



Job Order Contracting Sacramento State

#PW220003

JOC Telecom Contract 2022

April 21, 2022





Pre-Bid Conference Agenda

- JOC Overview
- JOC Contract Documents
- JOC Process
- Solicitation Details
- **Understanding the Construction Task Catalog® (CTC)**
- Calculating the Bid
- Bid Considerations & Review
- **Contractor Adjustment Factors**
- Risk of Low Adjustment Factors
- Questions



JOC Overview

Definition

- Indefinite delivery/indefinite quantity process (IDIQ)
- Enable contractors to complete a substantial number of individual projects with a **single bid**
- Tasks based on competitively-bid, **preset prices**

Value

- Saves time and money
- Provides transparency and auditability



JOC Overview: Umbrella Contract

Part 1 Bidding the Umbrella Job Order Contract

Owner
Advertises
Job Order
Contract



Contractors
Submit
Bids



Owner
Awards
Umbrella
Job Order
Contract

Part 2 Procuring Individual Projects From Owner



Owner
Project A



Subcontracting
Opportunities



Owner
Project B



Subcontracting
Opportunities



Owner
Project C



Subcontracting
Opportunities



JOC Overview:

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
 - Easier process for project proposals
- Long-term relationship with Sacramento State
 - Good work is rewarded with more work
 - Develop partnership with Sacramento State
- Ability to leverage Subcontractor and Supplier relationships
- Ability to sell value, not just compete to be the lowest price

JOC Overview: 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 Overview: Why JOC Works For The University



- A Fixed Priced, Fast Track Procurement Process
- The Ability to Accomplish a Substantial Number of Individual Projects with a Single Competitively Bid Contract
- 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
 - Sacramento State can Use All Other Methods For Accomplishing Projects



JOC Overview: Why JOC Works For The University



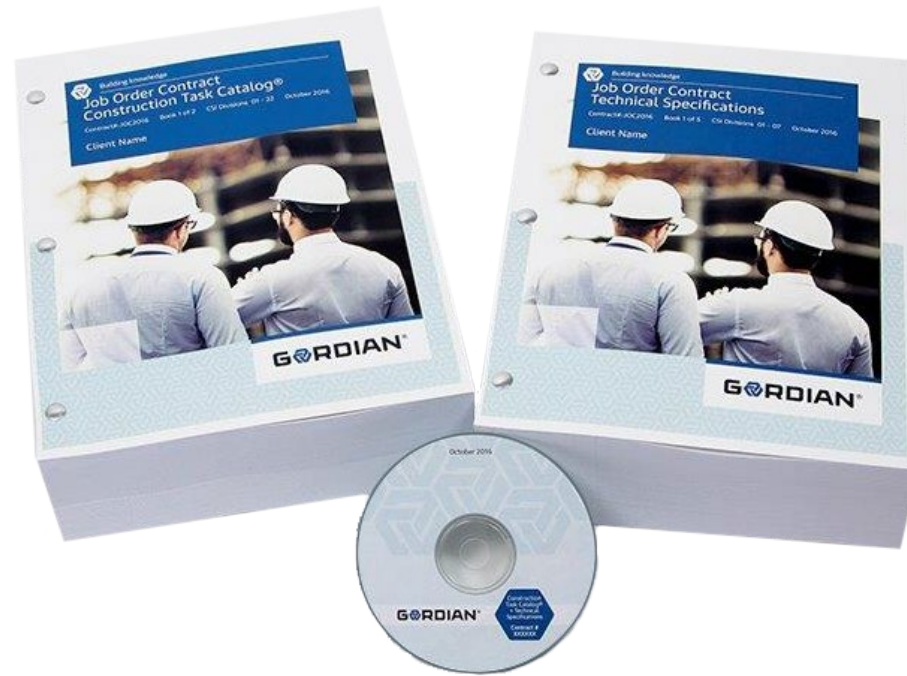
- Increases use of SBE/DVBE businesses
 - The absence of pre-established quantities inhibits trade staffing by the prime contractor.
 - Responsiveness requires the prime to use multiple local subcontractors.
 - No bonding requirement for the sub, faster payment, and less red tape, thereby expanding business opportunities for small businesses
 - Sacramento State reviews and approves all Subcontractors prior to issuing Job Orders to ensure compliance with goals
 - All Sacramento State contracts have subcontractor participation goals
- Increases Transparency
 - Sacramento State 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 Overview: The Process



