

Job Order Contracting for Contractors:

What It Means for Your Business



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What is Job Order Contracting?

Gordian's Job Order Contracting ([JOC](#)) has been connecting public sector agencies and contractors for over thirty years. As an Indefinite Delivery/ Indefinite Quantity (IDIQ) construction procurement process, JOC allows facility owners and contractors to complete a substantial number of individual projects under one single bid. Using Gordian's unit price book, the Construction Task Catalog®, local prices are preset, and each JOC project follows a transparent and proven five-step process. This process saves time, maximizes resources and puts the emphasis back on what is important: completing successful, quality projects and creating lasting partnerships.

Gordian's Job Order Contracting Solutions Empower the Public Sector to Fulfill Community Promises Across the United States and Canada

Completing more than

\$3.2B

in construction volume
annually

Facilitating

300+

JOC Programs in
North America

Helping over

1,300

contractors grow
their business

Supporting

30,000+

construction projects
annually



Gordian's Proven 5-Step Process

For the public sector, transparency is key. Gordian's five-step Job Order process provides just that. Over the course of its history, this process has been tested and used successfully for millions of projects. Once a job is identified, all stakeholders work in alignment, collaborating openly to deliver the best possible project.

The Construction Task Catalog is the source for all pricing, proposal development and review. Sharing this single source of truth enhances transparency and inspires teamwork by eliminating pricing disagreements and delays. In fact, recent [research conducted by NIGP: The Institute for Public Procurement and Gordian](#) found that delivering construction via JOC results in better communication, more trust and improved project outcomes.

Gordian's proven JOC process creates the environment for contractors and project owners to work as allies instead of adversaries.

Joint Scope Meeting

Gordian schedules a meeting at the site for those involved to discuss project and design details.



Detailed Scope of Work

Gordian helps prepare a Detailed Scope of Work that describes the work the contractor will perform.



Price Proposal

The contractor prepares a Price Proposal by selecting the appropriate tasks from Gordian's Construction Task Catalog® (CTC).



Price Proposal Review

Gordian reviews the Price Proposal to ensure the contractor has selected the appropriate tasks and quantities.



Job Order Issued

Once the Price Proposal is approved, the owner issues a Job Order for the contractor to proceed.



Job Order Contracting Use Cases



Job Order Contracting is an alternative delivery method that provides public agencies and contractors with another mechanism for completing work. But it's not a one-size-fits-all solution. Think of it as another tool in your tool belt to complement your traditional methods for earning business

What Types of Projects Are a Good Fit for JOC?

- Straightforward New Construction
- Repairs
- Renovations
- Replacement In-Kind
- Maintenance
- Emergency Work
- Time-Sensitive Projects
- Alterations

Who Uses JOC?

Gordian's Job Order Contracting enables public sector customers across North America to deliver critical projects for their communities:

- State/Provincial and Local/Municipal
- Federal Government
- K-12 Schools – Public and Private
- Higher Education – Public and Private
- Healthcare
- Housing Authorities
- Parks and Recreation Departments
- Public Safety
- Public Utilities
- Streets and Highways
- Transit Facilities
- Water/Wastewater Facilities



Contractor Success Through Job Order Contracting

It is important to understand that JOC is not an individual project – it is a program that builds long-term partnerships between contractors and owners. The programmatic nature of JOC creates opportunities for awarded contractors to reap many benefits over the life of a contract.

Increase Win Rate and Project Volume

With JOC, contracts are competitively bid upfront, meaning individual projects do not have to go to bid for the term of the contract. Instead, at the end of the bidding process, owners have a pool of awarded contractors to work with at any time. And, since most JOC contracts are for three-to-five-year terms, your company can do more building and less bidding.

A JOC contract is performance-based because completing high quality work and acting as a collaborative partner with project owners [drives your potential for future projects](#). Here's why: Owners select a contractor from the awarded pool to complete each JOC project. If they have worked with a contractor on a successful project in the past, they are more likely to use that contractor again, leading to increased volume for that company.

“Our customers have many choices. We need to focus on performance in every project to earn the right to be called back and become the preferred provider.”

President, Centennial Contractors Enterprises



In a study conducted by [Arizona State University](#), contractors indicated a

21% cost savings

through using JOC.

"The old way of doing construction – with a set of plans and take the low bid – who knows what you'll get. With JOC, we work hand in hand with the owner. It's fast tracked."

Project Manager, S.J. Anderson

"We have a trust factor, and it works well. Combine it with the speed and efficiency of the JOC procurement process, it makes for a good combination."

Project Manager, Hy-Tec Construction

Cost Savings

Contractors reported savings in these specific activities:

- Acquiring and Bidding New Projects
- Decreased Change Orders
- Decreased Time Requirements
- Design
- Overhead

Value Engineering and Collaboration

JOC's five-step process begins with a Joint Scope Meeting similar to a bid or job walk but with one key difference: The awarded contractor is not competing against anyone else for the project. This gives the owner, the contractor and the Gordian representative the ability to dedicate as much time and attention as needed to discussing the project scope, taking notes and pictures, and asking and answering questions. The contractor has an immediate opportunity to [provide feedback and make recommendations](#), often saving the owner money and even overall project time.

Enduring Partnerships

Partnership and trust are key to the success of any Gordian JOC program, leading to enduring, mutually-beneficial relationships. Owners will seek out contractors that have collaborated with their team and performed quality work to deliver the projects they need. Contractors, then, have the potential to create a steady stream of income. Job Order Contracting is a [win-win solution](#) for all involved.



Get Involved

For more information on getting involved in Gordian's Job Order Contracting programs:

Email
contractors@gordian.com

Find bid opportunities at
gordian.com/events

Learn more at
gordian.com/joccontractor

"Best advice I would give to anybody interested in this contract
is to just go forward with it."

Owner, RAK Construction



Gordian is the leading provider of Building Intelligence™ Solutions, delivering unrivaled insights, robust technology and expert services to fuel customers' success through all phases of the building lifecycle. Gordian created Job Order Contracting (JOC) and the industry-standard RSMeans Data. We empower organizations to optimize capital investments, improvement project performance and minimize long-term operating expenses.