

Job Order Contracting

Pre-bid Conference

General Building Contract No. 20-J-03 – Class B

General Building Contract No. 20-J-04 – Class B

General Building Contract No. 20-J-05 – Class B

General Engineering Contract No. 20-02-J – Class A

General Engineering Contract No. 20-03-J – Class A

August 21, 2020



Pre-Bid Conference Agenda

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

Job Order Contracting

Definition

- Firm, Fixed Priced, Competitively Bid, Indefinite Quantity Contract
- Enable contractors to complete a substantial number of individual projects with a **single bid**
- Tasks based on competitively-bid, **preset prices**

Umbrella Contract

Part 1 Bidding the Umbrella Job Order Contracting Contract

Owner
Advertizes
Job Order
Contracting
Contract



Contractors
Submit
Bids



Owner
Awards
Umbrella
Job Order
Contracting
Contract

Part 2 Procuring Individual Projects From Owner

Owner
Project A

Subcontracting
Opportunities

Owner
Project B

Subcontracting
Opportunities

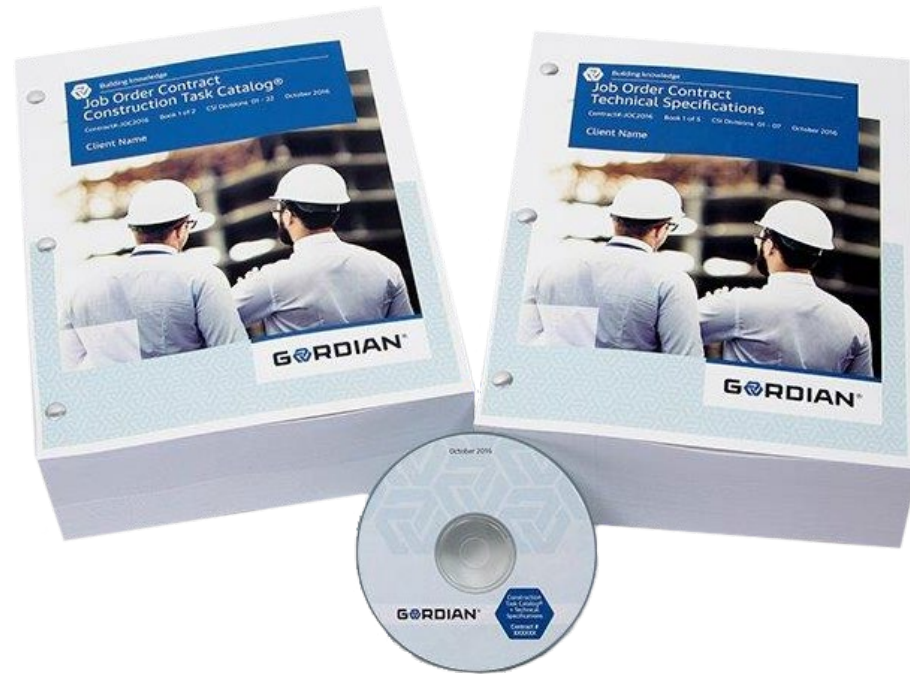
Owner
Project C

Subcontracting
Opportunities

The Process



Contract Documents



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

Front End Documents

- Notice
- Instructions To Bidders
- Bid Forms
- CalWORKs Program goal


Project Manual
**GENERAL BUILDING
JOB ORDER CONTRACT**
Contract #'s 20-J-03, Class B
20-J-04
20-J-05

**The County of Fresno
Department of Public Works and Planning**
2220 Tulare St., 6th Floor
Fresno, California 93721

Bid Documents

Pre-bid Conference: Friday, August 21, 2020, 10:00 a.m.
Bid Date: Thursday, September 3, 2020, 1400 hours and 00 seconds

Budget / Account – Various Funding Orgs



Development Services & Capital Projects Division
Department of Public Works & Planning

A-license contracts


Project Manual
**GENERAL ENGINEERING
JOB ORDER CONTRACT**
Contract #'s 20-02-J, Class A
20-03-J