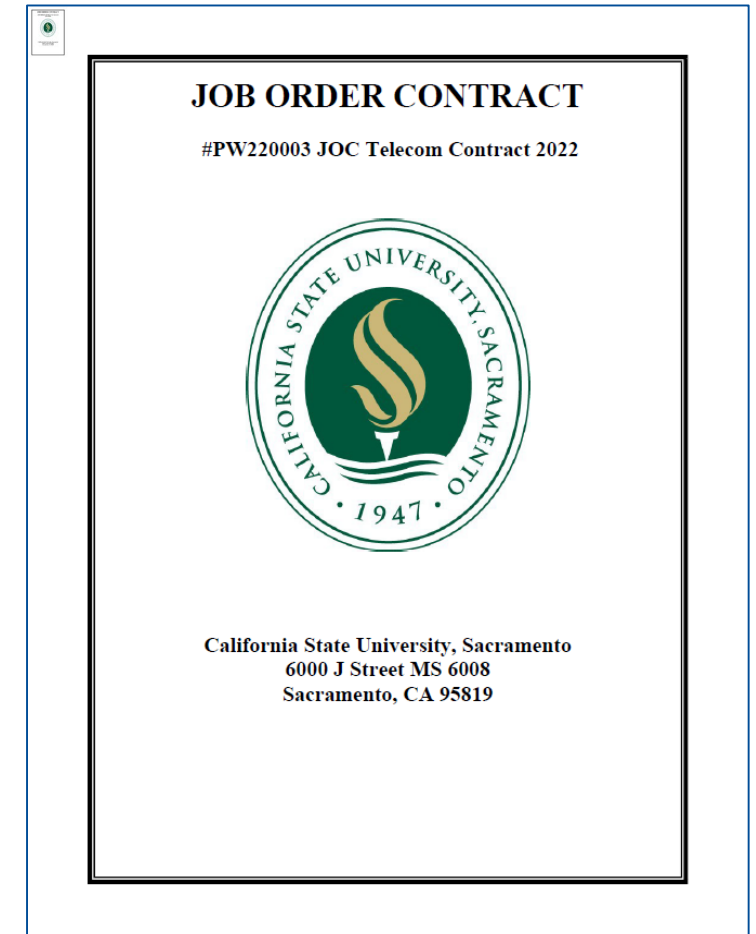
The Contract Documents



- Front end documents
- Construction Task Catalog®
- Technical Specifications

The Contract Documents: Front End Documents

- Notice To Contractors
- Contract Conditions
- Bid Forms
- SBE/DVBE Requirements
- Etc.




The Contract Documents: 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



The Contract Documents: Construction Cost Catalog®

- 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 00-6 of the CTC



THE GORDIAN GROUP®


Using The Construction Task Catalog®

About the CTC:

- ☑ This Construction Task Catalog® (CTC) was developed and customized by The Gordian Group, Inc. specifically for California State University, Sacramento, priced locally using current labor, material and equipment costs, and published in November 2021.
- ☑ The Gordian Group, Inc. licenses the use of this CTC and other proprietary information and software for the sole purpose of providing Job Order Contracting services to California State University, Sacramento. Use of this CTC and other proprietary information and software for any other purpose, or for any other entity, is expressly prohibited without the express written consent of The Gordian Group, Inc.

MasterFormat™

- ☑ The Tasks in this CTC are organized using CSI's MasterFormat.



