



Gordian Job Order Contracting

Luminis Health

Facilities, Real Estate, Capital Planning
and Construction

*Anne Arundel Medical Center
Doctors Community Medical Center*

Sign In Through QR



Introductions

Luminis Health

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Luminis Health

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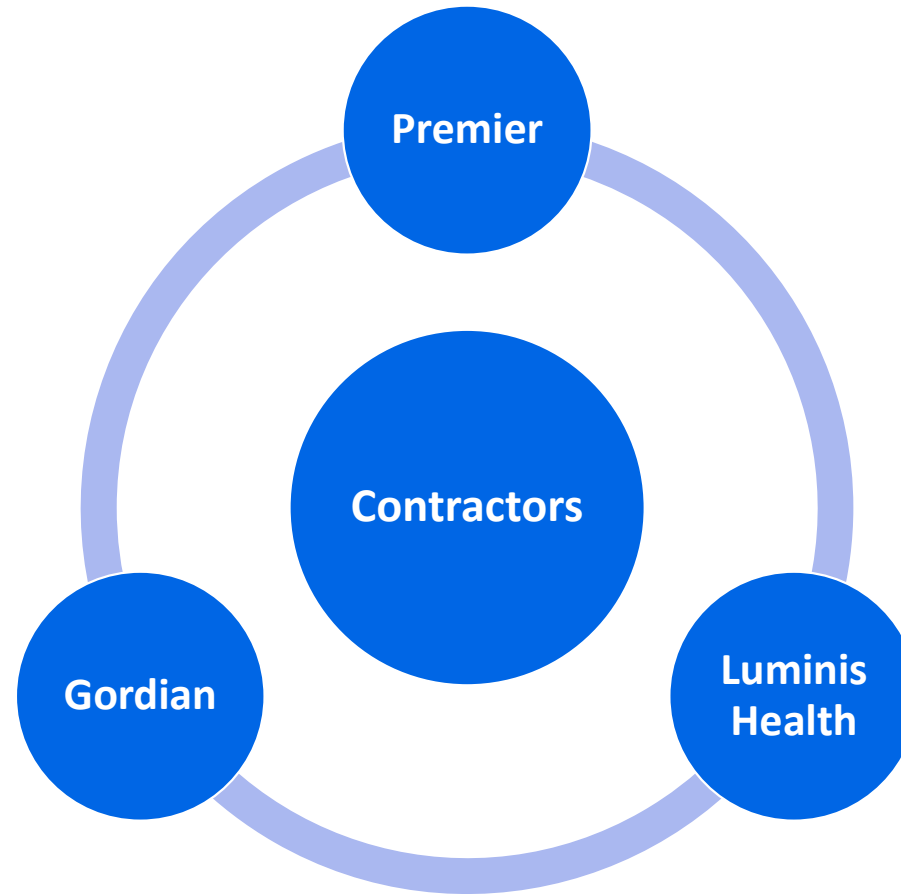
What We'll Cover

- Introductions
- Stakeholder Overview
- Premier's Role
- What is Job Order Contracting (JOC)
- Construction Tasks Catalog
- Developing an Adjustment Factor
- Contract Documents and Specifics
- Key Points & Dates
- Q&A

Stakeholder Overview

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Stakeholders



Luminis Health

Two Acute Care Hospitals

- Luminis Health Anne Arundel Medical Center
- Luminis Health Doctors Community Medical Center

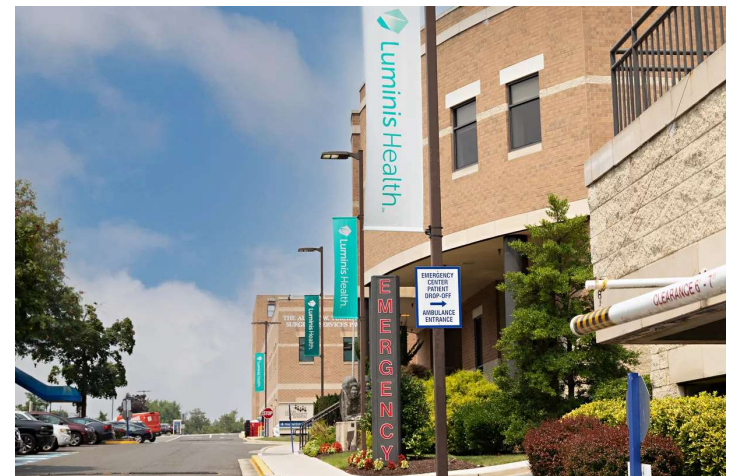
Behavioral Health Facilities

- J. Kent McNew Family Medical Center
- Pathways
- Behavioral Health Pavilion

Luminis Health Clinical Enterprise–Non-Acute/ambulatory

- Over 100 clinical sites

Luminis Health



Luminis Health

- This Program will be rolling out initially for the Acute Care Facilities
 - LHAAMC – 800,000 SF (excluding garages)
 - LHDCMC – 367,000 SF (excluding garages)