**The County of Fresno
Department of Public Works and Planning**
2220 Tulare St., 6th Floor
Fresno, California 93721

Bid Documents

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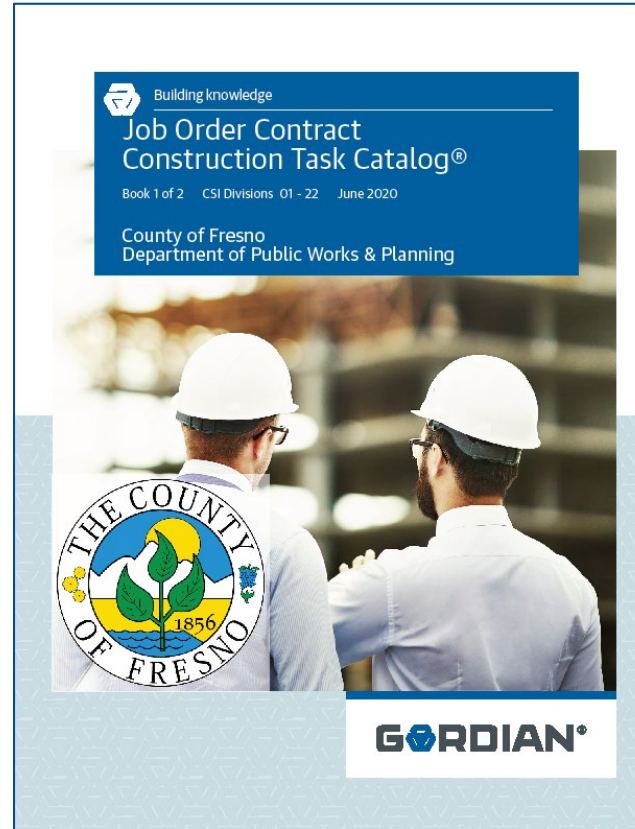


Development Services & Capital Projects Division
Department of Public Works & Planning

B-license contracts

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



A License Contracts



B License Contracts

Understanding the Construction Cost Catalog®

- Contractor must review and understand “Using the Construction Task Catalog®”
- Rules of the game
 - The Unit Prices Include
 - Complete and In-place Construction
 - The Adjustment Factors Include: Overhead, profit, Sub Costs, Taxes, Fringe Benefits, Financing, Business Risks, 1% License Fee
 - Construction Related Costs: Permit Services, Submittal preparation, Incidental A&E, Vehicles, Temporary Utilities, Excess Waste, Daily & Final Clean-up, Etc.
 - General Interpretations
- 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 County of Fresno, priced locally using current labor, material and equipment costs, and published in June 2020.
- ☑ 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 County of Fresno. 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 Construction Task Catalog are organized using CSI's MasterFormat.

CSI MasterFormat is a product jointly developed by CSI and Construction Specifications Canada (CSCA). It is copyrighted by CSI and Construction Specifications Canada (CSCA). All Rights Reserved. For more information on MasterFormat, contact CSI at info@csimaterial.com. For more information on MasterFormat, visit www.masterformat.com.

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; 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.
- ☑ Insurance and bonding.
- ☑ Profit.

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County of Fresno Department of Public Works & Planning Page 00 - 1

Construction Task Catalog®

Exterior Improvements	32	
Bases, Ballasts, And Paving	32 10	32
Unit Paving	32 14	

MINOR CSI	UOM	DESCRIPTION	TOTAL DIRECT UNIT COST	DEMOLITION UNIT COST
32 16		Curbs, Gutters, Sidewalks, And Driveways <small>(32 10)</small>		
32 16 13		Curbs And Gutters <small>(32 16)</small> Note: Includes transitions. Demolition Includes two saw cuts (each end) of curbs and gutters for lengths up to 100'. See CSI section 02 41 19 13-00-3 for additional saw cuts within the 100'.		
32 16 13 13		Cast-In-Place Concrete Curbs And Gutters <small>(32 16 13)</small> Note: Includes concrete, forms, rebar, chairs (where necessary), expansion joints.		
32 16 13 13-0001		Concrete Curb, Cast In Place <small>(32 16 13 13)</small> Note: Includes delivered concrete, forms, rebar, chairs (where necessary), expansion joints, finish and curing.		
32 16 13 13-0002	LF	6" X 12" Cast In Place Concrete Curb	7.18	3.23
		For Up To 20, Add	4.03	
		For >20 To 50, Add	2.27	
		For >50 To 100, Add	0.88	
		For >500 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	8.18	3.72
		For Up To 20, Add	4.63	
		For >20 To 50, Add	2.61	
		For >50 To 100, Add	1.01	
		For >500 To 1,000, Deduct	-1.01	
		For >1,000, Deduct	-1.72	