MasterFormat is a registered trademark of CSI and is used under license by The Gordian Group, Inc. for the CTC. It is not to be used in any other context without the express written consent of CSI. The MasterFormat is a proprietary system of classification and coding for construction tasks and materials.

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, Medicare taxes, worker's compensation, unemployment insurance, and employee benefits.
- ☑ Labor costs include unloading equipment, materials, and tools, and transporting the same up or down 2 stories and 125' to reach the project site; layout; measuring and cutting to fit; performing the Task;

Material Costs:

- ☑ Material costs include the cost of the material, delivery, and all incidentals and accessories integral to the installation.
- ☑ Material costs include manufacturer's and/or fabricator's shop drawings.
- ☑ 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 for imported materials (e.g. aggregate, sand, soil, etc.) include delivery up to 15 miles from the closest approved source.

Equipment Costs:

- ☑ Equipment costs include all equipment required to accomplish the Task.
- ☑ Mobilization is included for all equipment except large equipment (e.g. cranes, bulldozers, excavators, backhoes, bobcats etc.), which exclude mobilization.
- ☑ Equipment costs include all operating expenses such as fuel, electricity, lubricants, etc.

The Adjustment Factors Include:

The Adjustment Factors include the following costs, unless specifically excluded by the terms of the Contract Documents:

BUSINESS COSTS:

- ☑ Office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation.

disposal of excess material; and time for lunch and breaks.

November 2021

California State University, Sacramento

Page 00 - 1

The Contract Documents: Construction Task Catalog®

CSI
MasterFormat

Full description
of task

Section note

Price including
labor + equip +
materials

32 16 23 Sidewalks (32 16)

32 16 23 00-0001

Cast In Place Concrete SideWalk (32 16 23)

Note: Includes finish grading, delivered concrete (up to 3500 PSI) by chute, formwork, 1/4" radius joints edges, polyethylene sheeting, control joints, expansion joints, screed, broom finish, and curing. Excludes excavation, base, base compaction and welded wire reinforcement. For bar or fiber reinforcing, add bar or fiber reinforcing tasks. See CSI section 03 31 13 00-0088 for pumping with boom truck, 03 31 13 00-0098 for buggies, 03 31 13 00-0105 for short loads, 32 11 23 16-0001 for base course.



32 16 23 00-0002

SF 4" Cast In Place Concrete Sidewalk

7.44

For Up To 100, Add

3.23

For >100 To 500, Add

0.92

For >1,000 To 5,000, Deduct

-0.55

For >5,000, Deduct

-1.19

For Welded Wire Reinforcement, Add

0.57

32 16 23 00-0003

SF 5" Cast In Place Concrete Sidewalk

8.09

For Up To 100, Add

3.44

For >100 To 500, Add

0.97

For >1,000 To 5,000, Deduct

-0.57

For >5,000, Deduct

-1.26

For Welded Wire Reinforcement, Add

0.59

Icon for task
description

Modifiers for
variations in qty.

The Contract Documents: 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

The Contract Documents: Construction Task Catalog®

Understanding the General Rules of the Construction Task Catalog®:

- Unit Prices are for Complete and In-Place Construction
- Unit Prices Include Labor, Material and Equipment. Do Not Add Labor to Repointing Task.
- Unit Prices Include the Cost of Delivery to Project Site, Unloading, Storage and Handling. Delivery Height is up to 2 ½ Stories
- Unit Prices Include Testing, Calibration, Balancing Etc. for New Work
- Unit Prices Include all Fasteners, Bolts, Anchors, Adhesives Etc. For New Work
- Unit Prices for Tasks Such as Windows, Doors, Frames, Countertops Etc. Include Sealant and Caulk




THE GORDIAN GROUP®

About the CTC:

- ☑ This Construction Task Catalog® (CTC) was developed and customized by The Gordian Group, Inc. specifically for California State University, Sacramento, priced locally using current labor, material and equipment costs, and published in November 2021.
- ☑ The Gordian Group, Inc. licenses the use of this CTC and other proprietary information and software for the sole purpose of providing Job Order Contracting services to California State University, Sacramento. Use of this CTC and other proprietary information and software for any other purpose, or for any other entity, is expressly prohibited without the express written consent of The Gordian Group, Inc.

