

JOB ORDER CONTRACT – JOC 16-037, JOC 16-038 AND JOC 16-039

FOR FACILITIES – MINOR CAPITAL OUTLAY PROJECTS

MANDATORY PRE-BID CONFERENCE

10:30 a.m., Wednesday, February 3, 2016

California Polytechnic State University
San Luis Obispo

THIS IS THE START OF THE
MANDATORY FIRST PRE-BID
CONFERENCE. MAKE SURE YOU
SIGN THE ATTENDANCE SHEET OR
YOU WILL NOT BE ELIGIBLE TO BID.

INTRODUCTIONS

Cal Poly Assoc. Director of Minor Projects:

- Michael Brennan mgbrenna@calpoly.edu

JOC Bid Coordinator:

- Tina Flack cflack@calpoly.edu

Cal Poly Strategic Business Support Services/Contracts & Procurement:

- Michele Winterfeldt mwinterf@calpoly.edu

Gordian Group:

- Tyler Benson t.benson@thegordiangroup.com

Contractors

Other Attendees

GENERAL

(TINA)

Information for Contractors Bidding (handout)

- JOC 16-037 (max \$3 million)
- JOC 16-038 (max \$3 million)
- JOC 16-039 (max \$1 million)

Prequalification Requirements

- Must be prequalified with the Trustees; register and log in to “PlanetBids”
- http://www.calstate.edu/cpdc/cm/contractor_prequal_bidders.shtml
- Online application must be submitted and received at least 10 business days prior to the date for opening bids and be approved not less than one business day prior (CGC Article 2.02).
- Available prequalification rating 100% of maximum amount of the Job Order Contract
- Refer to CSU website for more information

GENERAL

(TINA / MICHAEL)

Supplementary Prequalification Requirements (Form 703.11-JOC)

- JOC 16-037 and JOC 16-038 (max \$3mill)
 - Five (5) public works projects in California performed concurrently and completed in past five (5) years, each minimum \$200,000
 - Completed one (1) public works JOC in California in past five (5) years, actual amount of at least 80% of the max possible contract value and not less than \$2 million
- JOC 16-039 (max \$1mill)
 - Five (5) projects in California performed concurrently and completed in past five (5) years, each minimum \$200,000, at least one (1) for public agency
 - May not have a current Job Order Contract or intent to award a Job Order Contract with Cal Poly, San Luis Obispo
- Request form 703.11-JOC from Bid Coordinator (cflack@calpoly.edu)
- Submit form at least 10 business days prior to the date for opening bids to the Prequalification Coordinator at the CSU Chancellor's Office
- Project specific Prequalification Letter

GENERAL

(TINA)

Information regarding Certified Payroll and requirements for Prevailing Wage Rates

- Refer to Contract General Conditions Article 4.01 Laws to be Observed-- Generally, Article 4.02 Laws to be Observed--Regarding Labor, Supplementary General Conditions & Special Conditions.
- This is a public works project, subject to prevailing wage rate laws.
- Public Works Contractor Registration
 - All contractors and all tiers of subcontractors bidding on this project shall register to bid public works projects with the DIR, and maintain current this registration pursuant to Labor Code Section 1725.5
 - <http://www.dir.ca.gov/Public-Works/PublicWorks.html>
- Contracting parties subject to examination and audit at any time during construction and for a period of 3 years after final payment, includes access to Contractor and subcontractor accounting records.

