmetology Suite Building 82 - Additional Proposal	Proposal
010-J0162.01	010-J0162.01	Renovate Cosmetology Suite Bldg #82 Taconic CF -	Proposal
010-J-0162	010-J-0162	Provide Ventilation Bldg #82 Taconic CF	Proposal
004-J0071.02	004-J0071.02	Sullivan CF Building 10 - Additional	Proposal
009-J0151	009-J0151	Replace Ductwork - Eleanor Roosevelt State Office B	
004-J0071	004-J0071	Sullivan CF / Provide Fin Tube Enclosure. Bldg 10	
J00114	J00114	Bedford Hills Correctional / Damper Duct Modification	
J0011.01	J0011.01	Replacing Steam & Water Valves/ Repair Pneumatic	
004-J0071.01	004-J0071.01	Sullivan CF Bldg 10 Temp Heat	
J0011.01	J0011.01	Replacing Steam & Water Valves/ Repair Pneumatic	
004-J0071	N/A	Sullivan CF Bldg 10 Temp Heat and Enlarge Access	
006-J0074	006-J0074	Replace Two Defective compressors	
J0049	42266H-003.00	Replace Air Cooled Chiller Building 11	
J0016	42266H.002	Provide Chiller Sound Enclosure	
J0011	42266H.001	Replace Steam and Water Valves	

Companies (Page 1 of 1 (4 records))

Company	Estimate Total #
AWL Industries	\$44,126.39 2
New York Environmental Systems	\$9,019.22 1
New York State Office of Gener	\$0.00 0
OGS - AWL	\$0.00 0



Solicitations Details

Up to 2 Contracts
may be awarded
for Job Orders
located anywhere
within the County
Of Fresno





Understanding the Construction Task Catalog

- Contractor must read and understand “Using the Construction Task Catalog”
- Pages 00 – 1 to 00-7 of the CTC
- **Handout**



CTC Information:

- ☑ This catalog was created specifically for client name, and published in April 2010 by The Gordian Group Inc.

The Unit Prices include:

LABOR COSTS:

- ☑ Labor costs include direct labor through the working foreperson level at straight-time prevailing wage rates including fringe benefits and an allowance for Social Security and Medicare taxes, worker's compensation, unemployment insurance and employee benefits.
- ☑ Labor costs are based on workers familiar with and skilled in the performance of the task following OSHA requirements.
- ☑ Labor costs include time lost for normal work breaks, layout, measuring and cutting to fit, clean-up of regular construction debris, inspection, permit compliance, job meetings and start-up.

EQUIPMENT COSTS:

- ☑ Equipment costs include all equipment required to accomplish the task including rigging and mobilization, except large equipment (e.g. cranes, pile drivers, bulldozers, excavators, backhoes, bobcats etc.) which exclude mobilization.
- ☑ Equipment costs include all operating expenses such as fuel, electricity, lubricants, etc.

MATERIAL COSTS:

- ☑ Material costs include the cost of the material being installed and all incidentals and accessories integral to the installation.
- ☑ Material costs include manufacturer's and/or fabricator's shop drawings.

October 2013

Using The Construction Task Catalog®

- ☑ Material costs for roofing, drywall, VCT, carpet, wall covering, ceiling tile, pipe, conduit, concrete, etc. include an allowance for waste. This list is not intended to be all inclusive, but descriptive of the types of construction materials that are typically sold in standard lengths, sizes and weights.
- ☑ Material costs include all applicable sales taxes.

Complete and In-Place Construction:

- ☑ Unit prices are for complete and in-place construction and include all labor, equipment and material required to complete the task as described in the CTC.
- ☑ Unit Prices include delivery, unloading and storing materials, tools and equipment on site; moving, materials, tools and equipment from storage area or truck up to 2 ½ stories (2 stories with an attic) and within 125' to reach the site.
- ☑ Unit prices for imported materials (aggregate, sand, soil, etc.) include delivery up to 15 miles from the closest approved source.
- ☑ Unit prices exclude moving material and equipment greater than 2 ½ stories and handling material and equipment more than 125' (See 01680).
- ☑ Unit prices include all fasteners such as anchor bolts, lag bolts, screws, adhesive, wedge anchors, expansion bolts, roofing clips (excluding hurricane clips) that are required. Fasteners listed separately in the CTC are for use with Owner furnished material and equipment or relocating or reinstalling existing material and equipment.
- ☑ Unit prices exclude more substantial mounting material such as threaded rod or angle iron unless the task description states otherwise.

copyright © 2013 The Gordian Group, Inc.