MasterFormat™

- ☑ The Tasks in this CTC are organized using CSI's MasterFormat.



MasterFormat is a trademark of CSI and is used under license. CSI is not responsible for any errors or omissions in this document. The user assumes all liability for the use of this document.

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, Medicare taxes, worker's compensation, unemployment insurance, and employee benefits.
- ☑ Labor costs include unloading equipment, materials, and tools, and transporting the same up or down 2 stories and 125' to reach the project site; layout; measuring and cutting to fit; performing the Task;

November 2021
California State University, Sacramento

Using The Construction Task Catalog®

disposal of excess material; and time for lunch and breaks.

EQUIPMENT COSTS:

- ☑ Equipment costs include all equipment required to accomplish the Task.
- ☑ Mobilization is included for all equipment except large equipment (e.g. cranes, 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, delivery, and all incidentals and accessories integral to the installation.
- ☑ Material costs include manufacturer's and/or fabricator's shop drawings.
- ☑ 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 for imported materials (e.g. aggregate, sand, soil, etc.) include delivery up to 15 miles from the closest approved source.

The Adjustment Factors Include:

The Adjustment Factors include the following costs, unless specifically excluded by the terms of the Contract Documents:

BUSINESS COSTS:


- ☑ Office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation.

copyright © 2022 The Gordian Group, Inc.
Page 00 - 1

The Contract Documents: Construction Task Catalog®

Understanding the General Rules of the Construction Task Catalog®:

- Demo Price Includes Loading into Truck or Dumpster.
- If Item Demolished as Part of Different Task, It will Not be Paid for Separately
- Contractor Paid for Installed Quantities Only. Waste is Included in Unit Price
- Assembly Prices take Precedence over Component Pricing
- 14' Working Height for All Work Except Masonry
- 4' Working Height for Masonry
- Dumpsters are a Separate Task




Using The Construction Task Catalog®

About the CTC:

- ☑ This Construction Task Catalog® (CTC) was developed and customized by The Gordian Group, Inc. specifically for California State University, Sacramento, priced locally using current labor, material and equipment costs, and published in November 2021.
- ☑ The Gordian Group, Inc. licenses the use of this CTC and other proprietary information and software for the sole purpose of providing Job Order Contracting services to California State University, Sacramento. Use of this CTC and other proprietary information and software for any other purpose, or for any other entity, is expressly prohibited without the express written consent of The Gordian Group, Inc.

MasterFormat™

- ☑ The Tasks in this CTC are organized using CSI's MasterFormat.



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, Medicare taxes, worker's compensation, unemployment insurance, and employee benefits.
- ☑ Labor costs include unloading equipment, materials, and tools, and transporting the same up or down 2 stories and 125' to reach the project site; layout; measuring and cutting to fit; performing the Task;

Using The Construction Task Catalog®

disposal of excess material; and time for lunch and breaks.

EQUIPMENT COSTS:

- ☑ Equipment costs include all equipment required to accomplish the Task.
- ☑ Mobilization is included for all equipment except large equipment (e.g. cranes, 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, delivery, and all incidentals and accessories integral to the installation.
- ☑ Material costs include manufacturer's and/or fabricator's shop drawings.
- ☑ 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 for imported materials (e.g. aggregate, sand, soil, etc.) include delivery up to 15 miles from the closest approved source.

The Adjustment Factors Include:

The Adjustment Factors include the following costs, unless specifically excluded by the terms of the Contract Documents:

BUSINESS COSTS:

- ☑ Office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation.


