

GARDIAN[®]

NIGP The Institute for
Public Procurement

Cutting-Edge Construction Procurement in Canada

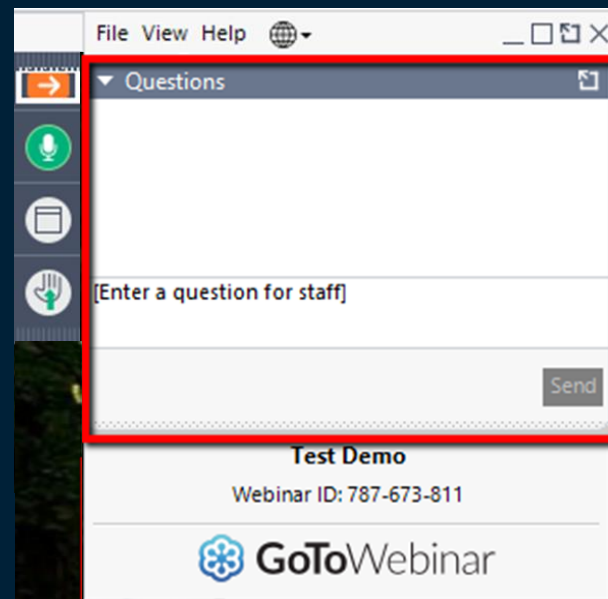
Oct 31, 2024

Housekeeping

Participant audio is muted



Post questions in the **Questions Panel** in the GoToWebinar menu



This session is being recorded and will be shared with all registrants



Meet the Speakers



Jonathan Burbee RI

*Director, Business Development –
Canada, Gordian*



Lynda Allair NIGP-CPP, CPPO

Instructor and Consultant, NIGP

What to Expect

Participants should expect to learn to:


1. Master the art of compliant, transparent, and collaborative contracting.
2. Discover best practices that drive efficiency and value in every project.
3. Engage in a no-nonsense discussion that gets right to the heart of construction procurement challenges and trends.



**The evolution of professional
public procurement.**

**The initial impression of the concept
of Job Order Contracting (JOC).**

What is Job Order Contracting?



Innovative Procurement – Job Order Contracting

Definition

- Indefinite delivery/indefinite quantity process (IDIQ)
- Enable contractors to complete a substantial number of individual projects with a **single bid**
- Tasks based on competitively-bid, **preset prices**

Value

- Saves **time** and money
- Provides transparency and auditability
- Fundamentally enhances owner/builder **relationship**

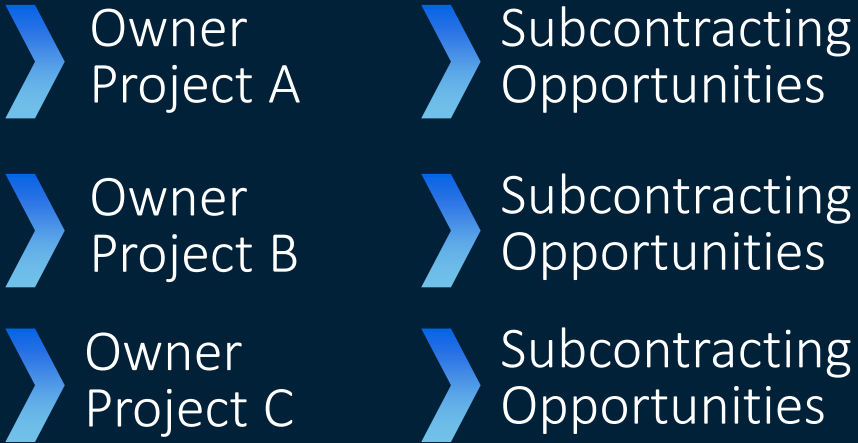
How Job Order Contracting Works

Part 1 Bidding the Umbrella Job Order Contract



Owner Awards Umbrella Job Order Contracting Contract

Part 2 Procuring Individual Projects from Owner



Most Successful JOC Project Types



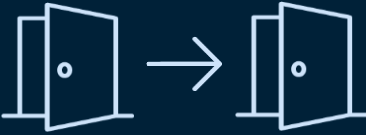
Straightforward
new construction



Repairs



Renovations



Replacement
in-kind



Maintenance



Emergency
work



Time-sensitive
projects



Alterations

**Why aren't more organizations
using JOC yet?**

**Procurement professional's advice to
senior leadership and stakeholder**

Benefits of Accessing Job Order Contracting (JOC) Through Cooperatives



Allow direct access to compliant* and legally-competent contractors and suppliers

Leverage collective purchasing power

* Cooperative offered JOC contracts comply with the National Trade agreements Canadian Free Trade Agreement (CFTA), The Canada-EU Trade Agreement (CETA), and Regional Trade Agreements across Canada.