GENERAL

(TINA)

Information regarding Certified Payroll and requirements for Prevailing Wage Rates (continued)

- Contractor shall monitor its subcontractors' compliance with the prevailing wage law.
- Contractor and subcontractors shall keep accurate payroll record in accordance with Division of Labor Standards Enforcement – upon written notice, Contractor file with requesting entity a certified copy of payroll records within 10 days; subject to penalties.
- Submit minimum 1st week's CPR for contractor and all subcontractors for each job order.
- Supplementary General Conditions, Item 29 – Department of Industrial Relations determinations
 - <http://www.dir.ca.gov/dlsr/DPreWageDetermination.htm>

GENERAL

(MICHELE)

Insurance and Bond Requirements

- Bid Security – \$25,000 (CGC Article 2.05.C)
- Payment & Performance Bonds – Equal to 100% of awarded contract price (CGC Article 3.03)
- Insurance – due 10 days after agreement is delivered to Contractor, including Haz Mat sub-contractor (CGC and SGC Article 4.06)

SB/DVBE Brief Overview

- CA Certified Small Business Advantage – 5% up to \$50,000 max (CGC and SGC Article 2.10)
- Preference for Non-Small Businesses – For a non-small business to receive preference must commit to subcontracting at least 25% of the total aggregate dollar value of all Job Orders under the Contract to California Certified Small Business or Microbusiness.

GENERAL

(MICHELE)

SB/DVBE Brief Overview (continued)

- DVBE – Mandatory 3% participation for Disabled Veteran Business Enterprises (SGC Article 2.12 and CGC Article 5.05-E)
 - Required documentation: DVBE Compliance Form (DVBE-C), DVBE Transmittal Form, Summary of DVBE Participation (Attachment 1), Bidder's Certification (Attachment 2), DVBE Declaration STD 843
- DVBE Bid Incentive
 - SGC Article 2.12
 - Exceed 3% DVBE participation requirement

DVBE Participation	Incentive
3.00% to 3.99%	None
4.00% to 4.99%	1%
5.00% to 5.99%	2%
6% or more	3%

- <http://www.bidsync.com/DPXBisCASB>
- <http://www.dgs.ca.gov/pd/Programs/OSDS/GetCertified.aspx>

GENERAL

(MICHAEL)

Hazardous Materials: Mold

- Gordian Task Book, CSI Division 02 80 Facility Remediation, 02 85 Mold Remediation

Hazardous Materials: Asbestos/Lead

- Effective January 1, 2015, CSLB Classification C-22 – Asbestos Abatement Contractor

Emergency Changes

- Contract General Conditions 6.11 and 7.02

Professional Services

- Architecture and Engineering

Division One

Environmental Requirements

- Contract General Conditions 4.03

Construction Waste and Recycling

- Division One, Section 01505, Construction Waste Management
- Diversion Goals, Reporting, Sample Forms

SOME SPECIAL CONDITIONS

(MICHAEL)

JOC 16-037 and JOC 16-038

- Minimum Value of the Contract - \$50,000
- Maximum Value of the Contract - \$3,000,000

JOC 16-039

- Minimum Value of the Contract - \$25,000
- Maximum Value of the Contract - \$1,000,000

Minimum Value of individual Job Orders - No minimum

Maximum Value of individual Job Orders – currently at \$634,000

- SUAM definition of Minor Capital Outlay or less

Maximum Duration of the contract – 365 Calendar Days

Liquidated Damages – Contract General Conditions 8.02

SOME SPECIAL CONDITIONS (MICHAEL)

Adjustment Factors

CAMPUS WORK (excluding Marine Science Education and Research Center (Pier))

- 1. Daytime 7:00 am to 5:30 pm Monday through Saturday **
- 2. Nighttime 5:31 pm to 6:59 am Monday through Saturday
- 3. Premium time Sunday and legal holidays

PIER WORK

- 4. Daytime 7:00 am to 5:30 pm Monday through Saturday
- 5. Nighttime 5:31 pm to 6:59 am Monday through Saturday
- 6. Premium time Sunday and legal holidays

**** The CAMPUS WORK Daytime factor SHALL be equal to or lower than all other adjustment factors.**

SOME SPECIAL CONDITIONS (MICHAEL)

Adjustment Factors – IMPORTANT

- ✓ Review the CTC (Construction Task Catalog)
- ✓ Understand the CTC
- ✓ Know what to expect from your adjustment factor