November 2021
California State University, Sacramento

copyright © 2022 The Gordian Group, Inc.
Page 00 - 1

The Contract Documents: Construction Task Catalog®

Understanding the General Rules of the Construction Task Catalog®: Contractors Never Get Paid Separately For the Following

- Moving and Returning Furniture Occupying Less than 55% of Floor Area. For Example, Moving Classroom Furniture to Paint
- Labor for Protecting Work in Place. For Example, a Laborer to Stay After a Concrete Pour
- Minor Barricades and Signage
- Portable Toilet, Field Office, Field Office Equipment for Contractor's Use
- Layout, Site Engineering for the Work Itself



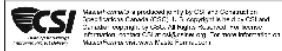
Using The Construction Task Catalog®

About the CTC:

- ☑ This Construction Task Catalog® (CTC) was developed and customized by The Gordian Group, Inc. specifically for California State University, Sacramento, priced locally using current labor, material and equipment costs, and published in November 2021.
- ☑ The Gordian Group, Inc. licenses the use of this CTC and other proprietary information and software for the sole purpose of providing Job Order Contracting services to California State University, Sacramento. Use of this CTC and other proprietary information and software for any other purpose, or for any other entity, is expressly prohibited without the express written consent of The Gordian Group, Inc.

MasterFormat™

- ☑ The Tasks in this CTC are organized using CSI's MasterFormat.



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, Medicare taxes, worker's compensation, unemployment insurance, and employee benefits.
- ☑ Labor costs include unloading equipment, materials, and tools, and transporting the same up or down 2 stories and 125' to reach the project site; layout; measuring and cutting to fit; performing the Task;

Using The Construction Task Catalog®

disposal of excess material; and time for lunch and breaks.

EQUIPMENT COSTS:

- ☑ Equipment costs include all equipment required to accomplish the Task.
- ☑ Mobilization is included for all equipment except large equipment (e.g. cranes, 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, delivery, and all incidentals and accessories integral to the installation.
- ☑ Material costs include manufacturer's and/or fabricator's shop drawings.
- ☑ 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 for imported materials (e.g. aggregate, sand, soil, etc.) include delivery up to 15 miles from the closest approved source.

The Adjustment Factors Include:

The Adjustment Factors include the following costs, unless specifically excluded by the terms of the Contract Documents:

BUSINESS COSTS:

- ☑ Office overhead, including, but not limited to, office space, office equipment, office and management personnel, office supplies, and employee transportation.

November 2021
California State University, Sacramento

copyright © 2022 The Gordian Group, Inc.
Page 00 - 1



Non Pre-Priced Tasks

- Contractor must have permission from Sacramento State 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
- Contractor is paid the amount in the following formula:

Non Pre-Priced Adjustment Factor:

The Trustees will base the calculation of the non pre-priced adjustment factor on the Normal Working Hours Adjustment Factor, as bid by the Contractor, in one of two ways.

(1) When the Normal Working Hours Adjustment Factor as bid is 1.0000 or less.

In this case, the formula to determine the Non Pre-priced Adjustment Factor is: the cost of the non-pre-priced item multiplied by the Normal Working Hours Adjustment Factor,

multiplied by 1.15. For example: if the Normal Working Hours Adjustment Factor is .8500; and the cost of the non pre-priced item is \$10,000, the mark-up formula is: $(\$10,000 * .8500) * 1.15 = \$9,775$.

(2) When the Normal Working Hours Adjustment Factor as bid is 1.0001 or more.

In this case, the University-allowed mark-up on non pre-priced items shall not exceed 15% total, and the formula is: the cost of the non pre-priced item multiplied by 1.15. For example: if the Normal

Working Hours Adjustment Factor is 1.2000, and the cost of the non pre-priced item is \$10,000, the mark-up formula is: $\$10,000 * 1.15 = \$11,500$.