Luminis Health Facilities

Potential project volume:

- Total anticipated annual project need for the acute care hospitals is \$4M-8M
- Facilities team handles between 20 to 30 projects per fiscal year
- Fiscal Year is July 1 – June 30

Types of Projects:

- Interior Renovations range from single rooms to entire clinics and In-Patient Units
- Deferred Maintenance include MEP Infrastructure replacements, Chillers, AHU's, Electrical to Roofs, Exterior Façade refurbishments
- Off-site leased property interior renovations

Our goal is to work with vendors/workforce located in our immediate service area

- Anne Arundel County and Prince George's County
- Specifically targeting local, small and diverse contractors

New Vendor Requirements:

- RFQ proposal to be submitted for review/acceptance
- W-9, New Vendor Requirements Form
- Participation in Vendormate permitting for onsite work, ie. Yearly Flu Vaccine, Contractor Orientation Course

Who is Gordian?

Gordian delivers solutions that bring speed, precision and efficiency to every phase of the building lifecycle.

Pioneer of
RSMeans data,
industry-standard
cost estimating data

Creator of
Job Order Contracting
process and data

Premier – Group Purchasing Organization

Premier

- Conducts the Bid on behalf of Luminis
- Supply Chain Expertise

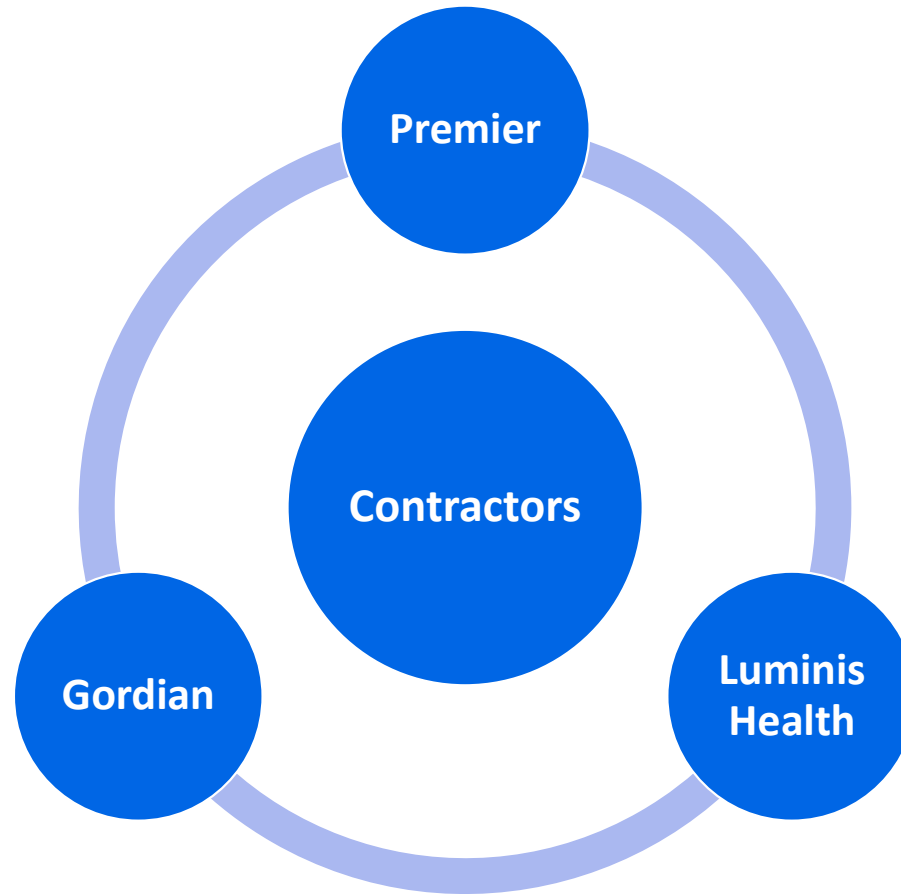
Gordian

- Construction Data and Software
- JOC Process Expertise

Interested Bidders Must Register through Premier's PASSport Portal:
<https://ciam.premierinc.com/register/>

Premier and Gordian Offer Transparency and Efficiency in
Construction Procurement

Stakeholders



What is Job Order Contracting?