EXAMPLE

(MICHAEL)

HANG TWO METAL FRAMES, HINGES & METAL DOOR

		Contractor Price	1.00*	0.85*	0.70*
Frame	08 12 13 13 0065	\$296.70	\$373.60	\$317.56	\$261.52
Door	08 13 13 13 0021	\$320.35	\$556.24	\$472.80	\$389.37
Hinges	08 71 16 00 0037	\$62.57	\$64.71	\$55.00	\$45.28
	Subtotal	\$679.62	\$994.55	\$845.36	\$696.17
	Labor 2.5 hrs	\$126.85	incl.	incl.	incl.
	10% Overhead	\$80.65	incl.	incl.	incl.
	Total	\$887.12	\$994.55	\$845.36	\$696.17

***Generally included in CTC prices:**

- Labor – prevailing wage
- Equipment
- Materials
- Delivery
- Unloading
- Moving materials
- Home office (overhead)
- Insurance
- Bonds
- Project meetings
- Management
- Supervision
- Mobilization
- Project close out
- Project office, staff & equipment
- Tax

03 - Concrete

150 L₀
MAX.

TYPES OF PROJECTS THAT HAVE BEEN DONE IN THE PAST

(MICHAEL)

Seal cracks in parking structure

Painting projects

Removal of walls

Install new door in existing walls

Roof repairs

Electrical work

Concrete work

Lead and asbestos work in almost everything

HVAC work

Complete renovation of classrooms and lab spaces

BUILDING INSPECTION

(MICHAEL)