Page 00 - 1

Understanding the Construction Task Catalog

- Include All Appropriate Tasks:

32 16 23 00-0002	4" Cast In Place Concrete Sidewalk	SF	\$5.06	400	\$2,024.00	
	For Quantities 100 to 500, Add	SF	\$2.04	400	\$816.00	
32 11 16 00-0015	4" Crushed Aggregate Base	SF	\$0.63	400	\$252.00	
	For Quantities Under 1000	SF	\$0.18	400	\$72.00	
01 71 13 00-0003	Mobilize Backhoe	EA	\$402.63	1	\$402.63	
31 23 16 36-0006	Excavation by Backhoe	CY	\$3.75	11	\$41.25	
	For Quantities Under 20 CY, Add	CY	\$3.75	11	\$41.25	
31 23 16 36-0028	Loading Excess Materials	CY	\$3.42	13.75	\$47.03	
	For Quantities Under 20 CY, Add	CY	\$3.42	13.75	\$47.03	
01 74 19 00-0029	Hauling to Dump Site	CYM	\$0.51	207	\$105.57	
01 74 19 00-0021	Landfill Dump Fee	CY	\$15.14	13.75	\$208.18	\$4,056.93
						/400
						\$10.14

Compare These Prices

Sample only

Non-Prepriced Tasks

- Contractor must have permission from County of Fresno to use a Non-Prepriced Task prior to submitting a Price Proposal
- Three (3) Quotes on a vendors' or subcontractors' letterhead
- Justification for less than three (3) Quotes

✦ Contractor Performed Duties

A= The number of hours for each labor classification and hourly rates

B= Equipment costs (other than small tools)

C= Three independent quotes for all materials

Total Cost for self-performed work = $(A+B+C) \times$ Normal Hours Adjustment Factor (Only if A & B cannot be priced out of the CTC)

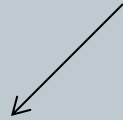
✦ For Work performed by Subcontractors

D = Subcontractor Costs (supported by three quotes)

Total Costs of Non-Pre-Priced Task = $D \times$ Normal Hours Adjustment Factor

Methods to Calculate Bid – Adjustment Factors

Recommended Method



- **Use Historical Project Data**

- ✦ Select a Completed Project
 - + You Know Scope and Direct Costs
- ✦ Price Project From CTC
- ✦ Add on Overhead and Profit
- ✦ Calculate the Adjustment Factor

- **Create a Representative Project**

- ✦ Create a Scope of Work
- ✦ Get Sub Quotes or Estimate Cost
- ✦ Price Project From CTC
- ✦ Add on Overhead and Profit
- ✦ Calculate the Adjustment Factor

- **Sampling Method**

- ✦ Evaluate a Sampling of the Anticipated Items

Sample Project - Detailed Scope of Work

- Administration Building and Shop Renovation
 - ✦ Doors and Hardware
 - + Replace 12 interior doors, hinges and hardware
 - + Doors shall be 3x7, solid core wood doors
 - + Grade 2 locksets with knobs
 - + Replace 2 push bar exist devices and door closers on exit doors
 - ✦ Interior Lighting
 - + Replace all lay-in troffer fixtures on first and second floors. 48 in total
 - + Replace 4 exit fixtures
 - + Replace 12 industrial fixtures in shop area
 - ✦ Plumbing Fixtures
 - + Replace 8 bathroom sinks, 8 faucets, and 8 toilets in men's and women's bathroom in admin building and shop area
 - + Replace 4 water fountains
 - ✦ Replace Boiler
 - + Demo existing boiler and as much piping and venting to accommodate new boiler. Install a new 1028 mbh oil fired cast iron boiler. Weil-McLain Model 88. No access for packaged boiler. Must field assemble sections. Provide new piping as required.



Sample Project - Price Proposal

Contractor's Price Proposal Summary - Category

Date: February 03, 2012
Contract Number: PM-9246
Work Order Number: MD022912-PREBID
Work Order Title: MD022912 Pre-Bid Project
Contractor: The Gordian Group
Proposal Value: \$76,754.78
Proposal Name: 4 Trade Renovation

Category - Boiler:	\$39,488.59
Category - Doors and Hardware:	\$8,186.93
Category - Lighting:	\$16,611.09
Category - Plumbing:	\$12,468.17
Proposal Total	\$76,754.78

This proposal total represents the correct total for the proposal. Any discrepancy between line totals, sub-totals and the proposal total is due to rounding of the line totals and sub-totals.