(Continued on the next slide)



Non Pre-Priced Tasks

Contractor Performed Duties

A = The unit price appearing in the Construction Task Catalog for each trade classification required multiplied by the quantity and multiplied by the appropriate Adjustment Factor identified and submitted in the Job Order Price Proposal as a pre-priced task.

B = The unit price appearing in the Construction Task Catalog for each piece of equipment required multiplied by the quantity and multiplied by the appropriate Adjustment Factor identified and submitted in the proposal as a pre-priced task.

C = The lowest of three independent quotes for all materials multiplied by the quantity and multiplied by the non pre-priced Adjustment Factor identified and submitted in the Job Order Price Proposal as a non pre-priced task.

Total cost for non pre-priced tasks performed with Contractor's own forces = $A + B + C$.

(Continued on the next slide)



Non Pre-Priced Tasks

Subcontractor Performed Duties

If the Work is to be subcontracted, the Contractor must submit three independent quotes for the Work from Subcontractors. The Contractor shall not submit a quote or bid from any supplier or subcontractor that the Contractor is not prepared to use. The University may require additional quotes and bids if the suppliers or subcontractors are not acceptable or if the prices are not reasonable. If three quotes or bids cannot be obtained, the Contractor will provide the reason in writing for the University's approval as to why three quotes cannot be submitted.

D = Subcontractor Costs (supported by three quotes)

Total Cost for non pre-priced tasks performed by subcontractor = D multiplied by the Non Pre-Priced Adjustment Factor.

Technical Specifications

- Specifies Quality of Materials and Workmanship
- Corresponds with Tasks in the Construction Task Catalog®





Solicitation Details

- Award Based on Competitive Bid
 - Must Bid 3 Adjustment Factors:
 - Normal Working Hours: 7:30 am to 4:30 pm Monday through Friday
 - Other Than Normal Working Hours: 4:30 pm to 7:30 am Monday to Friday, and anytime on Saturday
 - Premium Working Hours: All working hours not designated as Normal or Other Than Normal hours Sundays and Holidays.
 - Adjustment Factors Apply to All Tasks in the CTC
 - Each Adjustment Factor is Weighted to Create an Award Criteria Figure
 - Lowest Award Criteria Figure from a Responsive, Responsible Bidder is Determined to be the Lowest Price



Solicitation Details



- Prior to Bidding Sacramento State Cannot:
 - Identify or Commit to any Specific Project or Location
 - Identify or Commit to any Specific CTC Tasks or Quantities

Contract PW220003	Contract Type	Minimum Contract Value	Maximum Contract Value	May Be Increased To	Contract Term	Bid Bond	Payment & Performance Bonding (Each)
JOC-39	Telecom C7 & SYSTIMAX Certified	\$0	\$750,000	\$3,000,000	1 Year	\$25,000	\$750,000 up to Max



Solicitation Details

- Differing Site Conditions or Changes in Scope
 - Priced from Construction Task Catalog®
 - Supplemental Job Order
 - No Negotiated Change Orders
- Filings and Permits
 - Fees paid for all Permits reimbursed 100% - **No Markup**
- Liquidated Damages
 - On a Job Order - by - Job Order basis
 - Sliding Scale Based on Job Order Value
- SBE 5% Bid Advantage (Review requirements in the General Conditions)
- DVBE Bid Advantage (Review requirements in the General Conditions)
- DVBE Participation Requirement of 3%
- Bid Security: \$25,000

1% Contractor License Fee

- Access to Gordian®, 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
- Gordian® software training
- Software support
- Included in the Contractor's Adjustment Factor
 - Consider with the Bid as an Overhead cost
 - 1% of Job Order Price



Calculating the Adjustment Factors: Method to Calculate Factors

- **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

Calculating the Adjustment Factors: Sample Project: Detailed Scope of Work

- Interior 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. No access for packaged boiler. Must field assemble sections. Provide new piping as required.
- Normal Working Hours Apply