Minimum (24) hours notice

University Inspectors for Facilities

❖ **Mike Hogan**

805.756.7227 Office

805.471.3732 Cell

805.756.7566 Fax

mhogan@calpoly.edu

❖ **Andy Barker**

805.756.6529 Office

805.458.7953 Cell

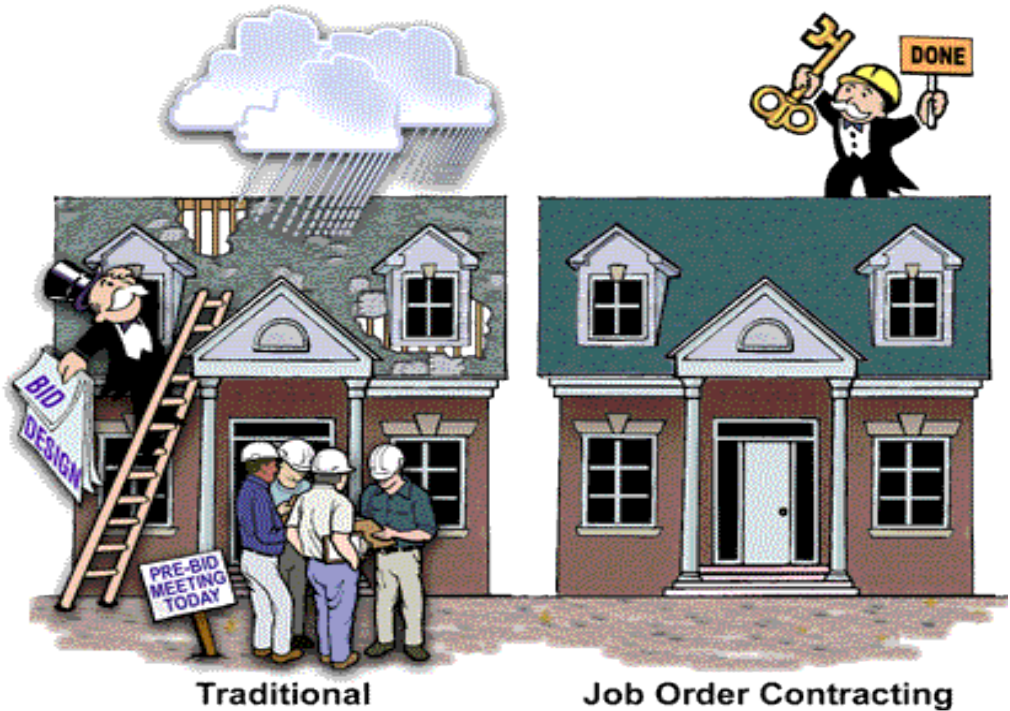
805.756.7566 Fax

abarker@calpoly.edu

THE GORDIAN GROUP PRESENTATION

Tyler Benson, Account Manager

The Gordian Group



JOB ORDER CONTRACTING

BID NO. JOC 16-037

BID NO. JOC 16-038

BID NO. JOC 16-039

FOR FACILITIES - MINOR CAPITAL OUTLAY PROJECTS

Pre-Bid Meeting: February 3, 2016 @ 10:30AM
Facilities Bldg. 70, Room 110, Cal Poly, San Luis Obispo



PRE-BID MEETING AGENDA

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



JOC OVERVIEW

- A Job Order Contract Is a Firm, Fixed Priced, Competitively Bid, Indefinite Quantity Contract
 - JOC Is Designed to Accomplish Small-medium Size, Multi-trade, Minor Construction, Repair and Remodel Projects
 - JOC Is a Series of Individual Projects Issued As Job Orders Under the Base Contract
 - A Fundamentally Different Construction Procurement Relationship
 - Performance-Based Contract
 - Non-adversarial relationship between Owner & Contractor
- JOC Introduced in the United States in 1985
 - Dept. of Defense, USPS, NASA, etc.
- Implemented by states, counties, cities, 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



JOC OVERVIEW – CONTRACTOR BENEFITS

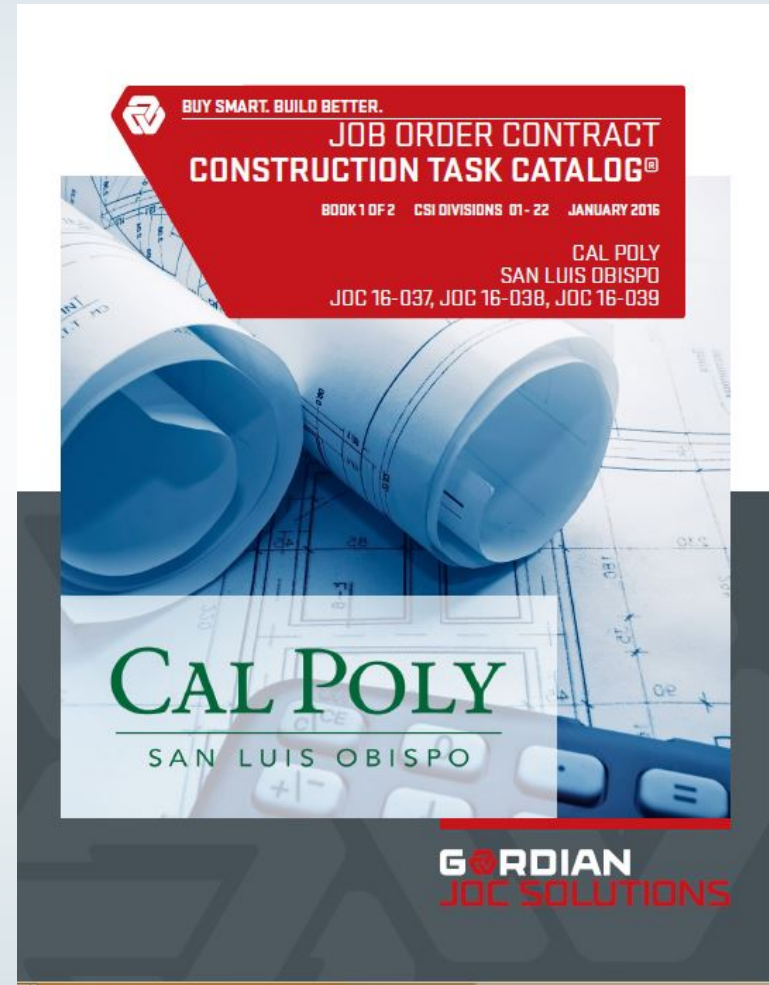
- Why JOC Works for Contractors
 - Good work is rewarded with more work
 - Profit is a function of volume
 - Volume is driven by performance
 - JOC provides a steady flow of work
 - Do not have to chase the next project
 - Long-term relationship with the CSU Cal Poly
 - Develop partnership with the CSU Cal Poly
 - Reduced Risk
 - Payment for every element of work performed
 - Ability to provide input during scope development