CSI MasterFormat

Full description of task

Price includes labor, material + equipment for your location

Demolition price

Section + task notes

Modifiers for variations or quantity discounts

Understanding the Construction Cost 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

Solicitation Details

The screenshot shows the eGordian software interface. The top navigation bar includes 'eGORDIAN', 'Apps', 'Tools', 'eIQ', 'Videos', and 'Help'. The current company is 'KendallMasonry'. The interface is divided into two main panels:

Job Orders Panel:

Project Number	Job Order Number	Title	Project Status
0014-001-0100	0014-001-0100-00	Emergency Work - Fireable Park	RFI
0012-000-0100	0012-000-0100	Stormwater work at 00120001	
0013-001-0100	0013-001-0100-00	SFS - Resurfacing Customer Utility, Operation	Closed Out
0014-001-0007	0014-001-0007-00	Stormwater Pipe	RFI
0014-001-0007	0014-001-0007-00	Lockville Trailer Move	Proposal
0014-001-0007	0014-001-0007-00	Service Call #10	RFI
0014-001-0007	0014-001-0007-00	Storm Run 100' and 4" dia. piping work	RFI
0014-001-0004	0014-001-0004-00	County Hwy - Paving Area	Contractor Complete
0014-001-0000	0014-001-0000-00	Newsville PD	RFI
0014-001-0000	0014-001-0000-00	Gov't Center	Under Construction

Price Proposal List (Beta) Panel:

Project Number	Job Order Number	Name	Total \$
0014-001-0100	0014-001-0100-00	Emergency Work - Fireable Park	\$10,000.00
0012-000-0100	0012-000-0100	Stormwater work at 00120001	\$124,200.00
0014-001-0007	0014-001-0007-00	Lockville Trailer Move	\$60,000.00
0014-001-0000	0014-001-0000-00	Newsville PD	\$1,000.00
0014-001-0000	0014-001-0000-00	Coordination of Existing Utilities - Newsville PD	\$20,000.00
0014-001-0000	0014-001-0000-00	Emergency Response Work	\$1,175.00
0014-001-0000	0014-001-0000-00	Repair Work at 0012176	\$14,400.00
0014-001-0000	0014-001-0000-00	Wet Stormwater Repair	\$6,400.00
0014-001-0000	0014-001-0000-00	Wet Stormwater Repair	\$6,400.00
0014-001-0000	0014-001-0000-00	Wet Stormwater Repair	\$6,400.00
0012-001-0100	0012-001-0100	Newsville Fire Station 400	\$70,000.00

Internet Based Software Provided with Contract

- eGordian® Software Expedites the Job Order Process
 - Price Proposals
 - Subcontractor Lists
- Training provided

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

Non Pre-Priced Tasks

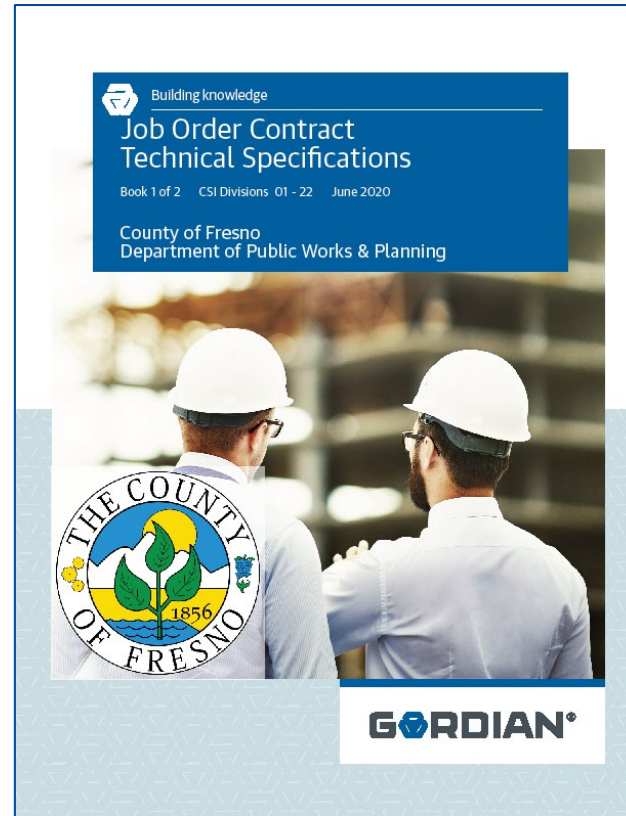
- Contractor must have permission from County of Fresno to use a Non Pre-Priced Task prior to submission
- Three (3) Quotes on vendors' or subcontractors' letterhead
- Justification for less than three (3) Quotes
- Contractor is paid the amount in the following formula:

