

# JOC is a Valuable Tool For CEFPI Members

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The Council of Educational Facility Planners International (CEFPI) is a professional association whose sole mission is improving the places where children learn. Our 3,300 members are a diverse lot. They are architects, planners, engineers,

K-12 administrators, higher education professors, construction management firms, facility maintenance and operations professionals, consultants, manufacturers, suppliers, and state and provincial agency representatives who are actively involved in planning, designing, building, equipping, or maintaining schools and colleges all over the world.

CEFPI is their information source. We provide research, training and professional development, and advocacy on school facilities and facility issues.

One of the most important issues that our members and their clients face is cost. Job order contracting (JOC) offers them a valuable option in terms of delivering projects and services at a reasonable price. A unique, cost-competitive construction delivery process ideally suited for minor construction, renovations, repairs, and alterations, JOC is faster and better than the traditional “design-bid-build” method.

## **With JOC, everybody – owner, contractor, and subcontractor – wins.**

JOC is a fixed-price, indefinite quantity, long-term contract that emphasizes a collaborative approach among all parties involved in a project. The initial procurement of a JOC normally uses a “best value” solicitation to provide the facility owner with a highly qualified contractor that has:

- A verified record of relevant experience,
- Demonstrated high quality, cooperative performance,
- A proposed management and technical plan that meets the owner’s needs,
- Competitive and realistic coefficients that have been applied to the contract’s pre-defined line items taken from a published unit-price book (UPB) or from a schedule of work items.



The contractor, in turn, generally “subs” out most of the actual construction work to local pre-qualified small businesses. In order to provide the owner with high quality, responsive service as well as facilitate the successful and profitable performance of work, the contractor also mentors and assists the small businesses. The result of this cooperative approach is the JOC contractor becomes the “preferred” general contractor for many subcontractors, thus providing higher quality at competitive prices.

Because the profit on a JOC is heavily dependent upon the total volume of work executed, the contractor has a powerful incentive to provide the best service possible. JOC contracts only guarantee the contractor a minimum amount of work. The duration of the contract is also specified, including any options for extension. The owner considers the contractor’s proven performance and commitment to high quality work when deciding whether to renew the contract with the same contractor. To ensure getting additional work orders identified in the JOC and to be granted contract extensions, the contractor strives to perform successfully and please the owner. This type of relationship facilitates open communication between the two parties and, most often, produces high quality work.

## The JOC delivery method is ideal for certain situations.

While not a substitute for in-house craft personnel, JOC is a more cost-effective and efficient way for taking care of multiple, repetitive-type projects that would normally be contracted with individual “design-bid-build” contracts. JOC is particularly useful for time sensitive projects and for projects, like renovations, where the scope may change once the demolition begins and actual conditions are uncovered.

JOC can also be used to take care of the “oh, by the way” additions that occur during major construction projects. It is frequently faster, cheaper, and easier to issue a separate JOC delivery order for the spontaneous and unexpected projects rather than modify the prime contract or issue change orders against it.

JOC can also be utilized to resolve outstanding punch list items on major new construction or major renovation projects when the prime contractor is unwilling or unable to complete the work on time. The owner can simply use the retainer withheld from the prime contractor for the work to be done by the JOC contractor.



## Advantages of using JOC.

As schools better understand JOC and how it helps them manage costs, it will become more prevalent in the public sector. The advantages of JOC help it sell itself.

- JOC usually eliminates or minimizes the costs for the owner to design, engineer, and procure service based on specifications that define the scope of work.
- JOC eliminates or minimizes the lead-time required to design, engineer, and procure work on a lump sum competitive bid basis. In other words, the owner is able to occupy the facility earlier than with other delivery methods, thereby reducing total costs.
- JOC provides a unique format for aligning a budget to

a scope of work. If an order leads to an estimate that exceeds the owner’s budget, JOC’s detailed line-item format provides a “shopping list” for the owner and contractor to negotiate the scope and fit the budget. The process of aligning the scope to available funds is streamlined and leads to earlier awards than would be possible with other procurement methods.

- The flexibility, responsiveness and performance benefits of JOC compared with other contract forms lead to other cost savings for the owner. The relationship between the owner and contractor substantially accelerates response to urgent and emergency requirements. It also promotes significant efficiencies in repetitive processes, including permit applications and approvals, construction inspections, and project closeout.

If you would like more information on job order contracting, please read “The What, Why and How of Job Order Contracting” at [www.cefpi.org/issuetraks](http://www.cefpi.org/issuetraks).

CEFPI’s website is [www.cefpi.org](http://www.cefpi.org) and Tom Kube can be contacted at (480) 391-0840, ext. 14 or by email at [tom@cefpi.org](mailto:tom@cefpi.org).

## CEFPI MISSION STATEMENT

**Vision:** The advocate for excellence in student learning environments.

**Mission:** CEFPI is the primary advocate and resource for effective educational facilities. We serve those who use, plan, design, construct, maintain, equip and operate education facilities.

**Beliefs:** CEFPI believes that:

Facilities impact the learning, development and behavior of the facility user; The planning process is essential for quality facilities;

Sharing and networking improves the planning process; and There is a standard by which to measure.