Job Order Contracting (JOC)

Definition

- Indefinite delivery/indefinite quantity process (IDIQ)
- Enables facility owners to complete a substantial number of individual projects with a **single, competitively-awarded bid**
- Tasks are based on **preset costs in the Construction Task Catalog® (CTC)**.
- Bid an Adjustment Factor to be applied to **CTC**, resulting in on-call, competitively bid and awarded contractors that are available to perform work at agreed upon prices

Value

- Saves time and administrative costs on construction procurement
- Fundamentally different construction procurement relationship
 - Collaborative relationship between Owner and Contractor
 - Allows Owners and Contractors to expedite work
 - Contractors and Owners build lasting partnerships

Construction Delivery Methods

In-House Staff

Construction Management (CM) at Risk

Unit Price Contracts

Design-Bid-Build

Time and Materials

Design-Build

Job Order Contracting

Typical JOC Project Types



Rehabilitation



Repairs



Renovations



Replacement
in-kind



Maintenance



Emergency
work



Time sensitive
projects



Alterations

Gordian Job Order Contracting Program

- Competitively bid, fixed price indefinite quantity construction contract.
- Enables contractors to complete a substantial number of projects under a single competitively-awarded contract based on preset unit prices.
- Contracts are bid using an Adjustment Factor or coefficient applied to the unit price book.

Benefits for Contractors

- ✓ One bid response for contract term
- ✓ Project volume driven by performance
- ✓ Paid a unit price for every task performed
- ✓ Promote partnerships in the client
- ✓ Ability to collaborate and develop project scope
- ✓ Increase your project win rate

5 Step Job Order Process



How JOC Works



Components of a Gordian JOC Program



Data

- Localized unit price book for each JOC contract.
- Over 275,000 accurate construction tasks with preset prices.



Technology

- Easily manage the functions of the job order development process.



Expertise

- 200+ local field personnel to ensure program success.

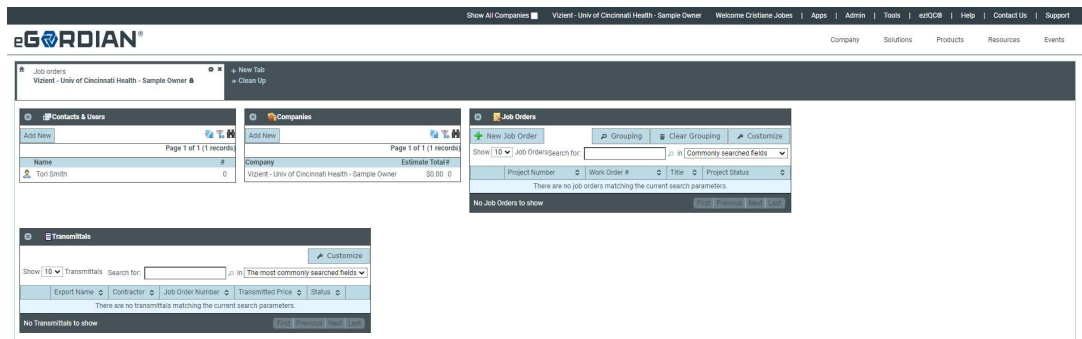
JOC Management Software

Internet Based Software Provided with Contract

eGordian JOC Management Software Expedites the Job Order Process

- Price Proposals
- Subcontractor Lists
- Tracking Dates
- Required Job Order Forms

