JOB ORDER CONTRACTING

DGS A-2016-0001-JOC-CEN-K-1 (GENERAL CONSTRUCTION)
DGS-A-2016-0001-JOC-CEN-K-2 (HVAC)
DGS-A-2016-0001-JOC-CEN-K-3 (PLUMBING)
DGS-A-2016-0001-JOC-CEN-K-4 (ELECTRICAL)

DGS A-2016-0001-JOC-EST-K-1 (GENERAL CONSTRUCTION)
DGS-A-2016-0001-JOC-EST-K-2 (HVAC)
DGS-A-2016-0001-JOC-EST-K-3 (PLUMBING)
DGS-A-2016-0001-JOC-EST-K-4 (ELECTRICAL)

DGS A-2016-0001-JOC-WST-K-1 (GENERAL CONSTRUCTION)
DGS-A-2016-0001-WST-CEN-K-2 (HVAC)
DGS-A-2016-0001-JOC-WST-K-3 (PLUMBING)
DGS-A-2016-0001-JOC-WST-K-4 (ELECTRICAL)

Pre-Proposal Meeting: April 18-20, 2016
PRE-PROPOSAL MEETING AGENDA

• Welcome – DGS
• Job Order Contracting Overview – Gordian Group

• Attendee Introductions
• Networking Opportunity Break

• How to Prepare and Submit the RFP – Edmond Olivieri
• Small Diverse and Small Business Participation – Deshawn Lewis
• Questions and Answers
JOC OVERVIEW AGENDA

- JOC Overview
- JOC Contract Documents
- JOC Process
- Solicitation Details
- Understanding the Construction Task Catalog® (CTC)
- Calculating the Price: Cost Submission Form
- Proposal Considerations & Review
- Contractor Adjustment Factors
- Risk of Low Adjustment Factors
- Questions
• Job Order Contracting is an Indefinite Quantity Construction Contract
• JOC Introduced in the United States in 1985
  ï 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 $1.4 Billion in construction placed annually through Gordian JOC systems
JOC IS AN UMBRELLA CONTRACT

PART 1
BIDDING THE UMBRELLA JOC CONTRACT

OWNER ADVERTISES JOC CONTRACT
CONTRACTORS SUBMIT BIDS
OWNER AWARDS UMBRELLA JOC CONTRACT

PART 2
PROCURING INDIVIDUAL PROJECTS FROM OWNER POST AWARD

OWNER PROJECT A
OWNER PROJECT B
OWNER PROJECT C
SUBCONTRACTING OPPORTUNITIES
SUBCONTRACTING OPPORTUNITIES
SUBCONTRACTING OPPORTUNITIES
Why JOC Works for Contractors

Â Good work is rewarded with more work
  À Profit is a function of volume
  À Volume is driven by performance
  À JOC provides a steady flow of work
  À Do not have to chase the next project

Â Long-term relationship with DGS and Using Agencies
  À Good work is rewarded with more work
  À Develop partnership with DGS and Using Agencies

Â Reduced Risk
  À Payment for every element of work performed
  À Ability to provide input during scope development
Why JOC Works for Subcontractors

• Responsiveness requires local prime presence and use of multiple local subcontractors.
• Wide range of possible projects means variety of subcontractors will be needed to fulfill the contract.
• Simplified procurement process for DGS allowing them to procure more work in a shorter period of time. Results in greater number of subcontractor opportunities.
• Multiple projects on multiple sites simultaneously.
• Performance and Payment Bond on all projects by the subcontractor.
Why JOC Works for DGS and Using Agencies

- A Fixed Priced, Fast Track Procurement Process
- 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
  - Timely Close Out
- Future Purchase Orders Tied to Contractor Performance
  - No Obligation To Award Specific Projects
  - DGS can Use All Other Methods For Accomplishing Projects
**JOC OVERVIEW - EFFICIENCY**

Â Time Savings

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

![Diagram showing time savings comparison between JOC, JOC with Design, and Design-Bid-Build methods.](image)

- **JOC Solution**
  - Project Start: 25 Days
  - Time Savings: Gordian JOC vs. Traditional Design-Bid-Build
    - For a typical $100K project, based on independent studies, JOC can save up to 90% in procurement time from project identification to completion.

