Capabilities Statement

Simplebid® by FOS

Who We Are

Recognized as the world's leading facility management services firm, Facility Optimization Solutions (FOS) is a team of multidisciplinary professionals who provide job order contracting, facility condition assessments, capital planning, asset tagging, cost estimating, and more to propel data-informed decision making.

The FOS Difference

Well Established: We understand the challenges facility managers face, and are here to simplify how organizations procure construction and renovation work. FOS was formed in 2009 as a solutions-driven practice with the core belief that our clients are our most important partners.

Proven Experience: More than 250 years of combined job order contracting (JOC) teamwork experience supports more than $1 billion in JOC contracts.

Innovative: Integral to our delivery of JOC program support services is the Simplebid® platform. It is built from the insight of industry experts, including construction professionals and cost estimators whose primary purpose is to provide exceptional customer service.

Flexible: Our experienced multidisciplinary team gives us the agility to rapidly respond to a JOC program's mission-critical functions and deliver solutions satisfying owners and contractors.

Cost Competitive and Low Risk: We believe in a cost-effective JOC program that delivers measurable savings. To ensure maximum participation and value, contractors pay zero fees to participate. FOS absorbs all costs for contractor utilization, training, and ongoing mentoring within the Simplebid® software. Additionally, there are no startup costs for agencies to begin or transition a JOC program with FOS.

Client-Focused/Quality First: Our commitment to our client is to provide a seasoned team of account managers who will help lead program implementation and be responsible throughout the contract for providing excellent, ongoing support to your agency.

JOC Core Competencies:



Program Monitoring Dashboards



Contract, Project, & Work Management Tools



Proposal Reviews



Robust & Custom Reporting



API Interface Tools



Joint Scope Development



Assembly Unit Price Books



New Item Request Process

Past Performance

The University of California, San Diego, CA

University of California, San Diego awarded a contract for JOC services to FOS in 2021 to make the Simplebid platform available to the UCSD campus. The total value of awarded JOC contracts since implementation is nearly $18 million. Additionally, since early 2022, we have implemented programs for UCLA and UC Irvine, and are onboarding UC Riverside.

The County of San Diego, CA

In 2022, the County of San Diego, CA, transitioned its previous JOC program to FOS. We decreased the county's previous time from RFP to notice to proceed to an exceptional eight days. FOS increased completed work orders from an initial 31 in the first year of the initiative to 231 in the third year, representing a 561% increase of work procured by JOC.

Loudon County Public Schools, VA

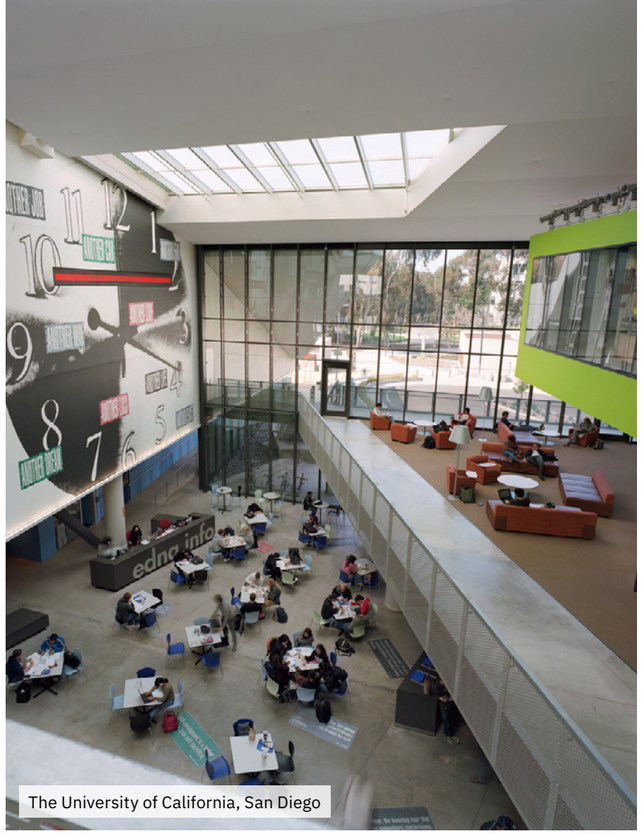
Loudoun County Public Schools, VA, is the third-largest school district in Virginia. LCPS utilized a cooperative program to secure and implement FOS's job order contracting solution.

