

# Smarter, Better, Faster: Maximize Resources with Job Order Contracting



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@GordianCompany

# Construction Industry Challenges

Only **2.5%**  
of all global  
projects are  
delivered  
on time and  
on budget.

Only **25%** of  
projects are  
completed within  
**10%** of the  
original schedule.

Only **31%**  
are completed  
within **10%**  
of the original  
budget.

# State of Disrepair

**More than 40%** of bridges in the US are more than 50 years old.

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**One of every five miles** of US highways are in poor condition.

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The EPA estimated spills of **~1.26 trillion gallons** of untreated sewage water annually.

# Housing Stressed

Between 1990 and 2010, **more than 300,000 units** of affordable and public housing were lost.

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**More than 10,000** units are lost each year.

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Funding for local housing has **steadily declined since 2000.**

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**57%** of public housing units are more than 45 years old.

# Job Order Contracting by the Numbers

**185**

major  
public  
agencies

**Thousands**

more utilize  
JOC through  
cooperatives

**>\$1.6**

billion of  
construction  
annually

**24%**

savings for  
owners in  
administrative  
costs

**21%**

savings for  
contractors



# Job Order Contracting (JOC) Definition




**Indefinite  
delivery /  
indefinite  
quantity (IDIQ)  
contract**

**Enables  
contractors to  
complete a  
substantial  
number of  
individual  
projects with  
a single bid**

**Tasks are based  
on guaranteed,  
preset prices**

# Program Implementation



The Job Order Contract is solicited in accordance with your state's statutory requirements.

Contractors bid a multiplier to be applied to the Construction Task Catalog® of preset unit prices developed using local labor, material and equipment costs.

Job Order Contracts are generally awarded to the lowest responsive, responsible bidder(s). Once a contract is awarded, the contractor can perform a variety of projects.

The contractor is paid the preset unit price X the quantity ordered X the competitively awarded adjustment factor.  
No negotiation required.

# The Process

Identify  
a Project



Joint  
Scope  
Meeting



Contractor  
Prepares  
Proposal



Review  
Proposal



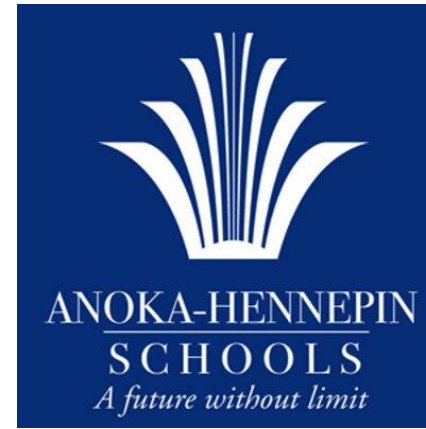
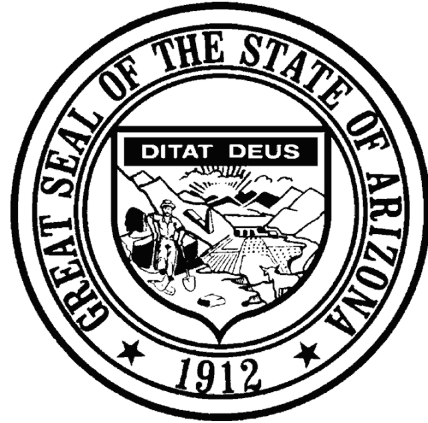
Issue PO



Start  
Construction



# Examples





Arizona DOT





Arizona DOT



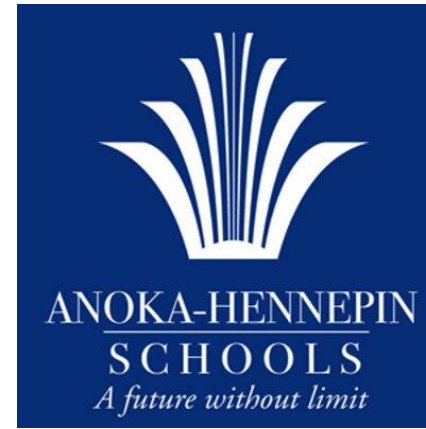
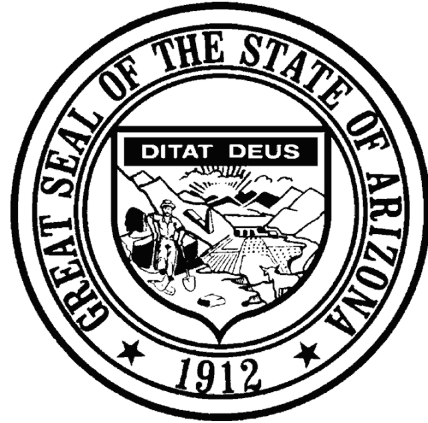