- **JOC with Design**
  - Project Start: 55 Days

- **Design-Bid-Build**
  - Project Start: 255 Days

*BUY SMART. BUILD BETTER.*
JOC OVERVIEW – COST SAVINGS

- 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
The Department of General Services Also Uses JOC to

- Increases use of SBE/MBE/WBE/VBE/SDVBE 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
  - Using Agencies reviews and approves all Subcontractors prior to issuing Job Orders to ensure contract compliance

- Increases Transparency
  - Agencies have the Ability to See and Review the Back-Up Pricing Details

- Schedule Flexibility
  - Long 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
Front End Documents
- Request for Proposal
- Notice to Proposers
- General Information
- Criteria for Selection
- Proposal Forms
- General Conditions
- JOC Supplemental Conditions
- Etc.
Construction Task Catalog® (CTC)

- 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
- Updated Annually on the RFP Anniversary Date
- Effective Annually on the Award Date
**Construction Task Catalog® (CTC)**

- **Typical Task:**

<table>
<thead>
<tr>
<th>Exterior Improvements</th>
<th>32</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bases, Ballasts, And Paving</td>
<td>32 10</td>
</tr>
<tr>
<td>Unit Paving</td>
<td>32 14</td>
</tr>
</tbody>
</table>

### CSI MasterFormat

**32 16** Curbs, Gutters, Sidewalks, And Driveways

**32 16 13** Curbs And Gutters

Note: Includes transit. Demolition includes two saw cuts (each end) of curbs and gutters for lengths up to 100’. See CSI section 02 41 19-13-0043 for additional saw cuts within the 100’.

**32 16 13 13** Cast-in-Place Concrete Curbs And Gutters

Note: Includes concrete, forms, rebar, chairs (where necessary), expansion join 

**32 16 13 13-0001** Concrete Curb, Cast In Place

Note: Includes delivered concrete, forms, rebar, chairs (where necessary), expansion joints, finish and curbing.

**32 16 13 13-0002** LF 6” X 12” Cast In Place Concrete Curb

| For Up To 20, Add | 4.03 |
| For >20 To 50, Add | 2.97 |
| For >50 To 100, Add | 0.88 |
| For >100 To 1,000, Deduct | -0.88 |
| For >1,000, Deduct | -1.50 |

**32 16 13 13-0003** LF 6” X 12” Cast In Place Concrete Curb - Radius

| For Up To 20, Add | 4.63 |
| For >20 To 50, Add | 2.61 |
| For >50 To 100, Add | 1.01 |
| For >100 To 1,000, Deduct | -1.01 |
| For >1,000, Deduct | -1.72 |
Technical Specifications

- Specifies Quality of Materials and Workmanship
- Corresponds with Tasks in the Construction Task Catalog®
JOC PROCESS – HOW IS JOC COMPETED?

- Award Based on Scored Proposals
  - Must Propose 4 Adjustment Factors:
    - Normal Working Hours: 7:00 am to 4:00 pm Monday to Friday – 50%
    - Other Than Normal Working Hours: 4:01 pm to 6:59 am Monday to Friday, and all day Saturday, Sunday and Holidays – 20%
    - Non Pre-priced Tasks – 10%
    - Design Work – 20%
  - Each Adjustment Factor is Weighted to Create a Final Proposed Price for Cost Submittal
  - Final Proposed Price for Cost Submittal is 50% of Total Proposal Score
  - Technical Score is 30% of Total Proposal Score
  - Small Business/Small Diverse Business Utilization Score is 20% of Total Proposal Score
PROCESS - HOW IS WORK DONE?  
(NO DESIGN SERVICES)

1. Joint Scope Meeting With the Using Agency, Contractor, Gordian and Others to define the Detailed Scope of Work
2. Issues Request for Price Proposal for the Agreed Upon Detailed Scope of Work
3. Proposal Development
   - Typical Proposal Due Date will be 2 weeks from RFP
4. Proposal Review
5. Issuance of Job Order
   - Total Time Goal: Average 3-5 weeks
1. Joint Scope Meeting With the Using Agency, Contractor, Gordian and Others to define the Detailed Scope of Work
   a) Issue Request for Design Services to JOC Contractor
   b) Submit Design Cost Proposal
2. Issues Request for Price Proposal for the Agreed Upon Detailed Scope of Work
3. Proposal Development
   i) Typical Proposal Due Date will be 2 weeks from RFP
4. Proposal Review
5. Issuance of Job Order