JOC OVERVIEW

- Why JOC Works for CSU Cal Poly
- 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
 - 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
 - CSU Cal Poly Can Use All Other Methods For Accomplishing Projects

JOC CONTRACT DOCUMENTS

- Front End Documents
- Construction Task Catalog®
- Technical Specifications



JOC PROCESS – HOW IS JOC BID?

- Award Based on Competitive Bid
 - **Must Bid 6 Adjustment Factors (AF)**
 - Campus Work (3 Adjustment Factors)
 - Daytime Working Hours: 7:00 am to 5:30 pm Monday to Saturday**
 - Nighttime Working Hours: 5:31 pm to 6:59 am Monday to Saturday
 - Premium Working Hours: Midnight to 11:59 pm Sundays and legal holidays
 - Pier Work (3 Adjustment Factors)
 - Daytime Working Hours: 7:00 am to 5:30 pm Monday to Saturday
 - Nighttime Working Hours: 5:31 pm to 6:59 am Monday to Saturday
 - Premium Working Hours: Midnight to 11:59 pm Sundays and legal 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 Wins!
 - **NOTE: Campus Daytime Working Hours AF shall be equal to or lower than all other adjustment factors

PROCESS - HOW IS WORK DONE?



- Joint Scope Meeting With the CSU Cal Poly, Contractor, and Others to define the Detailed Scope of Work
- The CSU Cal Poly Issues Request for Proposal for the Agreed Upon Detailed Scope of Work
- Proposal Development
 - Typical Proposal Due Date will be 2 weeks from RFP
- Proposal Review
- Issuance of Job Order
- Total Time Goal: Average 3-5 weeks

SOLICITATION DETAILS

- Prior to Bidding the CSU Cal Poly Cannot
 - Identify or Commit to any Specific Project or Location
 - Identify or Commit to any Specific CTC Tasks or Quantities

Contract	Contract Type	Maximum Contract Duration (Years)	Minimum Contract Value	Maximum Not-to-Exceed Contract Value	Payment & Performance Bonding (Each)	Bid Security
JOC 16-037	General Construction, B	1	\$50,000	\$3,000,000	\$3,000,000	\$25,000
JOC 16-038	General Construction, B	1	\$50,000	\$3,000,000	\$3,000,000	\$25,000
JOC 16-039	General Construction, B	1	\$25,000	\$1,000,000	\$1,000,000	\$25,000