JOC Solutions

Direct Client



- One contract supporting one owner
- Owner conducts formal bid process with Gordian's support
- Contractors awarded to support owner's needs
- Gordian provides pricing, proposal review and operational support*

JOC Solutions

Cooperative Partner



- One contract supporting many owners
- Cooperative partner conducts formal bid process on behalf of members
- Regionally available contractors
- Gordian provides pricing, proposal review and operational support

Poll Questions



**Closing thoughts or suggestions
for today's attendees**

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Thank You

To learn more about JOC and how it can offer value to your projects and teams, please visit our resource hub at [gordian.com](https://www.gordian.com)

Job Order Contracting Resources



Q3 2024 Construction Cost Insights Report

Click on the image



Scan the code with your cell phone camera



Produced in partnership with Building Design+Construction, the Construction Cost Insights Report uses Gordian's RSMeans Data™ construction costs and internal expertise, along with perspectives from A/E/C industry leaders to evaluate prices of the industry's most prominent materials.

Watch JOC 101 Video Series

Click on the image



Scan the code with your
cell phone camera



Project Delivery Study



Dr. Andrea S. Patrucco

Assistant Professor of Supply Chain Management

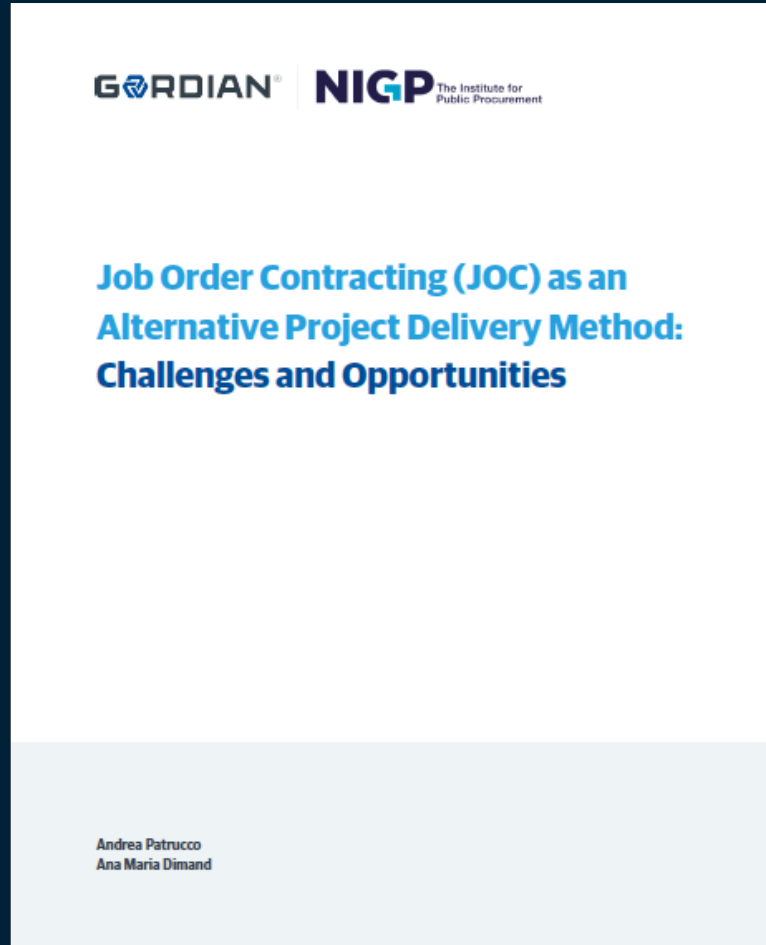
Florida International University



Dr. Ana-Maria Dimand

Assistant Professor of Public Policy and Administration

Boise State University



**Click on the image to
download the study**



**To download the study, click on
or scan the code with your cell
phone camera**

Panelists' Biographies

Maureen Sullivan



Lynda Allair NIGP-CPP, CPPO

Instructor and Consultant, NIGP

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Lynda Allair, NIGP-CPP, CPPO has over forty years' experience as a public procurement leader within the provincial, municipal and health care sectors. She has served the Institute in numerous capacities, is a Chapter Past-President and is a frequent Forum speaker and moderator. Lynda instructs public procurement classes for NIGP, the University of Guelph and others upon request. Lynda has been a part of the NIGP Consulting Program since 2010.

Lynda is NIGP's 2021 Anne Deatherage Meritorious Service Award and the 2012 Distinguished Service Award recipient in the public procurement profession. Most recently, she was one of two 2024 inductees to NIGP's Instructor Hall of Fame.

Jonathan Burbee



Jonathan Burbee RI

*Director, Business Development –
Canada, Gordian*

jonathan.burbee@gordian.com

Jonathan Burbee is the Director of Business Development Canada, for Gordian.

Jon's experience as a public sector executive and leader has primarily focused on real property management and construction. During his 23 years as a construction engineering officer in Canada's Armed Forces, he led the facilities functions international and domestically. The following eleven years as a public servant in the federal and provincial governments were in various roles as a senior portfolio executive. Jon is a Designated Real Estate Professional (RI) with the Real Estate Institute of British Columbia and serves on the REIBC Board of Governors.