Total Time Goal: Average 3-8 weeks
# SOLICITATION DETAILS

<table>
<thead>
<tr>
<th>Region</th>
<th>Counties</th>
<th>Trade</th>
<th>Contract No.</th>
<th>Estimate Annual Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Western</td>
<td>Erie, Crawford, Mercer, Lawrence, Beaver, Washington, Greene, Fayette, Westmoreland, Allegheny, Butler, Venango, Warren, Forest, Clarion, Armstrong, Somerset, Bedford, Cambria, Blair, Indiana, Jefferson, Clearfield, Elk, Cameron, McKean</td>
<td>General Construction</td>
<td>A-2016-0001-JOC-WST-K-1</td>
<td>$1,000,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Electrical</td>
<td>A-2016-0001-JOC-WST-K-2</td>
<td>$500,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Plumbing</td>
<td>A-2016-0001-JOC-WST-K-3</td>
<td>$500,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>HVAC</td>
<td>A-2016-0001-JOC-WST-K-4</td>
<td>$500,000</td>
</tr>
<tr>
<td>Central</td>
<td>Potter, Clinton, Centre, Huntingdon, Fulton, Franklin, Adams, York, Cumberland, Perry, Juniata, Mifflin, Snyder, Union, Lycoming, Tioga, Northumberland, Montour, Dauphin, Lebanon, Lancaster</td>
<td>General Construction</td>
<td>A-2016-0001-JOC-CEN-K-1</td>
<td>$1,300,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Electrical</td>
<td>A-2016-0001-JOC-CEN-K-2</td>
<td>$650,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Plumbing</td>
<td>A-2016-0001-JOC-CEN-K-3</td>
<td>$650,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>HVAC</td>
<td>A-2016-0001-JOC-CEN-K-4</td>
<td>$650,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Electrical</td>
<td>A-2016-0001-JOC-EST-K-2</td>
<td>$1,100,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Plumbing</td>
<td>A-2016-0001-JOC-EST-K-3</td>
<td>$1,100,000</td>
</tr>
<tr>
<td></td>
<td></td>
<td>HVAC</td>
<td>A-2016-0001-JOC-EST-K-4</td>
<td>$1,100,000</td>
</tr>
</tbody>
</table>
SOLICITATION DETAILS

• Differing Site Conditions or Changes in Scope
  - Priced from Construction Task Catalog®
  - Supplemental Job Order
  - No Negotiated Change Orders

• Filings and Permits
  - JOC Contractor shall not obtain any building permits from local authorities
  - Sewer and water tap in fees are reimbursed 100% - No Markup

• Liquidated Damages
  - On a Job Order - by - Job Order basis
  - Sliding scale based on Job Order Amount
SOLICITATION DETAILS

- Internet Based Software Provided with Contract
  - eGordian® Software Automates the Proposal Process
CONTRACTOR LICENSE FEE

- Access to eGordian®, Construction Task Catalog®, 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
- eGordian® software training
- 24-hour support software support.
- Included in the Contractor’s Adjustment Factor
  - Consider with the Cost Submission as an Overhead cost
  - 1% of Job Order Price
Contractor must review and understand “Using the Construction Task Catalog®”

Rules of the game

Make sure you get paid for all appropriate tasks

Pages 00 – 1 to 00-8 of the CTC
## UNDERSTANDING THE CONSTRUCTION TASK CATALOG®

Include All Appropriate Tasks:

<table>
<thead>
<tr>
<th>Task Description</th>
<th>Unit</th>
<th>Quantity</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>4” Cast In Place Concrete Sidewalk</td>
<td>SF</td>
<td>400</td>
<td>$5.06</td>
</tr>
<tr>
<td>For Quantities 100 to 500, Add</td>
<td>SF</td>
<td>400</td>
<td>$2.04</td>
</tr>
<tr>
<td>4” Crushed Aggregate Base</td>
<td>SF</td>
<td>400</td>
<td>$0.63</td>
</tr>
<tr>
<td>For Quantities Under 1000</td>
<td>SF</td>
<td>400</td>
<td>$0.18</td>
</tr>
<tr>
<td>Mobilize Backhoe</td>
<td>EA</td>
<td>1</td>
<td>$402.63</td>
</tr>
<tr>
<td>Excavation by Backhoe</td>
<td>CY</td>
<td>11</td>
<td>$3.75</td>
</tr>
<tr>
<td>For Quantities Under 20 CY, Add</td>
<td>CY</td>
<td>11</td>
<td>$3.75</td>
</tr>
<tr>
<td>Loading Excess Materials</td>
<td>CY</td>
<td>13.75</td>
<td>$3.42</td>
</tr>
<tr>
<td>For Quantities Under 20 CY, Add</td>
<td>CY</td>
<td>13.75</td>
<td>$3.42</td>
</tr>
<tr>
<td>Hauling to Dump Site</td>
<td>CYM</td>
<td>207</td>
<td>$0.51</td>
</tr>
<tr>
<td>Landfill Dump Fee</td>
<td>CY</td>
<td>13.75</td>
<td>$15.14</td>
</tr>
<tr>
<td></td>
<td>Total</td>
<td></td>
<td>$4,056.93</td>
</tr>
</tbody>
</table>