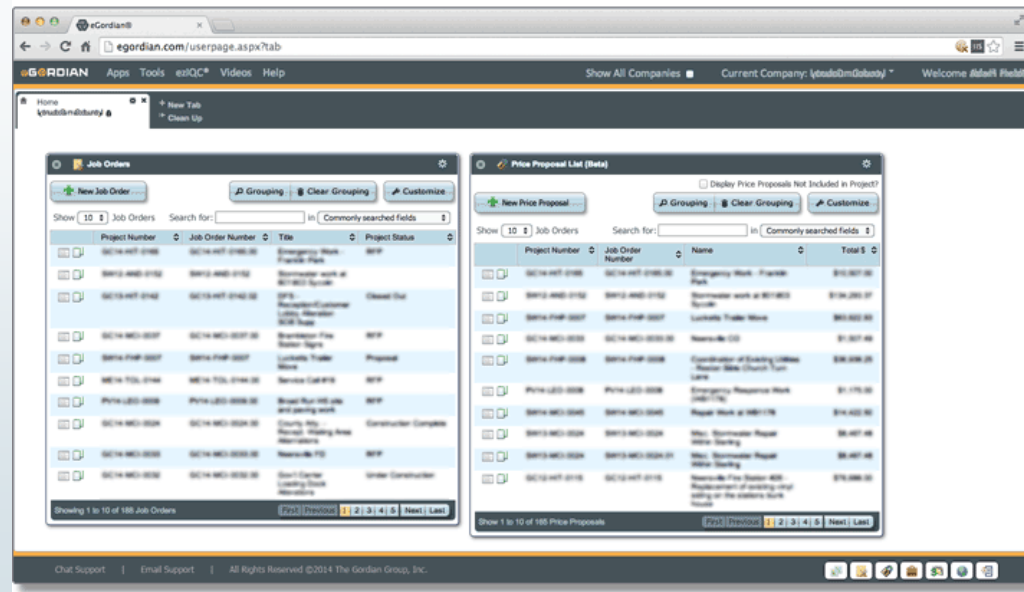
SOLICITATION DETAILS

- 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



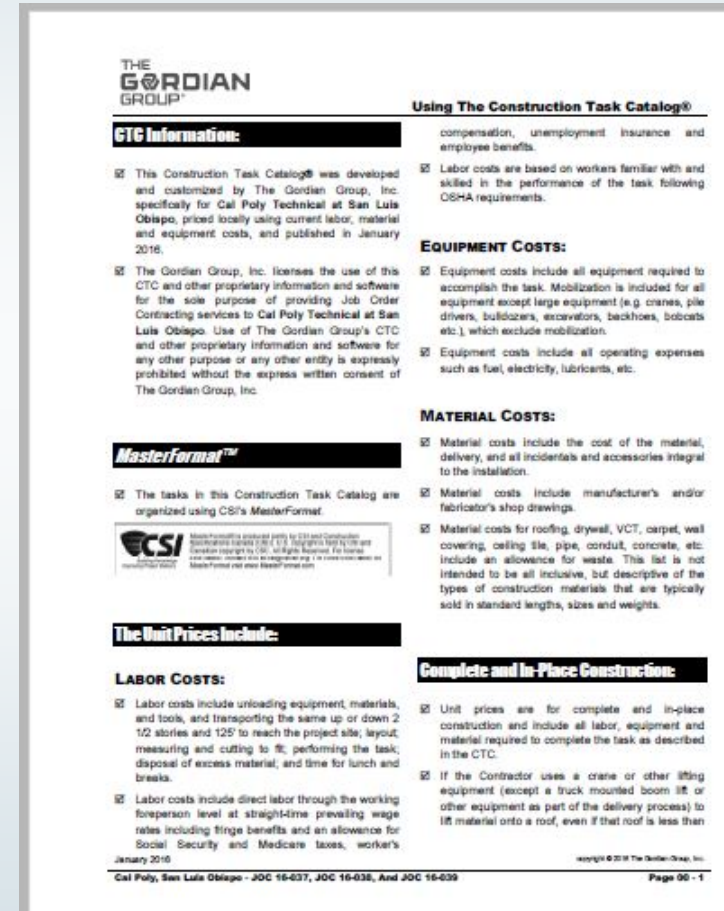
EGORDIAN® SOFTWARE ACCESS

- 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.



UNDERSTANDING THE CONSTRUCTION TASK 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 00-8 of the CTC
- The Unit Prices Include
 - Complete and In-place Construction
 - The Adjustment Factors Include: Overhead, Profit, Sub Costs, Taxes, Fringe Benefits, Financing, Business Risk
 - Construction Related Costs: Permit Services, Submittal Preparation, Incidental A&E, Vehicles, Temporary Utilities, Excess Waste,, Daily & Final Clean-up, Etc.



