



Macros Must Be Enabled -- Please Re-open and Enable

Suspension of Competition Acquisition Request

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1. Fully describe the product(s) and/or service(s) being requested.
The Internal Services Department - Facility Services Division, Facility Services, is requesting consulting services, software support, and administrative services of the Job Order Contracting (JOC) system. This includes maintenance and software support, training, and consulting services from The Gordian Group, Inc. (Gordian)
2. Identify the selected vendor and contact person; include the address, phone number and e-mail address for each.
The Gordian Group, Inc.
Ammon T. Leshner, Vice President
a.lesher@gordian.com
30 Patewood Dr, Bldg 2, Ste 350
Greenville, SC 29615-6810
3. What is the total cost of the acquisition? If an agreement, state the total cost of the initial term and the amounts for potential renewal terms.
3-year initial term with 2 1-year extensions; potential 5-year term. Maximum expenditure for 5-year term is \$2,450,000.
4. Identify the unique qualities and/or capabilities of the service(s) and/or product(s) that qualify this as a Suspension of Competition acquisition.
The Gordian Group, Inc. is the only confirmed vendor to provide the full slate of products and services necessary to develop, implement, and support a JOC program for public facility entities like Fresno County. Full slate products and services include a proprietary database and software system, in addition to providing JOC consulting and management services.
Although other firms provide JOC services, they do so by piecing together products and services from third party vendors, which is something The Gordian does not do. One (1) additional JOC vendor, Jamb Services of San Diego, California, provides implementation, and program & project management services. However, Jamb Services does not provide software or database services.
5. Identify from Administrative Policy #34 what circumstances constitute a Suspension of Competition.
 - ☐ In an emergency when goods or services are immediately necessary for the preservation of the public health, welfare, or safety, or for the protection of County property.
 - ☐ When the contract is with a federal, state, or local governmental agency.
 - ☐ When the department head, with the concurrence of the Purchasing Agent, finds that the cost of preparing and administering a competitive bidding process in a particular case will equal or exceed the estimated contract amount or \$2,500 whichever is more.
 - ☐ When a contract provides only for payment of per diem and travel expenses and there is to be no payment for services rendered.
 - ☐ When obtaining the services of expert witnesses for litigation or special counsel to assist the County.
 - ☒ When in unusual or extraordinary circumstances, the Board of Supervisors or the Purchasing Agent/Purchasing Manager determines that the best interests of the County would be served by not securing competitive bids or issuing a request for proposal.
6. Explain why the unique qualities and/or capabilities described above are essential to your department.
The JOC program is a unique, indefinite quantity procurement process that helps facility and infrastructure owners complete a large number of repair, remodeling, and other repetitive work with a single, competitively-bid contract. Unlike traditional bidding where each project is identified, designed, and then put out to bid, JOC establishes competitively-bid prices up front and eliminates the need to separately bid each such project.
7. Provide a comprehensive explanation of the research done to verify that the recommended vendor is the only vendor with the unique qualities and/or capabilities stated above. Include a list of all other vendors contacted, what they were asked, and their responses.
Based on research, Facility Services was able to confirm that The Gordian Group, Inc. is the only vendor capable of providing the full slate of JOC products and services needed.

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Requested By:

Staff Analyst

Title

[\[Sign\]](#) Double click!

I approve this request to suspend competition for the service(s) and/or product(s) identified herein.

rbash 1/29/2019 8:16:04 AM

Department Head Signature

[\[✕ Sign\]](#) Double click!

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Purchasing Manager Signature

[\[✕ Sign\]](#) Double click!