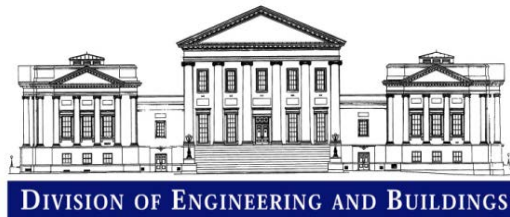




# Getting It Done: DEB Statewide Contracts

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# Statewide Contracts

- **Topics:**

- • **Benefits of Statewide Contracts**
- **Contracts Available**
- **ESCOs**
- **JOC**



## Statewide Contracts: Benefits

- ✓ Procurement process is done for you; saves time and money for the Commonwealth
- ✓ Companies have been qualified
- ✓ Costs have been established and compared to current market trends
- ✓ Process is as easy as issuing a purchase order



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# Pre-Qualified Contractors

- **Professional Services (Category B):** for small projects where total design fees are less than \$50,000
- **Pre-Qualified Small Businesses Contractors List:** for contract awards up to \$500,000 per project (renovation) or \$250,000 per project (new construction). Change: increased threshold for streamlined procedures from 50k to 100k
- **Energy Performance Based Contractors**



# Statewide Contracts Available

- **Power Conditioning Contractors:** a group of companies that provide services for determining % of loss on your electrical use
- **Facility Assessment Services: VFA (FICAS):** for performing facility condition assessments
- **Non Professional Construction-Related Services:** cost estimator, project manager, roofing inspector, space planner, interior design, and signage design
- **Construction Testing and Environmental Services:** asbestos/lead, environmental assessments, soils technician, mortar joint testing, and air monitoring



# Statewide Contracts Available, cont.

- **Security Consulting:** risk assessments, security master plans, and security system design; does not include IT security or security guard services
- **Sub Metering:** monitoring steam, electricity, water and gas consumption and developing bill-back plans for utilities
- **Web-based Construction Cost Accounting- GCPay:** electronic approval process for approving invoices from contractors and design firms
- **Institute for Building Technology and Safety (IBTS) Agreement:** a nonprofit public service entity that provides technical services to support agency work related to building code and public safety



## Statewide Contracts Available, cont.

- **Fire Suppression System Testing, Maintenance and Repair:** inspection services, repairs and maintenance of fire suppression systems (sprinkler systems), including fire pumps and related components
- **Water Treatment Services:** installation of water treatment equipment for mechanical systems and inspection/testing of water chemistry
- **Maintenance and Repair for Building Automation, Fire Alarm and Security Systems:** repairs, maintenance, upgrades, and renovations of existing building automation, fire alarm, and security systems
- **Fire/Water Damage Emergency Restoration:** damage clean-up, remediation, restoration, and water extraction





## Statewide Contracts

- Your feedback is important to us!
- Let us know:
  - If any of these contracts need improvement
  - If you would like to see any additional contracts
  - If any of the contractors on these contracts are not performing, so we may assist



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# Energy Services Contracting (ESCOs): Typical Tasks

- Chiller and cooling tower replacements
- Replacing meters
- Re-lamping
- Window and envelope treatments
- Water fixture replacements
- Maintenance operations training
- Building automation
- HVAC improvements
- Renewable energy
- New energy sources



# Energy Services Contracting (ESCOs): Process Overview

- Companies are pre-qualified
- Contact 4 or more from the pre-qualified pool
- They meet with you
- They perform a “back of the envelope” audit
- You interview and discuss the audits
- You select and begin negotiations for the energy contract



# Energy Services Contracting (ESCOs): Recent Process Changes

- BCOM review mandated
- Clarified order of precedence of general and special terms/conditions



# Energy Services Contracting (ESCOs): Lessons Learned

- Closely scrutinize alleged/projected operations and maintenance savings
- Closely scrutinize baseline; longer duration preferable (ie, multiple years)
- These are typically long-term, relatively high \$ contracts; as a result, consider independent, 3<sup>rd</sup> party reviews:
  - To validate the baseline
  - Before signing the contract
  - For measurement and verification
  - The Institute for Building Technology and Safety (IBTS) can provide independent 3<sup>rd</sup> party assistance/expertise: [www.ibts.org](http://www.ibts.org)



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## JOB ORDER CONTRACTING (JOC)

- Goal: To provide an easy to use, cost-efficient means to execute minor repairs and limited renovations in a timely manner
- Procurement Concept (~ to an Indefinite Delivery , Indefinite Quantity contract):
  - Step 1: select a Unit Price Book and associated software
  - Step 2: select JOC general contractor(s)
  - Step 3: Issue Job Orders to JOC general contractor (ie, apply JOC general contractor's "price multiplier/coefficient" to the items in the unit price book) to execute the construction
- VPPA limit for state agencies (1 Jul 14): \$400k/project(job order), \$2M per term, "base term/year" + 4 possible extensions (5 terms total) per contract
- Limited A/E services may be obtained using JOC job order as a "mini-design build" project/concept; however, stand-alone A/E services may not be obtained via JOC.
- DEB state-wide contracts/JOC capability. Step 1 underway. Step 2 to follow.