Training provided



Construction Task Catalog®

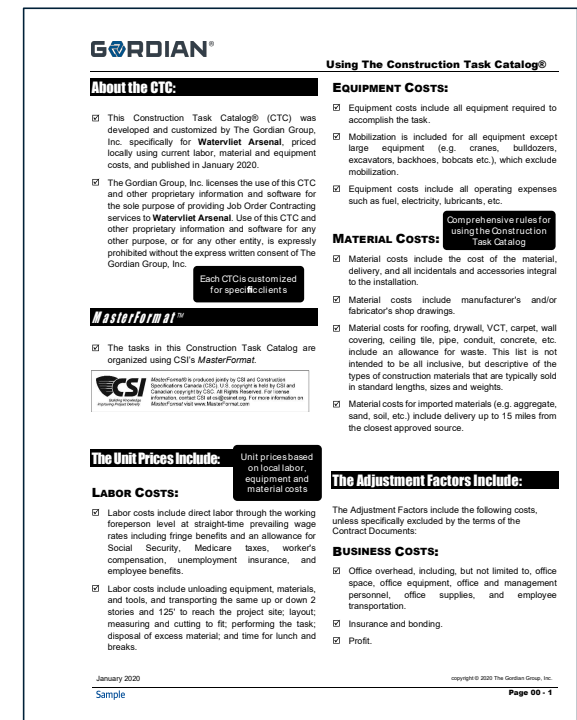
- Unit price book of pre-priced construction tasks
- Organized by Construction Specifications Institute (CSI)
- Based on local labor, material and equipment costs
- Tasks represent the “Scope of Work” for the contract



“Using The Construction Task Catalog”

The first six pages outline:

- Unit Price Inclusions
 - Labor, equipment and material costs
- Adjustment Factor Inclusions
 - Business costs, project-related costs, price variations
- General Rules
 - Demolition, Working Height, Field Engineering, Assemblies, Restricted & Confined Spaces
- Or Equals
- Useful Information



Construction Task Catalog®

CSI MasterFormat

Full task description

Cost includes labor, material and equipment for your location

09 22 16

Non-Structural Metal Framing (09 22)

Note: Includes all necessary framing studs, bridging, fasteners necessary to attach to floors, walls, ceilings and a metal stiffener at half height. Per SF of wall area measures one side. Do not deduct for openings of less than 25 SF when calculating total wall square footage.

09 22 16 00-0004	SF 3-5/8" Width, 25 Gauge, Non Load Bearing, Non Structural Metal Framing Stud With Tracks And Runners, 16" On Center.....	1.67	0.34
	<i>For Walls > 10' High, Add</i>	0.33	
	<i>For Soffit, Columns Or Beams Up To 10' High, Add</i>	0.86	
	<i>For Soffit, Columns Or Beams > 10' High, Add</i>	1.11	
	<i>For Horizontal Installation Up To 10' High, Add</i>	0.30	
	<i>For Horizontal Installation > 10' High, Add</i>	0.38	
	<i>For Curved Wall, Add</i>	0.26	
	<i>For 12" On Center, Add</i>	0.29	
	<i>For 24" On Center, Deduct</i>	-0.29	
	<i>For Up To 200, Add</i>	0.51	
	<i>For > 200 To 500, Add</i>	0.25	

Technical Specifications

Modifiers for variations or quantity discounts

Demolition cost (if applicable)

Construction Task Catalog[®]

Include All Appropriate Tasks:

CSI Number	Task Description	UOM	Price	Quantity	Total Paid	
32 16 23 00-0002	4" Cast in Place Concrete Sidewalk	SF	\$ 6.37	400	\$ 2,548.00	
	For Quantities 100 to 500, Add	SF	\$ 2.50	400	\$ 1,000.00	
32 11 23 16-0004	4" Crushed Aggregate Base for Sidewalks	SF	\$ 1.11	400	\$ 444.00	
	For Quantities Under 1000	SF	\$ 0.30	400	\$ 120.00	
01 71 13 00-0003	Mobilize Backhoe	EA	\$ 402.63	1	\$ 402.63	
31 23 16 36-0006	Excavation by Backhoe	CY	\$ 4.67	11	\$ 51.37	
	For Quantities Under 20 CY, Add	CY	\$ 4.67	11	\$ 51.37	
31 23 16 36-0028	Loading Excess Materials	CY	\$ 4.14	13.75	\$ 56.93	
	For Quantities Under 20 CY, Add	CY	\$ 4.14	13.75	\$ 56.93	
01 74 19 00-0029	Hauling to Dump Site	CYM	\$ 0.99	207	\$ 204.93	
01 74 19 00-0025	Landfill Dump Fee	CY	\$ 29.83	13.75	\$ 410.16	\$5,346.31
						400 SF
						\$ 13.37

Compare these prices

Unit Prices: Material Costs

- Cost of the material, delivery, and all incidentals and accessories integral to the installation
- Manufacturer's and/or fabricator's shop drawings
- Construction materials typically sold in standard lengths, sizes and weights, including an allowance for waste
- Costs for imported materials include delivery up to 15 miles from the closest approved source

Unit Prices: Labor Costs

- Direct labor through the working foreperson level at prevailing wage rates
- Unloading equipment, materials, and tools, and transporting up or down two (2) stories and 125' to reach project site
- Measuring and cutting to fit
- Performing the Task
- Disposal of excess materials
- Time for lunch and breaks

Unit Prices: Equipment Costs

- All equipment required to accomplish the Task
- Mobilization included for all equipment except large equipment (e.g. cranes, bulldozers, excavators, backhoes, bobcats, etc.)
- All operating expenses – fuel, electricity, lubricants, etc.