Los Angeles International Airport, CA

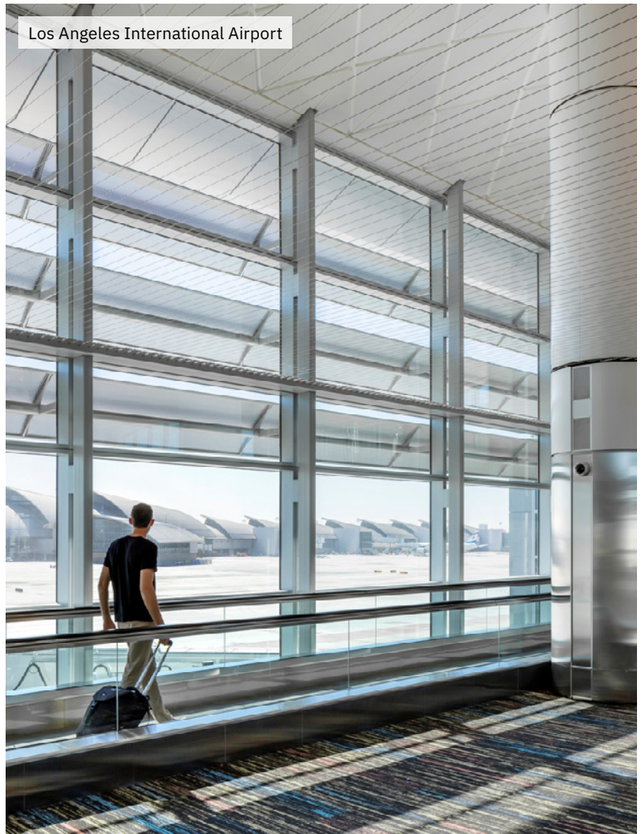
Within the Los Angeles World Airports system, LAX is ranked the seventh-busiest airport in the world. LAX contracted with FOS using the a cooperative contract to rebuild and enhance its JOC program.

The City and County of San Francisco, CA

The City and County of San Francisco Public Works (SFPW) awarded a contract to FOS in 2022 to implement our platform. The SFPW agreement is also used by the Municipal Transportation Authority (SFMTA) and Public Utilities Commission (SFPUC). Concurrent to building the SFPW program, our team completed custom implementations for each of the three distinctly different departments. Since completing the implementation process, FOS has supported $77 million in JOC contracts for SFPW, SFMTA, and SFPUC.



The University of California, San Diego



Los Angeles International Airport

Experience

Commonwealth of Pennsylvania - JOC Growth Plan

FOS executed a transition plan to include growth by understanding the need for qualified staff to run the program. A strong training protocol was introduced to supplement the program's improvements. The initial estimate for the annual volume of the JOC program was $30 million. The JOC program has now surpassed $170 million in annual volume and helped the Commonwealth execute more than 1,000 projects. This is directly attributed to FOS's excellent customer service and dedicated staff. Agency productivity levels surged by more than 200% and the average days to NTP (notice to proceed) descreased by 15 percent. The program currently executes more than 1,000 JOC task orders a year among six regions throughout the Commonwealth.

University of California - Systemwide Contract

The UC Office of the President recognized how FOS is built on trust and confidence in all of our client partnerships. Using FOS's UC Office of the President systemwide contract, our UC System partner saw this as an opportunity to require the rebuild and transition of their individual campus JOC programs. Our flexibility and willingness to listen and make intelligent decisions have been key factors in the success of their program. We understood at an early stage that the system could benefit from a dedicated JOC coordinator who could assume the role of champion and drive efforts to new heights systemwide.

University of Kentucky - New JOC Program

To ensure clear communication and provide a resource for any JOC-related work, FOS dispatched the lead account manager to Lexington, KY, six months prior to the program's launch. This move bolstered the confidence of the UK leadership team and fostered a deeper understanding of JOC operations for the UK team. The FOS account manager collaborated with other departments to obtain UK database information, enabling the creation of a fully customized software platform within Simplebid. This platform automates critical elements such as building, contact and department information during the project initiation phase, which contributed to the selection of FOS for the UK JOC program and the customer's satisfaction with the outcome.

Alameda County - JOC and FCA Combination

Alameda County began its journey with FOS by utilizing our expert facility condition assessment team to gain a comprehensive, data-informed understanding of building conditions. This quickly led to a decision to explore FOS's job order contracting capabilities. The County of Alameda partnered with FOS in the summer of 2023 to stand up a new JOC program. In just three years, the county has discontinued their legacy system to work solely with FOS's full-service account management team with customized solutions tailored to the agency's needs.



The Governor's Mansion, Pennsylvania



Arena Center, Alameda County

Our Expertise

JOB ORDER CONTRACTING SERVICES

- Program Development and Implementation
- Program Needs Analysis
- Document Development
- Onboarding & Training
- Procurement Support
- Optional Construction Management

TECHNOLOGY

- Simplebid® Unit Price Book
- Simplebid® JOC Platform
- Technical Specifications
- Cost Estimating Module
- New Item Request Process
- Dashboard & Reporting
- SOC II, Type 1 Compliance

Our Partners

INDUSTRY PARTNERS

- Center for JOC Excellence (CJE)
- National Institute for Government Procurement Business Council (NIGP)
- International Facility Management Association (IMFA)
- National Association of State Facilities Administrators (NASFA)
- National Association State Procurement Officials (NASPO)

COOPERATIVE PARTNERS

- Buyfair
- Omnia Partners



Learn More

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NAICS category codes: 518210, 541990, 541310, 561210