NON PRE-PRICED TASKS

- Contractor must have permission from the CSU Cal Poly 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
- The final price submitted for non pre-priced tasks shall be according to the following formula:
- Contractor Performed Duties
 - A = Direct labor cost and fringe benefits per prevailing wage rates
 - B = Direct material costs (supported by quotes)
 - C = Direct equipment costs (supported by equipment amortization data)
 - D = Allowable overhead costs = $A \times 55\%$ (this includes Worker's Compensation insurance)
 - E = Allowable profit = $(A + B + C) \times 10\%$

(Continued on the next slide)



NON PRE-PRICED TASKS CONTINUED

- Subcontractor Performed Duties
 - $G = \text{Contractor's allowance for subcontractor cost} = F \times 5\%$
 - $H = \text{Contractor's overhead for subcontractor cost in accordance with the following schedule:}$
 - $F \times 0\%$ for NPP tasks $< 10\%$ of total Work Order Value
 - $F \times 7\%$ for NPP tasks $10\text{-}20\%$ of total Work Order Value
 - $F \times 10\%$ for NPP tasks $> 20\%$ of total Work Order Value
- Total Cost of Non Pre-Priced Task = $A + B + C + D + E + F + G + H$

METHODS TO CALCULATE BID – 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

- Dormitory 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

SAMPLE PROJECT – CTC PRICE VS. QUOTES

Direct Cost of Work from CTC

- Replace Boiler \$ 48,911.43
- Doors and Hardware \$ 9,748.46
- Lighting \$ 15,845.00
- Plumbing \$ 14,986.76

TOTAL = \$ 89,491.65

Direct Cost of Work from Quotes or Estimates

- Replace Boiler \$ 47,500.00
- Doors and Hardware \$ 9,250.00
- Lighting \$ 16,750.00
- Plumbing \$ 12,500.00

TOTAL = \$ 89,000.00

SAMPLE PROJECT – PUTTING IT ALL TOGETHER

A.	Direct Cost of Work from Quotes	\$89,000.00
B.	Overhead 10%*	<u>\$ 8,900.00</u>
C.	Subtotal (Cost & O/H)	\$97,900.00
D.	Profit 10%*	<u>\$ 9,790.00</u>
E.	Subtotal (Cost & O/H & Profit)	\$107,690.00
F.	Price From CTC	\$89,491.65

Adjustment Factor (= E / F) = 1.2034

*Sample Only. Contractor to determine O/H & Profit.
Prepare this calculation for more than one sample project.

FILLING OUT THE BID FORM

Bid Forms

Schedule of Prices: The undersigned agrees to perform all work required, necessary, proper for, or incidental to completing the work called for in each individual Delivery order issued under this Delivery Order Contract using the Construction Task Catalog (CTC) and Technical Specifications incorporated herein with the following adjustment factors:

Daytime Working Hours Undersigned shall perform any or all functions called for during normal working hours in the quantities specified in individual delivery orders against this contract for the unit price sum specified in the construction Task Catalog (CTC) multiplied by the adjustment factor of:

1 . 2 0 3 4
(Specify to four (4) decimal places)

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

1 . 2 5 0 0
(Specify to four (4) decimal places)

Premium Working Hours Undersigned shall perform any or all functions called for during premium working hours in the quantities specified in individual delivery orders against this contract for the unit price sum specified in the construction Task Catalog (CTC) multiplied by the adjustment factor of:

1 . 2 9 0 0
(Specify to four (4) decimal places)