Putting It All Together

Category	CSI MasterFormat	UOM	Adjustment Factor				
Lighting							
29	26 51 13 00-0060	EA	4 T8 Lamps, 2' x 4', Prismatic Lensed, Lay-In Troffer Fluorescent Fixture				\$10,461.12
				Qty	Unit Price	Factor	Total
			Installation	48.00	\$196.74	1.0000	\$9,443.52
			Demolition	48.00	21.2	1.0000	\$1,017.60
30	26 51 13 00-0155	EA	4 T8 Lamps, 4' Length, Industrial Fluorescent Fixture				\$2,384.52
				Qty	Unit Price	Factor	Total
			Installation	12.00	\$180.51	1.0000	\$2,166.12
			Demolition	12.00	18.2	1.0000	\$218.40
31	26 53 00 00-0006	EA	Single Face, Die-Cast Aluminum Housing, LED Exit Sign (Lithonia LQC)				\$659.76
				Qty	Unit Price	Factor	Total
			Installation	4.00	\$146.75	1.0000	\$587.00
			Demolition	4.00	18.19	1.0000	\$72.76
Subtotal for Lighting:							\$13,505.40

Developing An Adjustment Factor



Adjustment Factors

- A multiplier applied to the construction task in the CTC.

$$\text{Unit Price} \times \text{Quantity} \times \text{Adjustment Factor} = \text{Total for Task}$$

- Remains the same for the term of the contract, CTC is updated annually
- Should include a company's **overhead, profit and operating costs** to determine what is needed to be successful under a JOC program.
- **JOC Licensing Fee of 8%** should be calculated into the Adjustment Factors.

Adjustment Factors

For this solicitation, the following Adjustment Factors will be requested:

Non Acute
Areas –
Normal
Working
Hours

Non Acute
Areas – Other
Than Normal
Working
Hours

Acute Areas –
Normal
Working
Hours

Acute Areas –
Other Than
Normal
Working
Hours

Non
Pre-Priced

Remember:

- ✓ The Administrative Fee must be included in your Adjustment Factor.
- ✓ The Other than Normal Working Hours Adjustment Factor must be equal to or greater than the Normal Working Hours Adjustment Factor.
- ✓ Awards will be based on your combined, weighted Adjustment Factor.
- ✓ Adjustment factors apply to all tasks in the CTC

Adjustment Factor: **Business Costs**

- Office overhead
- Insurance and bonding
- Profit
- Job Order development services, Owner meetings and other administrative services
- Subcontractors' overhead and profit
- Cost of financing the work
- Business risks

Adjustment
Factor:
**Project
Related
Costs**

- Project trailer, equipment & supplies & portable toilets for Contractor's use
- Project management & supervision
- Services required to complete project filings & obtain permits.
- Preparation & modification of sketches, drawings, submittals, as-built drawings, project photographs & other project records.
- Incidental engineering & architectural services
- Basic safety & warning signage, minor barricades & personnel safety equipment

Adjustment Factor: **Project Related Costs**

- Meeting Owner's security requirements
- All taxes for which a waiver is not available
- Removing & returning Owner's furniture & furnishings
- Sealing windows, doors & other openings with plastic to contain construction dust & debris within the work area
- Working in extreme temperatures or adverse conditions
- Costs resulting from inadequate supply of building materials, fuel, electricity or skilled labor.
- Daily & final professional clean-up.