Compare these prices

* Sample only
NON PRE-PRICED TASKS

• Contractor must have permission from DGS to use a Non Pre-priced Task prior to submission
• Three (3) Quotes on vendors’ or subcontractors’ letterhead
• Justification for less than three (3) Quotes may be considered
• Contractor is paid the amount in the following formula:

For Non Pre-priced Tasks Performed with JOC Contractor's Own Forces:

\[ A = \text{The hourly rate for each trade classification not in the Construction Task Catalog® multiplied by the quantity;} \]
\[ B = \text{The rate for each piece of Equipment not in the Construction Task Catalog® multiplied by the quantity;} \]
\[ C = \text{Lowest of three independent quotes for all materials.} \]

Total for a Non Pre-priced Tasks performed with JOC Contractor’s Own Forces = \((A+B+C) \times \text{Non Pre-Priced Task Adjustment Factor}\)

For Non Pre-priced Tasks Performed by Subcontractors:

If the Non Pre-priced Task is to be subcontracted, the JOC Contractor must submit three independent quotes for the work.

\[ D = \text{Lowest of three Subcontractor Quotes} \]

Total Cost for Non Pre-priced Tasks performed by Subcontractors = \(D \times \text{Non Pre-Priced Task Adjustment Factor}\)
METHODS TO CALCULATE 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

**Alternative Method**
- **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
SAMPLE PROJECT - DETAILED SCOPE OF WORK

Multifamily Unit 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.

Normal Working Hours Apply
### Job Order Contract

**Contractor’s Price Proposal Summary - Category**

<table>
<thead>
<tr>
<th>Description</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Boiler</td>
<td>$48,911.43</td>
</tr>
<tr>
<td>Doors &amp; Hardware</td>
<td>$9,748.46</td>
</tr>
<tr>
<td>Lighting</td>
<td>$15,845.00</td>
</tr>
<tr>
<td>Plumbing</td>
<td>$14,986.76</td>
</tr>
<tr>
<td><strong>Project Proposal Total</strong></td>
<td><strong>$89,491.65</strong></td>
</tr>
</tbody>
</table>

This price proposal - all information and data - shall not be duplicated, used, or disclosed in whole or in part for any purpose other than to evaluate this price proposal. This price proposal - all information and data - is Confidential and

**To:** Project Manager  
**From:** Contractor Project Manager
### Direct Cost of Work from CTC

<table>
<thead>
<tr>
<th>Work Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Replace Boiler</td>
<td>$48,911.43</td>
</tr>
<tr>
<td>Doors and Hardware</td>
<td>$9,748.46</td>
</tr>
<tr>
<td>Lighting</td>
<td>$15,845.00</td>
</tr>
<tr>
<td>Plumbing</td>
<td>$14,986.76</td>
</tr>
</tbody>
</table>

**TOTAL =** $89,491.65

### Direct Cost of Work from Quotes or Estimates

<table>
<thead>
<tr>
<th>Work Item</th>
<th>Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Replace Boiler</td>
<td>$47,500.00</td>
</tr>
<tr>
<td>Doors and Hardware</td>
<td>$9,250.00</td>
</tr>
<tr>
<td>Lighting</td>
<td>$16,750.00</td>
</tr>
<tr>
<td>Plumbing</td>
<td>$12,500.00</td>
</tr>
</tbody>
</table>