Arizona DOT





# Examples





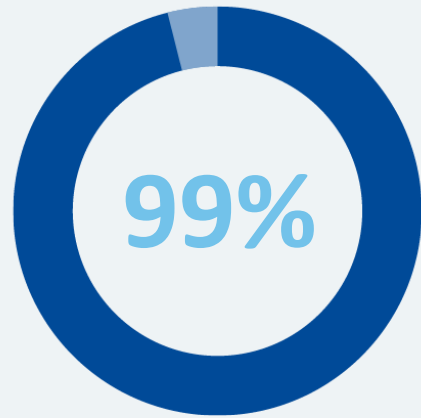
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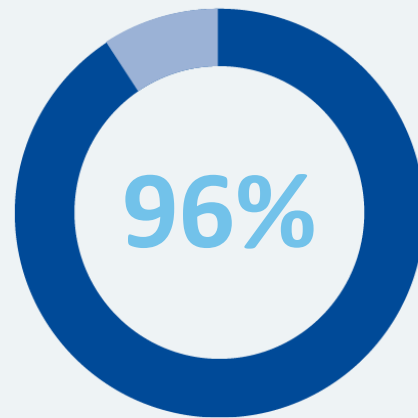
**Geoffrey Siebens**

Assistant Director of the  
Community Development  
Commission/Housing Authority  
**County of Los Angeles**

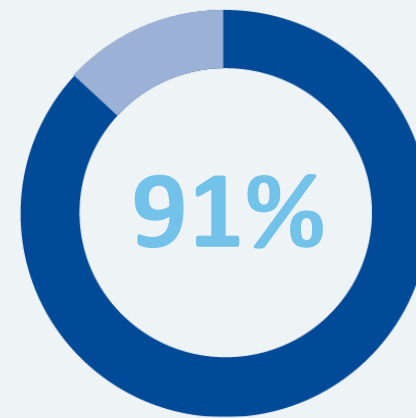
# Proven Benefits of Job Order Contracting



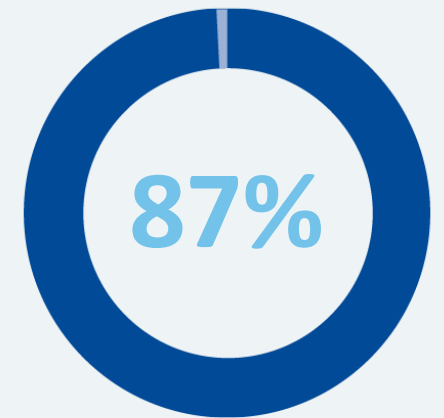
of owner respondents  
**recommended**  
**Job Order**  
**Contracting**



of Job Order  
Contracting projects  
completed with  
**satisfactory results**



of Job Order  
Contracting  
projects delivered  
**on budget**



of Job Order  
Contracting  
projects delivered  
**on time**



# Award Winning

## National Institute of Governmental Purchasing (NIGP)

Best of the Best Practices  
Award

## National Association of Counties (NACo)

2015 Achievement Award  
to Cook County, IL  
2012 Achievement Award  
to Lake County, IL

## National Association of Housing and Redevelopment Officials (NAHRO)

Back-to-back National  
Awards of Merit  
Mid Atlantic Area Regional  
Award of Merit

## USPS

Back-to-back National  
Awards of Merit  
Mid Atlantic Area Regional  
Award of Merit

## Sourcewell (NJPA)

2016 Supplier  
Performance Award  
2011 Supplier Excellence  
Award



# Questions?