The Percentage of NPP on this Proposal: 0.00%

Contractor's Price Proposal Detail - Category

Date: February 03, 2012
Contract Number: PM-9246
Work Order Number: MD022912-PREBID
Work Order Title: MD022912 Pre-Bid Project
Contractor: The Gordian Group
Proposal Value: \$76,754.78
Proposal Name: 4 Trade Renovation

Head	Inst.	Qty	Unit	Desc	Unit Price	Description	Line Total
------	-------	-----	------	------	------------	-------------	------------

Head	Inst.	Qty	Unit	Desc	Unit Price	Description	Line Total
117				Long Hedge Boiler Expansion Bolt	\$76.24		\$76.24
				Total			\$76.24
4100	X	1.00	X	1.0000 X	\$76.24		\$76.24
				Total			\$76.24
88				2-1/2" Thick Flanges-Incisor	\$1,001.00		\$1,001.00
				Total			\$1,001.00
20386				1" x 1/4" UNF Pipe	\$49.90		\$49.90
				Total			\$49.90
94101				1/2" x 1/2" UNF Pipe	\$9.92		\$9.92
				Total			\$9.92
20386				1" x 1/4" UNF Pipe	\$49.90		\$49.90
				Total			\$49.90
20386				1" x 1/4" UNF Pipe	\$49.90		\$49.90
				Total			\$49.90
4100	X	1.00	X	1.0000 X	\$49.90		\$49.90
				Total			\$49.90
4100	X	1.00	X	1.0000 X	\$49.90		\$49.90
				Total			\$49.90
4100	X	1.00	X	1.0000 X	\$49.90		\$49.90
				Total			\$49.90
4100	X	1.00	X	1.0000 X	\$49.90		\$49.90
				Total			\$49.90
4100	X	1.00	X	1.0000 X	\$49.90		\$49.90
				Total			\$49.90
4100	X	1.00	X	1.0000 X	\$49.90		\$49.90
				Total			\$49.90

Line Total	Subtotal
\$350.45	\$350.45
\$350.45	\$350.45
\$39.20	\$39.20
\$76.24	\$76.24
\$19.34	\$19.34
\$16.34	\$16.34
\$48.90	\$48.90
\$49.90	\$49.90
\$9.92	\$9.92
\$508.18	\$508.18
\$154.80	\$154.80
\$154.80	\$154.80
\$736.40	\$736.40
\$403.78	\$403.78
\$736.40	\$736.40
\$447.40	\$447.40
\$247.78	\$247.78
\$612.86	\$612.86
\$228.84	\$228.84
\$20.84	\$20.84
\$20,050.42	\$20,050.42
\$25,121.95	\$25,121.95
\$3,937.47	\$3,937.47
\$20,468.09	\$20,468.09
\$345.33	\$345.33
\$2,959.20	\$2,959.20
\$2,137.80	\$2,137.80
\$41.40	\$41.40
\$621.82	\$621.82
\$13,008.12	\$13,008.12
\$12,172.32	\$12,172.32
\$1,102.80	\$1,102.80
\$2,098.40	\$2,098.40
\$2,116.20	\$2,116.20
\$283.20	\$283.20
\$466.88	\$466.88
\$68.98	\$68.98

Line Total	Subtotal
\$1,700.80	\$1,700.80
\$1,616.06	\$1,616.06
\$154.80	\$154.80
\$736.40	\$736.40
\$345.33	\$345.33
\$345.33	\$345.33
\$3,046.32	\$3,046.32
\$2,709.12	\$2,709.12
\$937.20	\$937.20
\$1,050.90	\$1,050.90
\$1,101.96	\$1,101.96
\$3,809.20	\$3,809.20
\$1,809.20	\$1,809.20
\$1,167.72	\$1,167.72
\$345.33	\$345.33
\$2,137.44	\$2,137.44
\$1,337.44	\$1,337.44
\$3,702.60	\$3,702.60
\$3,418.88	\$3,418.88
\$283.72	\$283.72
\$12,468.17	\$12,468.17
\$76,754.78	\$76,754.78

Cost Proposal Detail - Category Page 2 of 4 2/3/2012

Subtotal for Category - Lighting: **\$16,611.09**
Category - Plumbing

Cost Proposal Detail - Category Page 3 of 4 2/3/2012

Cost Proposal Detail - Category Page 4 of 4 2/3/2012

Sample Project – Price Proposal vs. Quotes

- **Direct Cost of Work from CTC**

✦ Replace Boiler	\$ 39,488.59
✦ Doors and Hardware	\$ 8,186.93
✦ Lighting	\$ 16,611.09
✦ Plumbing	\$ 12,468.17

TOTAL = \$ 76,754.78

- **Direct Cost of Work from Quotes or Estimates**

✦ Replace Boiler	\$ 37,225.00
✦ Doors and Hardware	\$ 8,750.00
✦ Lighting	\$ 15,725.00
✦ Plumbing	\$ 11,590.00

TOTAL = \$ 73,290.00

***Quotes are less expensive than price from CTC, but you need to cover overhead & make a profit**

Sample Project – Putting It All Together

A.	Direct Cost of Work from Quotes	\$73,290.00
B.	Overhead 10%*	<u>\$ 7,329.00</u>
C.	Subtotal (Cost & O/H)	\$80,619.00
D.	Profit 10%*	<u>\$ 8,061.90</u>
E.	Subtotal (Cost & O/H & Profit)	\$88,680.90
F.	Price From CTC	\$76,754.78