Calculating Adjustment Factors

What You Need

- Historical scope of work and recent final project proposals
- Construction Task Catalog (provided in the solicitation documents)
- Overhead costs, including project-related operational costs
- Desired profit margin

Sample Project: Price Proposal vs. Quotes

Direct Cost of Work from Quotes or Estimates

- Replace Central HVAC \$ 6,240.00
- Doors and Hardware \$ 26,567.00
- Lighting \$ 16,598.00
- Plumbing \$ 16,987.00

TOTAL = \$ 66,392.00

Direct Cost of Work from CTC

- Replace Central HVAC \$ 5,912.59
- Doors and Hardware \$ 27,456.62
- Lighting \$ 17,964.49
- Plumbing \$ 17,263.79

TOTAL = \$ 68,597.50

Example | Calculating An Adjustment Factor

A.	Direct Cost of Work From Historical Projects	\$66,392.00
B.	Overhead (10%)*	\$6,639.20
C.	Subtotal (Cost From Historical + Overhead)	\$73,031.20
D.	Profit (10%)*	\$7,303.12
E.	Subtotal (Cost From Historical + Overhead + Profit)	\$80,334.32
F.	Direct Cost of Work From CTC	\$68,597.50
Adjustment Factor (E / F)		1.1711

***Sample Only – Contractors to Determine Appropriate Overhead & Profit**

Tip: Consider the CTC as the starting point at 1.000

Recommendation: Prepare this calculation for more than one sample project

Contract Documents & Specifics

Steps to Bid

1.

Attend
Informational
Meetings

2.

Download
solicitation
documents

3.

Attend
Pre-Bid
Meeting

4.

Develop
Adjustment Factor,
provide requested
documentation

5.

Submit
completed
bid
documents

Luminis Health JOC Opportunity

- Estimated Contract Volume - \$2M per trade
- Contract Term – (2) year base term with (3) 1-year options. Potential of 5 Years
- Opportunities available for General Construction, Mechanical, Plumbing and Electrical

Interested Bidders Must Register through Premier's PASSport Portal:

<https://ciam.premierinc.com/register/>

Upcoming Pre-Bid Meeting

To be covered during Pre-Bid Meeting

- Complete review of the upcoming RFP and Contract details
- Instructions on where to download the Proposal documents
- Review of the Evaluation Criteria including Submittal Instructions
 - Technical Proposal Requirements and their weighted values.
- Review of the Construction Task Catalog
- Details on calculating an Adjustment Factor

JOC Program Fees

Job Order Contracting Fee Provides

- Access to JOC management software, Construction Task Catalog[®], other proprietary materials
 - Most advanced technology and data in the marketplace.
 - Paperless and efficient
 - Tasks and prices input directly into our software... no fishing through old files and estimating books for costs
- Ongoing JOC process and software training
- Ongoing technical support software support.
- Joint Scope Development for each project
- Proposal guidance and review for accuracy, auditability and transparency
- Included in the Contractor's Adjustment Factor and billed to the contractor either at the end of construction or progress billing
 - Consider with the Bid as an Overhead cost
 - **8% of Job Order Price**

The JOC Program Fee is only paid if Contractor receives a P.O. or contract from the member.

Considerations

The background is a solid blue color with a large, faint, abstract geometric pattern on the right side. This pattern consists of several overlapping, semi-transparent shapes, including triangles and polygons, creating a sense of depth and movement. The overall aesthetic is clean and modern.

Considerations

Annual Price Adjustment – Annual Update of CTC[®]

An updated Construction Task Catalog[®] will be furnished annually and every twelve (12) months thereafter.

Adjustment Factor

The Adjustment Factor submitted with the proposal shall be used for the full term of the contract, plus options.

Importance of Adjustment Factors:

- Determines Lowest Price AND
- Used to price individual job orders
- Price proposal total becomes the lump sum job order amount
- Accurate Adjustment Factor(s)

Review of Key Points

Evaluate Construction Task Catalog[®]

- Analyze Unit Prices
- Know the General Guidelines for Using the CTC

Account for 8% JOC Program Fee in your Adjustment factor

5 Year Contract (2-year base term with 3 option years)

Become a Premier Supplier

Important Dates

**Dates subject to change*

Date	Action	JMNO
November 13, 2024	Informational Meetings	
November 19, 2024	Advertisement	
December 3, 2024	Pre-Bid Meeting	
December 9, 2024	RFI's Due	
December 12, 2024	RFI's Answered	
December 19, 2024	Proposals Due	

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Slide 47

JMN0 Include Advertisement and other important dates.

Jackson, Mary-Neil, 2023-12-14T14:26:45.799

JMN1 Include link to procurement portal/bid site

Jackson, Mary-Neil, 2023-12-14T14:26:56.736

JMN2 Remove slide if we cannot share dates

Jackson, Mary-Neil, 2023-12-14T14:27:06.752

Questions?

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Thank you!