**Lowest Subcontractor Quote x Appropriate Normal
Working Hours Adjustment Factor**

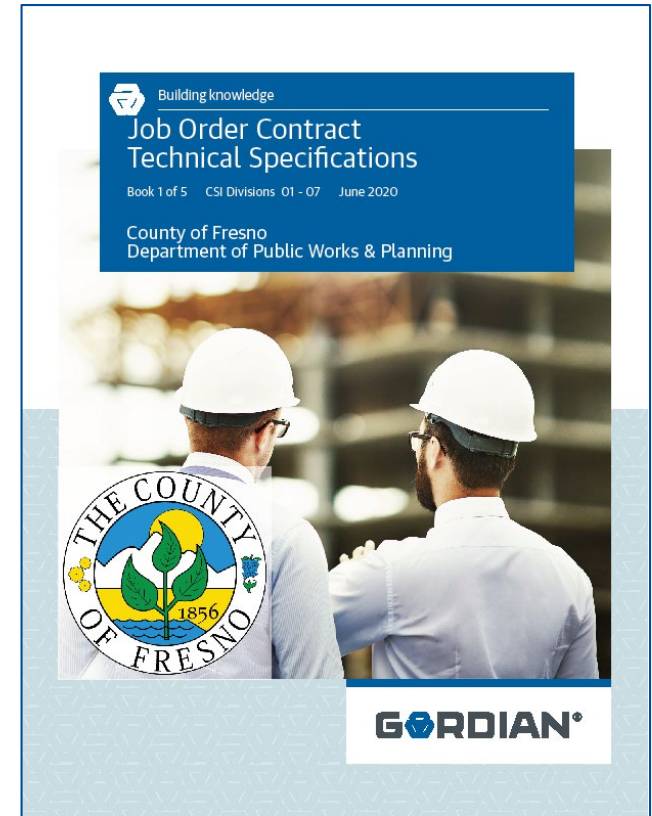
Non Pre-Priced is not a vehicle to bypass CTC shortfalls

Technical Specifications

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



A-license contracts



B-license contracts

Solicitation Details

Prior to Bidding the County of Fresno Cannot:

- Identify or Commit to any Specific Project or Location
- Identify or Commit to any Specific CTC Tasks or Quantities

Contract	License Required	Minimum Contract Value	Maximum Contract Value	Contract Term	Bid Security	Payment & Performance Bonding (Each)
20-02-J	Class A	\$25,000	\$1,500,000	1 year	\$25,000	\$1,500,000
20-03-J	Class A	\$25,000	\$1,500,000	1 year	\$25,000	\$1,500,000
20-J-03	Class B	\$25,000	\$2,000,000	1 year	\$25,000	\$2,000,000
20-J-04	Class B	\$25,000	\$2,000,000	1 year	\$25,000	\$2,000,000
20-J-05	Class B	\$25,000	\$2,000,000	1 year	\$25,000	\$2,000,000

Maximum Contract Value may be increased up to the amount currently authorized by the CA Public Contract Code during the term of the contract.

Bidding Process

Award Based on Competitive Bid

- Bids for Class A Contracts must Bid **2**

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

- All 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 successful!