Calculating the Adjustment Factors: Sample Project: Price Proposal

Contractor's Price Proposal Summary- Category	
Work Order #:	000001 Florida 2014
Title:	Florida Sample Renovation
Contractor:	The Gordian Group
Proposal Value:	\$66,344.12
Proposal Name:	Florida Sample Renovation
Boiler:	\$33,055.73
Doors and Hardware:	\$8,282.09
Lighting:	\$13,119.77
Plumbing:	\$11,886.53
Work Order Proposal Total	\$66,344.12

Contractor's Price Proposal Detail - Category

Date: February 05, 2012

Contract Number: PM4258

Work Order Number: 000001-12-000001

Work Order Title: 000001-12-000001 Pre-Shop Project

Contractor: The Gordian Group

Proposal Value: \$74,754.78

Proposal Name: A Trade Renovation

Item	Qty	Unit	Description	Unit Price	Factor	Total
1	1	EA	100' Standard x 7' Long Hinge Section Expansion Box	\$74,754.78		\$74,754.78
2	1	EA	100' Standard x 7' Long Hinge Section Expansion Box	\$74,754.78		\$74,754.78

Subtotal for Category - Lighting: \$13,119.77

Category - Plumbing: \$11,886.53

Cost Proposal Detail - Category: Page 3 of 4 2/5/2012

Cost Proposal Detail - Category: Page 4 of 4 2/5/2012

Calculating the Adjustment Factors: Sample Price: CTC vs. Quote

Direct Cost of Work from CTC

- Replace Boiler \$ 33,055.73
- Doors/Hardware \$ 8,282.09
- Lighting \$ 13,119.77
- Plumbing \$ 11,886.53

TOTAL = \$ 66,344.12

Direct Cost of Work from Quotes or Estimates

- Replace Boiler \$ 34,500.00
- Doors/Hardware \$ 7,250.00
- Lighting \$ 12,750.00
- Plumbing \$ 10,500.00

TOTAL = \$ 65,000.00

Calculating the Adjustment Factors: Sample Price: Putting it all together

• A.	Direct Cost of Work from Quotes	\$65,000.00
• B.	Overhead 10%*	<u>\$ 6,500.00</u>
• C.	Subtotal (Cost & O/H)	\$71,500.00
• D.	Profit 10%*	<u>\$ 7,150.00</u>
• E.	Subtotal (Cost & O/H & Profit)	\$78,650.00
• F.	Price From CTC	\$66,344.12
•	Adjustment Factor (= E / F) = 1.1855	

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

Prepare this calculation for more than one sample project.

Filling Out the Bid Form

Normal Working Hours

Undersigned shall perform any or all functions called for during normal working hours in the quantities specified in individual job orders against this contract for the unit price sum specified in the Construction Task Catalog multiplied by the adjustment factor of:

(Specify to four (4) decimal places)

Other Than Normal Working Hours

Undersigned shall perform any or all functions called for during other than normal working hours in the quantities specified in individual job orders against this contract for the unit price sum specified in the Construction Task Catalog multiplied by the adjustment factor of:

(Specify to four (4) decimal places)

NOTE – NO FACTOR MAY BE LESS THAN THE NORMAL WORKING HOURS ADJUSTMENT FACTOR.

Premium Working Hours

Undersigned shall perform any or all functions called for during premium working hours in the quantities specified in individual job orders against this contract for the unit price sum specified in the Construction Task Catalog multiplied by the adjustment factor of:

(Specify to four (4) decimal places)

NOTE – NO FACTOR MAY BE LESS THAN THE NORMAL WORKING HOURS ADJUSTMENT FACTOR.

* Sample only

Filling Out the Bid Form

Basis of Contract Award

The award formula that follows is an integral part of this proposal, and to be responsive, the bidder shall quote for the total works above, and also shall complete the award formula below.

