

ATTACHMENT A

Sole Source Justification for The Gordian Group

The Gordian Group (Gordian) is the leading firm in the nation that provides the full range of products and services necessary to develop, implement and support Job Order Contracting (JOC) programs for public facility and infrastructure owners like the County of San Mateo. Gordian's JOC solutions are the result of nearly 30 years of research, development and continual improvements and are in use by more than 250 public owners throughout the U.S. and Canada.

The Gordian JOC Solution™ is a highly specialized and proprietary solution consisting of the following components:

- Gordian's web-based JOC applications configured to meet the needs of each client,
- Construction Task Catalog® customized to include the construction tasks required by each client, with task prices based on the client's local cost of labor, materials and equipment,
- Extensive implementation services and support materials to train client and construction contractor staff to properly utilize the system, and
- On-going technical maintenance and support services during the term of the contract, including tollfree software support.

All of Gordian's products have been developed and are supported with in-house staff. All support services are performed with full-time Gordian employees. Gordian does not rely on third party vendors and other service providers. As a result, Gordian is always extremely responsive to the needs of their clients.

Although other firms may provide JOC services, they do so by piecing together products and services from third party vendors. Gordian has achieved a "sole source" provider status because JOC consulting is their only business. Their efforts are 100% dedicated to the JOC process.

Gordian's JOC Applications – A primary feature of the Gordian JOC Solution is the proprietary, web-based JOC software Information Management System ("IMS"). Our JOC IMS applications have the functionality to completely manage the JOC process, from the contractor's preparation of a Price Proposal, to the owner's review of the Price Proposal, to issuing the Job Order, to tracking M/WBE participation. The IMS was developed solely for JOC. Unlike the off-the-shelf estimating software provided by other firms, Gordian's IMS does not require any modifications to administer a JOC program.

The JOC IMS is very flexible. It can be configured to meet the data collection and reporting requirements of each client. For example, clients can select which modules they would like to use, set security levels applicable to their organization, rename fields to correspond to their standard terminology, and request reports and forms that match their standards, etc.

Construction Task Catalog – More important than the software is the Construction Task Catalog that Gordian provides to their clients. The Construction Task Catalog is the only unit price book available that is developed and maintained specifically for JOC users. The Construction Task Catalog is customized for each client from Gordian's Construction Cost Database of more than 380,000 construction and maintenance related tasks. In addition to the Construction Task Catalog, Gordian also prepares Technical Specifications for each client, which describes the work the JOC contractor is obligated to perform and the quality of workmanship and materials required for each construction task. Gordian prices each Construction Task Catalog by obtaining the labor, material and equipment costs applicable to each client's "local" area. This ensures that the most accurate prices are included in the Construction Task Catalog, which results in the client receiving the most competitive bids possible from the construction contractors.

Gordian Selected as the Sole Responsive Responsible Respondent – Many public facility and infrastructure owners procure JOC products and services through a competitive process. In nearly all instances where the owner issued a Request for Proposal for full-service JOC products and services, Gordian was the only respondent. On the rare occasion when another firm submitted a proposal, Gordian

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was selected as the successful respondent each time, further validating that they are the leading firm providing the full range of JOC services.

Gordian has been awarded numerous contracts on a sole source basis or as the only responsive and responsible respondent in a competitive procurement. A list of contracts awarded to Gordian during the past few years on a sole source basis or as the sole responsive responsible respondent is presented on the next page.

Based on our research, we believe awarding a sole source contract to Gordian is justified because no other firm exists that has the qualifications and experience to provide the products and services necessary to implement and support a successful JOC program for the County of San Mateo. Further, since Gordian is the current provider of the County of San Mateo's JOC program, a sole source contract would enable the County of San Mateo to continue its JOC program and utilize its existing JOC contracts without interruption.