- Bids for Class B Contracts must Bid **3 Sets of Adjustment Factors:**

- 1 set for County/State funded projects
- 1 set for Federally funded projects
- 1 set for County/State funded projects in a Secure Facility

Each set will include:

- 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

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
- CalWORKs goal
 - Goal of 33% of apprentice hours are performed by participants in state approved apprenticeship programs
- Department of Industrial Relations (DIR) Registration and Reporting Requirement
- ***20% Self-performance requirement on the Class A Contract***

Method to Calculate

- **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

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

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

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 Electronic Bid Form

This form may present the factors as a currency value. All currency values or associated errors will be corrected to the appropriate adjustment factor or weighted award criteria factor by the Owner, prior to award and execution of the final contract(s). **The Owner reserves the right to revise the presentation of the Adjustment Factors and Award Criteria Figure for correctness.**

Award Criteria Figure Calculation

The weighted award criteria factor is calculated automatically use conventional rounding methodology (i.e., if the number in the 5th decimal place is 0-4, the number in the 4th decimal remains unchanged; if the number in the 5th decimal place is 5-9, the number in the 4th decimal is rounded upward).

The Weighted Multipliers are for the purpose of calculating an Award Criteria Figure only. No assurances are made by the County that Work will be ordered under the Contract in a distribution consistent with the weighted percentages below. The Award Criteria Figure is only used for the purpose of determining the lowest Bidder.

The **Total** below is the automatically calculated **Award Criteria Figure**.

Example - Proposal 2

Number	Item Description	Adjustment Factor
1	Example	\$1.2102
1 Rows		

Schedule of Adjustment Factors and Award Criteria Figure - Proposal 2 & 3

Number	Item Description	Weighted Multiplier	Adjustment Factor *	Extension
1	Normal Working Hours (7:00am to 5:00pm Monday through Friday)	0.90	\$1.1855	\$1.0670
2	Other Than Normal Working Hours (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)	0.10	\$1.2000	\$0.1200
2 Items				Total: \$1.1870

Sample of Class A Form

Example - 00 42 13

Number	Item Description	Adjustment Factor
1	Example	\$1.2102
1 Rows		

Schedule of Adjustment Factors and Award Criteria Figure - 00 42 13

Number	Item Description	Weighted Multiplier	Adjustment Factor *	Extension
1	County/State-funded Projects – Normal Working Hours (7:00am to 5:00pm Monday through Friday)	0.50	\$1.1855	\$0.5928
2	County/State-funded Projects – Other Than Normal Working Hours (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)	0.15	\$1.2000	\$0.1800
3	Federally-funded Projects – Normal Working Hours (7:00am to 5:00pm Monday through Friday)	0.05	\$1.1950	\$0.0598
4	Federally-funded Projects – Other Than Normal Working Hours (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)	0.05	\$1.2100	\$0.0605
5	County/State-funded Projects in Secure Facilities – Normal Working Hours (7:00am to 5:00pm Monday through Friday)	0.15	\$1.2000	\$0.1800
6	County/State-funded Projects in Secure Facilities – Normal Working Hours (7:00am to 5:00pm Monday through Friday)	0.10	\$1.2150	\$0.1215
6 Items				Total: \$1.1946

Sample of Class B Form

* Samples only

Filling Out the paper Bid Form

BIDDER: _____

Adjustment Factors

The Bidder shall set forth Adjustment Factors in the respective space provided hereinafter. **See example below.** Failure to submit Adjustment Factors for all categories will result in the Proposal being deemed non-responsive. **The Other Than Normal Working Hours Adjustment Factors SHALL be EQUAL to or GREATER THAN the corresponding Normal Working Hours Adjustment Factors.**

Specify Adjustment Factors to four (4) decimal places.

The Contractor shall perform the Tasks required by each individual Job Order using the following Adjustment Factors. When submitting Job Order Price Proposals related to specific Job Orders, the Bidder shall utilize one or more of the Adjustment Factors applicable to the Work being performed.