Adjustment Factor (= E / F) *1.1554

***Sample Only. Contractor to determine O/H & Profit.**

Filling Out the Bid Form

Normal Working
Hours:

7:00 AM – 5:00 PM

Other Than Normal
Working Hours:

5:00 PM – 7:00 AM

Sample Only

Bid Items:

- I. Adjustment Factors. The Contractor bids four Adjustment Factors that will be applied against the unit prices set forth in the Construction Task Catalog[®]. These Adjustment Factors will be used to price out lump sum fixed price Job Orders by multiplying the Adjustment Factor by the unit prices and quantities.
- II. Contract Period (12 months from Notice of contract award or expenditure of the \$2,000,000 maximum value of the contract, whichever occurs first)

Item 1- Unit work requirements to be performed during Normal Working Hours for non-federally funded Projects as ordered by the County in individual Job Orders against the contract.

1.	1.1544 <small>Utilize four decimal places</small>
	one point one five zero zero <small>Bid for Normal Working Hours - in words</small>

Item 2- Unit work requirements to be performed during Other Than Normal Working Hours for non-federally funded Projects as ordered by the COUNTY in individual Job Orders against the contract. (Note: Item 2 may not be lower than Item 1.)

2.	1.2000 <small>Utilize four decimal places</small>
	one point two zero zero zero <small>Bid for Other Than Normal Working Hours - in words</small>

Item 3- Unit work requirements to be performed during Normal Working Hours for federally funded Projects as ordered by the County in individual Job Orders against the contract. (Note: Item 3 may not be lower than Item 1.)

3.	1.2500 <small>Utilize four decimal places</small>
	one point two five zero zero <small>Bid for Normal Working Hours - in words</small>

Item 4- Unit work requirements to be performed during Other Than Normal Working Hours for federally funded Projects as ordered by the COUNTY in individual Job Orders against the contract. (Note: Item 4 may not be lower than Item 1.)

4.	1.3000 <small>Utilize four decimal places</small>
	one point three zero zero zero <small>Bid for Other Than Normal Working Hours - in words</small>



Filling Out Bid Form 2

Award Formula:

	A	x	B	=	C
	Adjustment Factor from Previous Page		Adjustment Factor Multiplier for Evaluation		Percentage of Adjustment Factor to be used in Evaluation (carry to 4 decimal places)
1.	1.1500	x	.65	=	.7504
	Line 1				
2.	1.2000	x	.20	=	.2400
	Line 2				
3.	1.2500	x	.10	=	.1250
	Line 3				
4.	1.3000	x	.05	=	.0650
	Line 4				
				Total	1.1804

Sample Only

Bid Considerations

- Contractors Should Expect To
 - ✦ Prepare incidental drawings or sketches for some projects
 - + Justify Quantity Calculations
 - + Explain Detail of Work
 - ✦ Prepare proposals for some projects that may be canceled
 - ✦ May lose money on a few CTC tasks
 - ✦ May just cover costs on a particular project
 - ✦ Maintain a fully functioning office
 - ✦ Maintain a fully functioning staff
 - ✦ Hold adequate licenses
 - ✦ Pay 1% Software License Fee on each Job Order

Contractor Adjustment Factor

- Importance of Adjustment Factors
 - ✦ Determines Winning Bidder AND
 - ✦ Used to Price Individual Job 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



**Total Job
Order Price**

Risks of Low Adjustment Factor

- A Low Adjustment Factor
 - ✦ Leads to Arguments in Proposal Review
 - + Unsupportable Items
 - + Exaggerated Quantities
 - ✦ Leads to Delays in Job Order Development
 - + Takes Longer to Review Proposals
- Creates an Adversarial Relationship
 - ✦ Reduced Volume of Work
 - ✦ Will Shorten Contract
 - ✦ Lost Profitability
- No Change Orders to Improve Margin

Review / Key Points

- Focus on Total Potential Value of Contract
 - ✦ Maximum Contract Value of \$1.5M
- Evaluate Construction Task Catalog
 - ✦ Analyze Unit Prices
 - ✦ Read and Understand The Using the Construction Task Catalog at the front of the CTC
- Contractor Performance Drives Volume
 - ✦ Responsive Service
 - ✦ Accurate Proposals
 - ✦ Safe and Clean Project Sites
 - ✦ High Quality Construction
 - ✦ On-Time Completion

Questions?

- Make Sure you Signed the Pre-bid Sign-In Sheet

Bid Due Date: March 28, 2014 @ 2:00 PM

Bid Opening: March 28, 2014 @ 2:00 PM

- Send All Questions to:
Caleb Brooks
County of Fresno, Purchasing
4525 E. Hamilton Avenue
Fresno, CA 93702
CountyPurchasing@co.fresno.ca.us
(559) 600-7110