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<u>Agency Name</u>	<u>RFP Date</u>	<u>Contract Date</u>
<u>United States Postal Service (Nationwide)</u>	<u>Sole Source</u>	<u>02-24-05</u>
<u>University of California (Statewide System)</u>	<u>06-28-07</u>	<u>10-01-07</u>
<u>Sacramento County, CA</u>	<u>Sole Source</u>	<u>01-15-08</u>
<u>San Francisco Public Utility Commission</u>	<u>06-16-08</u>	<u>07-22-08</u>
<u>Chicago Transit Authority</u>	<u>Sole Source</u>	<u>08-18-08</u>
<u>San Francisco Recreation & Parks Department</u>	<u>08-19-08</u>	<u>09-30-08</u>
<u>Lake County, IL</u>	<u>06-13-08</u>	<u>10-17-08</u>
<u>City Colleges of Chicago</u>	<u>08-28-08</u>	<u>11-07-08</u>
<u>San Francisco Municipal Transportation Agency</u>	<u>Sole Source</u>	<u>12-01-08</u>
<u>City of Bellevue, WA</u>	<u>03-2010</u>	<u>02-02-09</u>
<u>California State University (Statewide System)</u>	<u>11-19-08</u>	<u>02-23-09</u>
<u>Los Angeles Unified School District</u>	<u>04-20-09</u>	<u>10-01-09</u>
<u>Chicago Public Schools</u>	<u>Sole Source</u>	<u>10-16-09</u>
<u>City of Fresno, CA</u>	<u>01-07-09</u>	<u>12-17-09</u>
<u>Cornell University, NY</u>	<u>Sole Source</u>	<u>05-25-10</u>
<u>California Administrative Office of the Courts</u>	<u>Sole Source</u>	<u>06-11-10</u>
<u>Orange County Parks, CA</u>	<u>03-01-10</u>	<u>06-29-10</u>
<u>City of Irvine, CA</u>	<u>Sole Source</u>	<u>07-01-10</u>
<u>Metro. Water Reclamation Dist. of Chicago</u>	<u>Sole Source</u>	<u>07-08-10</u>
<u>Harris County, TX</u>	<u>02-08-10</u>	<u>07-27-10</u>
<u>Harris County Hospital District, TX</u>	<u>02-08-10</u>	<u>08-06-10</u>
<u>City of Naperville, IL</u>	<u>09-15-08</u>	<u>08-18-10</u>
<u>Los Angeles County Internal Services Dept.</u>	<u>03-01-10</u>	<u>09-12-10</u>
<u>Miami-Dade College, FL</u>	<u>Sole source</u>	<u>09-22-10</u>
<u>Arizona Dept. of Administration</u>	<u>05-07-10</u>	<u>09-24-10</u>
<u>Utah Division of Purchasing</u>	<u>10-25-10</u>	<u>01-01-11</u>
<u>San Luis Obispo County GSA, CA</u>	<u>Sole source</u>	<u>05-24-11</u>
<u>Alameda County GSA, CA</u>	<u>Sole source</u>	<u>06-01-11</u>
<u>Alameda County PWA, CA</u>	<u>Sole source</u>	<u>07-26-11</u>
<u>San Francisco Dept. of Public Works</u>	<u>02-01-12</u>	<u>08-11-11</u>
<u>San Mateo County, CA</u>	<u>Sole source</u>	<u>08-12-11</u>
<u>Solano County, CA</u>	<u>Sole source</u>	<u>09-26-11</u>
<u>University of Illinois, Chicago</u>	<u>07-07-11</u>	<u>10-17-11</u>

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<u>Broward County, FL</u>	<u>Sole source</u>	<u>12-13-11</u>
<u>National Joint Powers Alliance (Nationwide)</u>	<u>09-29-11</u>	<u>12-20-11</u>
<u>Housing Authority of the City of Baltimore</u>	<u>02-28-11</u>	<u>01-01-12</u>
<u>City of Philadelphia</u>	<u>02-28-11</u>	<u>01-01-12</u>
<u>NYC Housing Authority-Technical Services</u>	<u>xxxxx</u>	<u>01-14-11</u>
<u>Stanford University</u>	<u>Sole source</u>	<u>01-18-12</u>
<u>NYC Housing Authority-Capital Programs</u>	<u>Solesource</u>	<u>01-30-12</u>
<u>Keystone Purchasing Network, PA</u>	<u>10-03-11</u>	<u>02-15-12</u>
<u>Los Angeles County CDC</u>	<u>08-11-10</u>	<u>04-03-12</u>
<u>NYC School Construction Authority</u>	<u>Sole source</u>	<u>04-20-12</u>
<u>Ventura County PWA</u>	<u>Sole source</u>	<u>04-24-12</u>
<u>Cook County, IL</u>	<u>12-05-11</u>	<u>05-14-12</u>
<u>University of North Texas</u>	<u>Sole source</u>	<u>06-05-12</u>
<u>University of Illinois, Urbana-Champaign</u>	<u>12-05-11</u>	<u>07-01-12</u>
<u>Pinellas County, FL</u>	<u>Sole source</u>	<u>07-06-12</u>
<u>San Francisco Airport Commission</u>	<u>04-30-12</u>	<u>08-07-12</u>
<u>NYS Office of General Services</u>	<u>02-01-12</u>	<u>08-09-12</u>
<u>Texas Tech University</u>	<u>Sole source</u>	<u>08-23-12</u>
<u>San Diego County, CA</u>	<u>Sole source</u>	<u>11-01-12</u>
<u>Loudoun County, VA</u>	<u>Sole source</u>	<u>11-05-12</u>
<u>NYC Dept. of Design & Construction</u>	<u>02-05-12</u>	<u>11-08-12</u>
<u>Sonoma County DGS, CA</u>	<u>10-12-12</u>	<u>01-29-13</u>
<u>Tarrant County College</u>	<u>Sole source</u>	<u>02-18-13</u>
<u>City of Miami</u>	<u>Sole source</u>	<u>02-28-13</u>
<u>Kern County, CA</u>	<u>Sole source</u>	<u>03-14-13</u>
<u>Monterey County Public Works</u>	<u>Sole source</u>	<u>04-09-13</u>
<u>City of Kirkland</u>	<u>Sole source</u>	<u>04-30-13</u>
<u>Jackson Health Systems</u>	<u>Sole source</u>	<u>08-26-13</u>
<u>Community & Economic Development Association of Cook County</u>	<u>Sole source</u>	<u>10-01-13</u>
<u>Clovis Municipal School District</u>	<u>Sole source</u>	<u>10-04-13</u>
<u>WorkSafeBC</u>	<u>Sole source</u>	<u>11-01-13</u>
<u>El Dorado County, CA</u>	<u>Sole source</u>	<u>11-05-13</u>
<u>Lake County, IL</u>	<u>Sole source</u>	<u>12-27-13</u>
<u>San Diego Assoc. of Governments</u>	<u>Sole source</u>	<u>01-01-14</u>
<u>Georgetown University</u>	<u>Sole source</u>	<u>04-30-14</u>