Example

One Point Two One Zero Two .
(Written in clearly legible words) (Specify to four (4) decimal places in clearly legible figures)

Schedule of Adjustment Factors

1. Normal Working Hours (7:00am to 5:00pm Monday through Friday)

.
(Written in clearly legible words) (Specify to four (4) decimal places in clearly legible figures)

2. Other Than Normal Working Hours (5:00pm to 7:00am Monday through Friday, and all day Saturday, Sunday, and Holidays)

.
(Written in clearly legible words) (Specify to four (4) decimal places in clearly legible figures)

Acknowledgement of Addendum:

Addendum No. _____ Dated _____ Addendum No. _____ Dated _____
 Addendum No. _____ Dated _____ Addendum No. _____ Dated _____

Contract Number 20-02-J, 20-03-J

Proposal - 2

Sample of Class A Form

1 BIDDER: _____
 2
 3
 4

Schedule of Adjustment Factors

5 In case of a discrepancy between words and figures the words shall prevail. Use clearly
 6 legible words and figures

- 7
 8
 9
 10 1. County/State-funded Projects – Normal Working Hours (7:00am to 5:00pm
 11 Monday through Friday)

12 .
 13
 14 (Written in words) (Specify to four (4) decimal places)

- 15 2. County/State-funded Projects – Other Than Normal Working Hours (5:00pm to
 16 7:00am Monday through Friday, and all day
 17 Saturday, Sunday, and Holidays)

18 .
 19
 20 (Written in words) (Specify to four (4) decimal places)

- 21 3. Federally-funded Projects – Normal Working Hours (7:00am to 5:00pm Monday
 22 through Friday)

23 .
 24
 25 (Written in words) (Specify to four (4) decimal places)

- 26 4. Federally-funded Projects – Other Than Normal Working Hours (5:00pm to
 27 7:00am Monday through Friday, and all day
 28 Saturday, Sunday, and Holidays)

29 .
 30
 31 (Written in words) (Specify to four (4) decimal places)

- 32 5. County/State-funded Projects in Secure Facilities – Normal Working Hours
 33 (7:00am to 5:00pm Monday through Friday)

34 .
 35
 36 (Written in words) (Specify to four (4) decimal places)

- 37 6. County/State-funded Projects in Secure Facilities – Other Than Normal
 38 Working Hours (5:00pm to 7:00am Monday through Friday, and all day
 39 Saturday, Sunday, and Holidays)

40 .
 41
 42 (Written in words) (Specify to four (4) decimal places)

43 Contract No. #20-J-03
 44 20-J-04
 45 20-J-05

46 Proposal
 47 00 42 13-3

48 JOB ORDER CONTRACTS

Sample of Class B Form

* Samples only

Bid Considerations

- Contractors Should Expect To
 - Prepare Incidental Drawings or Sketches for Some Projects
 - Justify Quantity Calculations in proposal user notes
 - Explain Detail of Work in proposal user notes
 - 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 Office and Staff
 - Hold Required Licenses, Bonds and Insurance
 - Rebate 1% of each Job Order as a Contractor License Fee for eGordian® software access

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
							<hr/>
							Total Job Order Price

Why JOC Works For Contractors

- Good work is rewarded with more work
 - Profit is a function of volume
 - Volume is driven by performance
 - JOC can provide a steady flow of work
 - Win a higher percentage of proposed projects
- Long-term relationship with the County of Fresno
 - Good work is rewarded with more work
 - Develop partnership with the County
- Ability to leverage Subcontractor and Supplier relationships

Why JOC Works For Facility 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
- 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
 - The County of Fresno can Use All Other Methods For Accomplishing Projects

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
 - Reassignment of projects
- 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 Contracts
 - \$1,500,000 to \$2,000,000
- 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

Bids

- Sealed bids due: Thursday, September 3, 2020 at 2:00 PM
- Due to the COVID-19 restrictions and guidelines, bidders are encouraged to submit bids online through Bid Express:
<https://www.bidexpress.com/businesses/36473/home>
- If a bidder is unable to submit online, please mail bid or e-mail DesignServices@fresnocountyca.gov or call (559) 600-9908 in advance, so that arrangements may be made to hand deliver your bid.
- Electronic Bidding Resources and project specific resources are available on the County Planholders webpage: <https://www.co.fresno.ca.us/planholders>

Questions

- Make Sure you confirmed your attendance

Questions regarding the Class A Contracts:

Shall be received no later than 2:00 pm on the 7th calendar day before bid opening and shall be submitted on the Contractor Request for Clarification form at the Project Website.

Questions regarding the Class B Contracts:

Shall be received no later than 2:00 pm on the 7th calendar day before bid opening and shall be submitted on the Contractor Request for Clarification form provided at the Project Website.

Please see separate Notice to Contractors/Bidders for appropriate addresses.