* Sample only

FILLING OUT THE BID FORM

AWARD FORMULA

- Line 1. Daytime Campus Working Hours Adjustment Factor
- Line 2. Multiply Line 1 by (90) %
- Line 3. Night Time Campus Working Hours Adjustment Factor
- Line 4. Multiply Line 3 by (5) %
- Line 5. Premium Campus Working Hours Adjustment Factor
- Line 6. Multiply Line 5 by (3) %
- Line 7. Daytime Pier Working Hours Adjustment Factor
- Line 8. Multiply Line 7 by (1) %
- Line 9. Night Time Pier Working Hours Adjustment Factor
- Line 10. Multiply Line 9 by (.5) %
- Line 11. Premium Pier Working Hours Adjustment Factor
- Line 12. Multiply Line 11 by (.5) %
- Line 13. Add Lines 2, 4, 6, 8, 10, 12 (weighted, composite bid)

JOC 16-037, Bid Proposal Form
Page 4 of 5

Base of Contract Award: The award formula below is an integral part of this proposal, and to be responsive, the bidder shall quote for the total works on the previous page, and also shall complete the award formula below.

BE SURE THAT YOUR FIGURES RECORDED ON THE PREVIOUS PAGE ARE ACCURATELY AND PROPERLY LISTED BELOW.

Award Formula
(Specify in lines 1 through 13 below to 4 decimal places)

CAMPUS WORK:

Line 1. Daytime Working Hours Adjustment Factor* 1. _____

*Line 1 MUST be equal to or lesser than ALL other Adjustment Factors appearing on lines 3, 5, 7, 9, and 11, below.

Line 2. Multiply Line 1 by 90% (x 0.90) 2. _____

Line 3. Nighttime Working Hours Adjustment Factor 3. _____

Line 4. Multiply Line 3 by 5% (x 0.05) 4. _____

Line 5. Premium Working Hours Adjustment Factor 5. _____

Line 6. Multiply Line 5 by 3% (x 0.03) 6. _____

MARINE SCIENCE EDUCATION AND RESEARCH CENTER (PIER) WORK:

Line 7. Daytime Working Hours Adjustment Factor 7. _____

Line 8. Multiply Line 7 by 1% (x 0.01) 8. _____

Line 9. Nighttime Working Hours Adjustment Factor 9. _____

Line 10. Multiply Line 9 by 0.5% (x 0.005) 10. _____

Line 11. Premium Working Hours Adjustment Factor 11. _____

Line 12. Multiply Line 11 by 0.5% (x 0.005) 12. _____

Line 13. Add Lines 2 and 4 and 6 and 8 and 10 and 12 13. _____

The total weighted, composite Adjustment Factor bid for this contract:

* Sample only



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 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

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

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
 - Maximum Contract Value
 - 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

IMPORTANT REMINDERS

(TINA)

Prequalification

- Deadline to submit online application on “PlanetBids” and submit forms to CSU Chancellor’s Office:
 - **Tuesday, February 9, 2016 (JOC 16-037 and JOC 16-038)**
 - **Wednesday, March 9, 2016 (JOC 16-039)**

Obtaining Bid Proposal Packages

- Must submit written request specifying project number via fax or email along with copy of prequalification letter from the Chancellor’s Office

Asking Questions

- Deadline to ask questions **5:00 pm**
 - **Friday, February 12, 2016 (JOC 16-037 and JOC 16-038)**
 - **Friday, March 11, 2016 (JOC 16-039)**

IMPORTANT REMINDERS

(TINA)

Submitting a Bid Proposal Package

- Bid Deadline **BEFORE 2:00 pm**
 - Wednesday, February 24, 2016 (JOC 16-037 and JOC 16-038)
 - Wednesday, March 23, 2016 (JOC 16-039)

Bid Opening Location

- Bid proposals will be publicly opened and read starting at 2:00 pm on the Bid Deadline in Facilities, Building 70, Room 114

Updates posted on website

- <http://www.afd.calpoly.edu/facilities/>

Questions?

END OF MANDATORY PRE-BID CONFERENCE

JOB ORDER CONTRACT – JOC 16-037, JOC 16-038 AND JOC 16-039

FOR FACILITIES – MINOR CAPITAL OUTLAY PROJECTS

NON-MANDATORY PRE-BID CONFERENCE