

JOC OPPORTUNITIES!

“Let’s Do Business”

WHAT IS JOB ORDER CONTRACTING?

Job Order Contracting (JOC) is a mechanism to deliver the Commonwealth’s portfolio of agency small construction projects valued at \$10,000 to \$600,000 per project.

WHO WILL BENEFIT?

DGS Verified Small Diverse Businesses & Veteran Owned Businesses

WHAT TYPES OF SUBCONTRACTING OPPORTUNITIES EXIST?

- ✓ Professional Design Services
- ✓ Construction Subcontracting
- ✓ Construction Goods and Materials

WILL I GET PAID?

JOC Prime Contractors are required to submit updated SDB/VBE subcontractor payment information in the Department’s Compliance Management Software at least every thirty (30) days.

HOW CAN I LEARN MORE?

Contact: Bureau of Diversity, Inclusion and Small Business Opportunities.

www.dgs.pa.gov or 717-783-3119.

Visit JOC Webpage to learn more at <https://www.dgs.pa.gov/Design-and-Construction/Pages/Job-Order-Contracting.aspx>



JOC MULTI-REGIONAL NETWORKING FAIRS

for

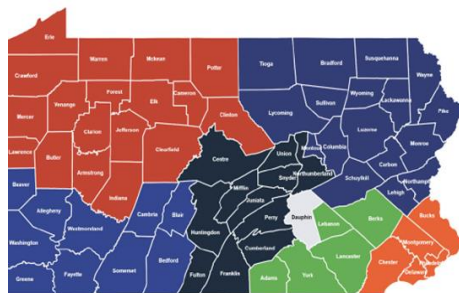
Construction Contracting Opportunities

for

DGS Verified Small Diverse Businesses and Veteran Business Enterprises!

The Commonwealth has entered into twenty-eight (28) separate indefinite quantity Job Order Contracting (JOC) Service Contracts encompassing four disciplines including, General Construction, HVAC, Plumbing and Electrical, and cover the following regions:

1	NWT	Northwest
2	NET	Northeast
3	SWT	Southwest
4	CSW	Central Southwest
5	CAP	Capital
6	CSE	Central Southeast
7	SET	Southeast



BENEFACTORS?

DGS Verified Small Diverse and Veteran Owned Businesses will have opportunities to participate in JOC Networking Fairs facilitated by the commonwealth. This connection will benefit JOC Prime Contractor Awardees, DGS Verified Small Diverse and Veteran Owned Business Vendors, along with assisting in fulfillment of Small Diverse and Veteran Owned Business Utilization Goals and JOC programmatic efforts.

WHEN AND WHERE?

Western Region: 10:00AM – 1:00PM, September 12, 2023

Location: Comfort Suites Altoona, 140 Stroehman Drive, Altoona, PA 16601

Central Region: 10:00AM – 1:00PM, September 13, 2023

Location: DGS Arsenal Building, Plaza, 1800 Herr Street, Harrisburg, PA 17103

Eastern Region: 10:00AM – 1:00PM, September 19, 2023

Location: Fairfield Inn & Suites by Marriott, Allentown West, 208 PA Rte. 100, Breinigsville, PA 18031

WHY?

Participation in the upcoming JOC Networking Fairs will afford attendees the opportunity to network and market their goods and services directly to awarded JOC Program Prime Contractors in a five-to-seven (5-7) minute pitch for General

Construction, HVAC, Plumbing, Electrical and Professional Design opportunities for each region of the commonwealth. Attendees must register via Eventbrite for this event **at the following links below:**

JOC Western Region: <https://www.eventbrite.com/e/job-order-contracting-joc-networking-fair-western-region-tickets-671129515447?aff=JOCWesternRegion>

JOC Central Region: <https://www.eventbrite.com/e/job-order-contracting-jocnetworking-fair-central-region-tickets-675326348287?aff=JOCCentralRegion>

JOC Eastern Region: <https://www.eventbrite.com/e/job-order-contracting-jocnetworking-fair-eastern-region-tickets-675398032697?aff=JOCEasternRegion>

WHAT ARE THE UTILIZATION GOALS THAT JOC PRIME CONTRACTORS MUST MEET?

JOC Prime Contractor Awardees are *not required* to name the DGS Verified Small Diverse and/or Veteran Owned Business subcontractors at the time of proposal submission, but when they are needed on a project.

JOC Prime Contractor Awardees must utilize DGS Verified Small Diverse and Veteran Owned Business subcontractors to fulfill the established goals and requirements set by DGS. The goals will be monitored for compliance and are applicable to all disciplines and geographic regions of the state.

Small Diverse Business (SDB) and Veteran Business Enterprise (VBE)* Participation Goals		
Discipline	SDB Participation Goal	VBE Participation Goal*
General Construction - .1	8.2%	3.0%
HVAC - .2	9.0%	3.0%
Plumbing - .3	17.5%	3.0%
Electrical - .4	20.2%	3.0%

**VBE Participation Goal is New*

JOC PROVIDES A GREAT OPPORTUNITY TO NETWORK!

WHAT ARE SOME HELPFUL TIPS?

- ✦ **Start early**
- ✦ **Research** by visiting the JOC Webpage at <https://www.dgs.pa.gov/Design-and-Construction/Pages/Job-Order-Contracting.aspx>
- ✦ **Network** by reaching out to begin building relationships with JOC Recruiters/Prime contractors at <https://www.dgs.pa.gov/Design-and-Construction/Pages/Contractor-Contact-List.aspx>
- ✦ **Create an elevator pitch** to simply describe your company's idea or concept by explaining the firm's goods, services or value proposition
- ✦ **Market your goods and services** by providing a business marketing package, some examples include a capability statement, website, QR code and/or descriptive documents or links
- ✦ **Provide Prior Project Experience** by including client lists, list any past, current or future contracts with the Commonwealth of PA and/or other entities
- ✦ Prepare, Prepare, Prepare

NOT REGISTERED AS A DGS-VERIFIED-VALIDATED SDB OR VBE

Please visit www.dgs.pa.gov>Businesses> Small Diverse Business>Small Diverse Business Verification>
or Small Veteran Business

TECHNICAL ASSISTANCE

Call 717-783-3119 between the hours of 8:00 a.m. – 5:00 p.m.

BUREAU OF DIVERSITY, INCLUSION AND SMALL BUSINESS OPPORTUNITIES (BDISBO)

Learn more about Programs and Resources offered by BDISBO by clicking on the QR code or visiting BDISBO's Webpage at
. <https://www.dgs.pa.gov/Small%20Diverse%20Business%20Program/Pages/default.aspx>