**TOTAL =** $89,000.00
### SAMPLE PROJECT – PUTTING IT ALL TOGETHER

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>A. Direct Cost of Work from Quotes</td>
<td>$89,000.00</td>
</tr>
<tr>
<td>B. Overhead 10%*</td>
<td>$8,900.00</td>
</tr>
<tr>
<td>C. Subtotal (Cost &amp; O/H)</td>
<td>$97,900.00</td>
</tr>
<tr>
<td>D. Profit 10%*</td>
<td>$9,790.00</td>
</tr>
<tr>
<td>E. Subtotal (Cost &amp; O/H &amp; Profit)</td>
<td>$107,690.00</td>
</tr>
<tr>
<td>F. Price From CTC</td>
<td>$89,491.65</td>
</tr>
</tbody>
</table>

### Adjustment Factor (= E / F) = 1.20 for Normal Working Hours

*Sample Only. Contractor to determine O/H & Profit. Prepare this calculation for more than one sample project.*
# FILLING OUT THE COST SUBMISSION FORM

## Appendix J

**COST SUBMISSION FORM**

The Proposer shall set forth Adjustment Factors in legible figures in the respective space provided. Failure to submit all Adjustment Factors will result in the Proposal being deemed non-responsive. The JOC Contractor shall perform the Tasks required by each individual Job Order using the following Adjustment Factors:

<table>
<thead>
<tr>
<th>Adjustment Factor Name</th>
<th>Adjustment Factor Bid</th>
<th>X Multiplier</th>
<th>= Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>1. Adjustment Factor for Normal Working Hours</td>
<td>1.20</td>
<td>X 0.50</td>
<td>0.60</td>
</tr>
<tr>
<td>2. Adjustment Factor for Other Than Normal Working Hours</td>
<td>1.30</td>
<td>X 0.20</td>
<td>0.26</td>
</tr>
<tr>
<td>3. Adjustment Factor for Non Pre-priced Tasks</td>
<td>1.20</td>
<td>X 0.10</td>
<td>0.12</td>
</tr>
<tr>
<td>4. Adjustment Factor for Design Work</td>
<td>1.15</td>
<td>X 0.20</td>
<td>0.23</td>
</tr>
</tbody>
</table>

5. Add all the Total amounts in the right column.

The Sum of these Total amounts on line 5 is the Final Proposed Price for Cost Submittal scoring purposes only.

= **1.21**

---

**Notes To the Proposer:**

1. Specify lines 1 through 5 to two (2) decimal places. Use conventional rounding methodology (i.e., if the number in the 3rd decimal place is 0-4, the number in the 2nd decimal remains unchanged; if the number in the 3rd decimal place is 5-9, the number in the 2nd decimal is rounded upward).

2. The Other Than Normal Working Hours Adjustment Factors should be greater than or equal to the Normal Working Hours Adjustment Factors.

3. The Non Pre-priced and Design Work Adjustment Factors must be greater than or equal to 1.0000.
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
- Margins on CTC tasks vary
- Some projects are more profitable than others
- Maintain a fully functioning office
- Maintain a fully functioning staff
- Hold required licenses
- Meet participation goals
- Rebate 1% of each Job Order as a Contractor License Fee for eGordian® software access
CONTRACTOR ADJUSTMENT FACTOR

Å Importance of Adjustment Factors

- 50% of Proposal Criteria AND
- Used to price individual Job Orders
- Price proposal total becomes the lump sum Job Order amount

\[
\text{UNIT PRICE} \times \text{QUANTITY} \times \text{ADJUSTMENT FACTOR} = \text{TOTAL FOR TASK}
\]

TOTAL JOB ORDER PRICE
RISKS OF LOW ADJUSTMENT FACTOR

• Leads to Arguments in Proposal Review
  - Unsupportable Tasks
  - 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 Second Chance to Improve Margin
REVIEW / KEY POINTS

- Focus on Total Potential Value of Contract
  - Estimated Annual Value x 5
- Evaluate Construction Task Catalog®
  - Analyze Unit Prices
  - Know the General Guidelines for Using the CTC
- Contractor Performance Drives Volume
  - Responsive Service
  - Accurate Proposals
  - Safe and Clean Project Sites
  - High Quality Construction
  - On-Time Completion
  - On-Time Close Out
QUESTIONS?

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

- All questions concerning this solicitation must be submitted in writing no later than:
  - April 27, 2016

- Submit questions to:
  - Diane Hallett
    - Arsenal Building
    - 18th and Herr Streets
    - Harrisburg, PA 17125
    - Email: dhallett@pa.gov