Award Formula

Line 1.	Normal working hours Adjustment Factor	1.	<u>1 . 1 8 5 5</u>	
Line 2.	Multiply Line 1 by (80) %	2.	<u>0 . 9 4 8 4</u>	
Line 3.	Other Than Normal working hours Adjustment Factor	3.	<u>1 . 2 1 6 1</u>	
Line 4.	Multiply Line 3 by (15) %	4.	<u>0 . 1 8 2 4</u>	
Line 5.	Premium working hours Adjustment Factor	5.	<u>1 . 2 5 0 0</u>	
Line 6.	Multiply Line 5 by (5) %	6.	<u>0 . 0 6 2 5</u>	
Line 7.	Add Lines 2 and 4 and 6 (This is the weighted, composite score, as bid for this contract.)	7.	<u>1 . 1 9 3 3</u>	



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 Might be Canceled
 - Margins on CTC Tasks Vary
 - Some Projects are More Profitable than Others
 - Maintain a Fully Functioning Local Office
 - Hold Required Licenses



Bid Considerations: Contractor Adjustment Factor



Importance of Adjustment Factors

- Determines Lowest Bidder AND
- Used to Price Individual Work Orders
- Price Proposal Total Becomes the 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



Risks of Low Adjustment Factor

- Leads to Arguments in Proposal Review
 - Unsupportable Tasks
 - Exaggerated Quantities
- Leads to Delays in Work 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 your Margin



Review of Key Points

- Focus on Total Potential Value of Contract
- Evaluate Construction Task Catalog[®]
 - Analyze Unit Prices
 - Know the General Guidelines for Using the CTC
- Contractor Performance Drives Volume
 - Ability to Market Program and Services
 - Responsive Service
 - Accurate Proposals
 - Safe and Clean Project Sites
 - High Quality Construction
 - On-Time Completion
 - On Time Close Out



Bids

- Complete and submit the following as your Bid:
 1. Bid Proposal Form
 2. Bidders Bond
 3. Certification
 4. Certificate of Appropriate License (C-7), STYSTIMAX Certification and California Co.
 5. Small Business Preference & Certification Request
 6. Non-Collusion Affidavit
 7. Bid Proposal Form Signature Page



Prequalification

Prequalification

Each bidder offering a proposal must comply with bidding provisions of Article 2.00 *et seq.* in the Contract General Conditions, and should be familiar with all the provisions of the Contract General Conditions and Supplementary General Conditions, especially Article 2.02, regarding the necessity to prequalify with the Trustees ten (10) business days prior to the bid date.

Standard Prequalification

Bidders must be prequalified with the Trustees. Contractors shall register and log in to “PlanetBids” to apply for prequalification at http://www.calstate.edu/cpdc/cm/contractor_prequal_bidders.shtml. In addition to the Systemwide Prequalification Form.

Supplementary Prequalification

Prospective bidders must also complete the Supplementary Prequalification Form provided in the bid document package. Bidders must submit the completed Supplementary Prequalification Form via email to cocm.prequal@calstate.edu.

Once a Prospective Bidder is prequalified, they shall submit both their CSU Systemwide prequalification approval letter and Supplementary Prequalification approval letter to ldavis@csus.edu.

Due Dates and Questions

- All questions concerning this solicitation must be received via PlanetBids no later than: 5/25/22
 - At least ten (10) Days before the opening of the date fixed for the opening of the bid
- Submit questions to:
 - Leah Davis, Contracts Specialist ldavis@csus.edu
- Prequalification(s) due: Ten business days prior to bid opening date, 6/1/22
- Bids due :
 - Until 2:00 PM, Thursday, June 16, 2022
 - Submit electronically via PlanetBids and mail Original Bid Bonds to:

California State University, Sacramento
6000 J Street MS 6008
Sacramento, CA 95879
Attention: Leah Davis, Bid #PW220003

Original Documents must match the electronic submission. Variation in the submission may be deemed unresponsive.