

Job Order Contract (JOC) with the Navy 海軍との商取引の概要(English)

NAVFAC FAR EAST (極東海軍施設技術部隊)

Disclaimer: The information contained in the following slides are based on current policy/processes and may be subject to change.

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What is JOC?

- JOC or “Job order contract” is an indefinite-delivery, indefinite-quantity contract for non-complex contracts. The JOC is awarded to a single contractor on the basis of full and open competition.
- The JOC is normally comprised of a number of pre-described, pre-priced and non-pre-priced negotiated tasks, with a goal to accomplish a Large Number of Individual Projects with a single contractor.
- Applicability:
 - 1.Services
 - 2.Construction
- Contract Terms
 - Base Year + Option Years
 - \$\$\$ Guaranteed Minimum



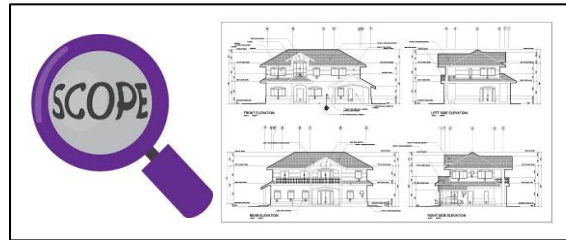
Work Process



Requirement



Written Scope and Project Documentation Preparation



Site Visit



Contractor prepares bid from Japanese Unit Price Book (Drawings as needed)

No.	NAVFAC	量: 0 (低) ~ 5 (高)
1	データ通信	3
2	分散処理	3
3	性能	3
4	高負荷構成	3
5	帯域処理(トランザクション)量	3
6	オンラインデータ入力	3
7	エンドユーザー研修	3
8	オンライン更新	3
9	複雑な処理	3
10	再利用可能性	3
11	インストール容易性	3
12	運用性	3
13	複数サイト	3
14	変更容易性	3
		42

RFP Issued



Contractor Submits Translated Bid

07 56 Fluid-Applied Roofing			
07 56 10 - Fluid-Applied Roofing Elastomers			
		Crew	Daily Output
07 56 10.10 Elastomeric Roofing			
ELASTOMERIC ROOFING			
0110	Acrylic rubber, fluid applied, 20 mil thick	G5	2000
0120	50 mil, standard		1200
0130	For walking surface, add		900
0300	Hydron response, fluid applied, 20 mil thick, nonstandard	G1	1130
0600	Nonwoven polyester, standard		960
0700	5 coat response deck, 60 mil thick, under 10,000 S.F.		325
0900	Over 10,000 S.F.		425
9000	Minimum labor/equipment charge	1 bid:	2

Proposal Review



Negotiations



Award



Construction



BOD



ADJUSTMENT FACTOR/Coefficient



- **Contractor's Coefficient includes costs for:**
 - **Normal Working Hours: 05:00 to 19:00 Monday through Friday, except U.S. holidays**
 - **Other Than Normal Working Hours: 19:01 to 04:59 Monday through Friday, plus Saturday**
 - **Premium Hours: Sundays and Holidays**
- **Factors Made part of the Coefficient (Indirect Costs)**
 - **Overhead, Profit, Bonds, Insurance**
 - **Scoping, Proposal Development and Review**
 - **Obtaining Permits**
 - **Mobilization, Management, Clean-up**
 - **Supervision, Training, Quality Control, etc.**

Formula for Calculating the Task Order Value

- **Contractor's Proposal to include:**
 - 1. Pre-Priced Items (Japanese Construction Price Book)**
 - 2. Non Pre-Priced Negotiated Items (Industry)**

Bid Award



- **Award Based Upon Competitive Proposal**

- **Must Bid Three Adjustment Factors**

- Normal Working Hours
 - Overtime Working Hours
 - Premium Working Hours

- **Lowest Composite Adjustment Factor From a Responsive, Responsible Bidder Wins!**

- **Adjustment Factors Must Include all Indirect Costs and Profit**

- **Adjustment Factors Fixed for the Duration of Contract**

What are the Risks?



- **Work Volume**
- **Japanese Construction Price Book**
 - Does the **“Pricing Structure Book”** reflect market prices/construction requirements
- **Timely Completion/Quality Construction**
 - Subcontractor availability/capability
- **Escalation**
 - Prices good for the term of the contract
 - Rise of oil and steel prices
- **Payment**
 - Projects with a duration of 45 days or less receive single payment
 - Multiple payments for all other projects

INQUIRY



Questions or concerns: