

# JOC insights

Publication From The **Owners' Advisory Council**

*Best Value Procurement is Preferred  
for Job Order Contracts*



**BEST VALUE =  
MORE SUCCESS  
& LESS STRESS**

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## Is Best Value The Silver Bullet?

Best Value Procurement (BVP) is THE prescribed method for procuring Job Order Contracts. JOC was not originally intended to be procured in a low bid scenario. It was designed as a solution inclusive of pre-construction services to a much needed resource for rapid renovation and repair projects. By utilizing BVP, Owners can experience the true teamwork and value-added services that occur in a well-functioning and streamlined JOC program. Many states recognize the advantages of BVP but some are still working to allow its utilization with Job Order Contracting.

### What is Best Value Procurement?

Best Value Procurement is a procurement process that evaluates factors other than just price, such as quality and expertise, when selecting vendors or contractors. In a best value procurement, the value of procured goods or services can be simply described as an evaluation of best qualifications or benefits with cost being secondary.

### Stop the Low-Bid Insanity & Get Inspired!

Best Value achieves results by putting an emphasis on craftsmanship, transparency, and accountability. When procuring Job Order Contracting Services from a contractor, the owner should consider the following evaluation criteria to achieve Best Value and program success.

- Contractor's JOC Specific Experience & Qualifications
- Staff Qualifications: JOC Certification & CJP Credentials
- References Specific to JOC Program Experience
- Quality of Work
- Safety Program, OSHA Record & EMR
- Processes & Infrastructure to Support the Volume of Job Orders
- Bonding Capacity & Insurance Compliance
- Performance-Based Criteria
- Schedule & Rapid Response Capabilities
- Cost as it Relates to Value

Price should not be the only means of evaluating a contractor's ability to perform within the framework of a JOC Program. A company needs to clearly show a prospective client why it's the best choice. JOC is not a commodity and should not be competed purely on price. If you are required by law to select low-bid then we recommend you carefully include and evaluate the minimum requirements for eligibility to bid. The above bulleted list is a good starting point for use in developing the minimum requirements.

JOC is an efficient project delivery tool that minimizes change orders due to the enhanced pre-construction services. Owners need to shift to a partnering and value enhancing mindset in order to maximize the success of a JOC program. CJE suggests creating a simple checklist of relevant Key Performance Indicators for each program that tracks success and failures to ensure continuous improvement in both procurement and operational implementation.