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<u>County of Fresno</u>	<u>Sole source</u>	<u>05-20-14</u>
<u>San Mateo County</u>	<u>Sole source</u>	<u>06-05-14</u>
<u>Port of Everett</u>	<u>Sole source</u>	<u>07-01-14</u>
<u>Columbia University</u>	<u>Sole source</u>	<u>07-08-14</u>
<u>Port of Portland</u>	<u>Sole source</u>	<u>09-08-14</u>
<u>County of San Joaquin</u>	<u>Sole source</u>	<u>09-10-14</u>
<u>Sacramento County</u>	<u>11-21-14</u>	<u>02-02-15</u>
<u>Merced County, CA</u>	<u>Sole source</u>	<u>08-08-15</u>
<u>Pinellas County, FL</u>	<u>Sole source</u>	<u>07-13-15</u>
<u>Contra Costa County, CA</u>	<u>Sole source</u>	<u>07-28-15</u>
<u>Novation</u>	<u>Sole source</u>	<u>09-01-15</u>
<u>Santa Barbara</u>	<u>Sole source</u>	<u>09-22-15</u>
<u>East Bay Regional Park District</u>	<u>Sole source</u>	<u>11-03-15</u>
<u>Regional Municipality of Niagara</u>	<u>Sole source</u>	<u>12-04-15</u>
<u>Lake County, IL</u>	<u>Sole source</u>	<u>01-14-16</u>
<u>City of Auburn, WA</u>	<u>Sole source</u>	<u>02-17-16</u>
<u>University of Pittsburgh</u>	<u>Sole Source</u>	<u>04-21-16</u>
<u>New York City Health & Hospitals Corporation</u>	<u>07-18-16</u>	<u>10-30-16</u>
<u>City of Long Beach</u>	<u>Sole source</u>	<u>11-30-16</u>
<u>King County Parks & Recreation</u>	<u>08-25-16</u>	<u>02-23-17</u>
<u>Cooperative Educational Services</u>	<u>03-05-17</u>	<u>05-02-17</u>
<u>Chicago Transit Authority</u>	<u>Sole source</u>	<u>05-23-17</u>
<u>Metropolitan Water Reclamation District</u>	<u>Sole Source</u>	<u>02-01-18</u>
<u>Educational Services Commission of NJ</u>	<u>03-23-2018</u>	<u>03-23-18</u>
<u>Port of Everett</u>	<u>Sole Source</u>	<u>03-15-18</u>
<u>City of Atlanta</u>	<u>Sole Source</u>	<u>07-09-18</u>
<u>NYC School Construction Authority</u>	<u>Sole source</u>	<u>07-22-18</u>
<u>Fresno County</u>	<u>Sole Source</u>	<u>04-27-19</u>
<u>East Bay Regional Park District</u>	<u>Sole Source</u>	<u>05-21-19</u>
<u>New York City Health and Hospitals</u>	<u>Sole Source</u>	<u>10-31-19</u>
<u>City of Santa Barbara</u>	<u>Sole Source</u>	<u>02-21-20</u>