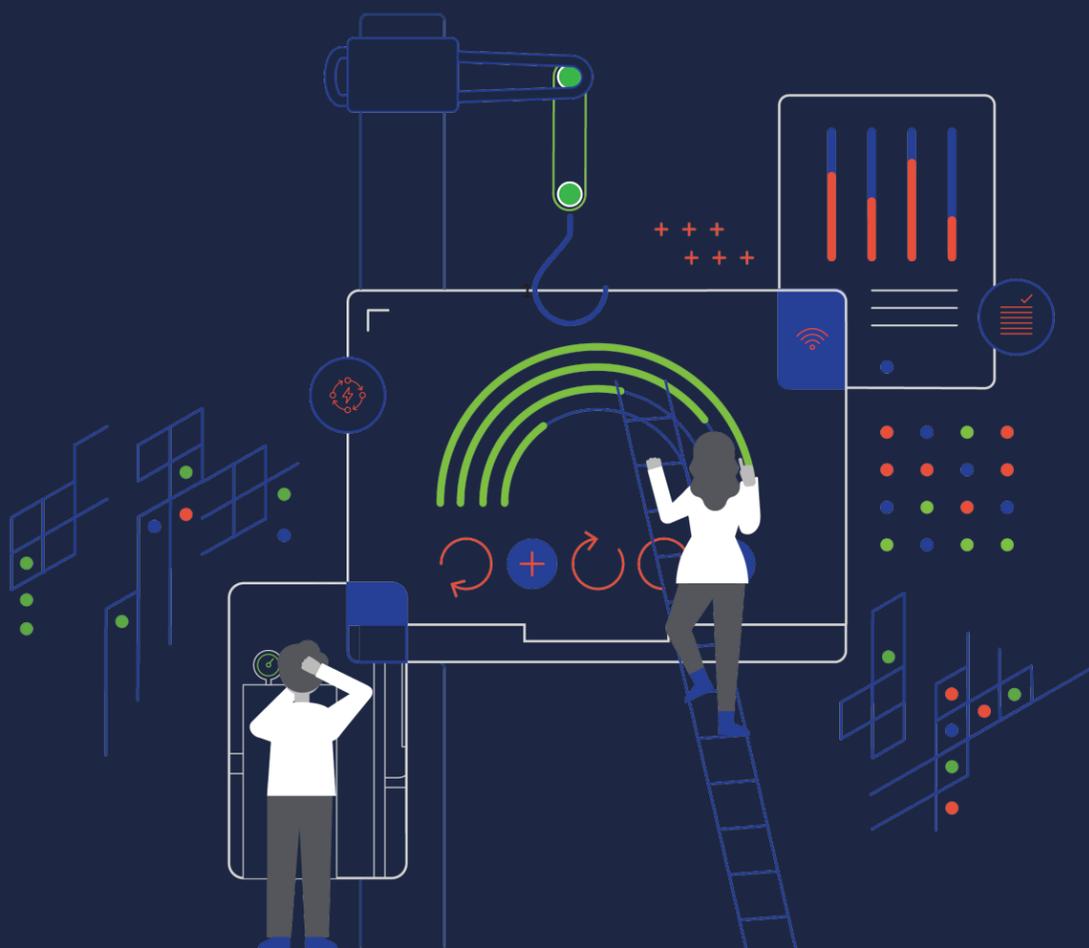




Recognizing the abundance of challenges facility managers and owners face, Facility Optimization Solutions was formed in 2009 as a solutions-driven practice with the core belief that our clients are our most important partners.

Facility Optimization Solutions (FOS) is a professional services and technology company built to care for the built environment.

Recognized as the world's leading facility management services firm, we've assessed more than 2 billion square feet of physical assets and developed two powerful software tools: FOScore® for managing facility condition data, and Simplebid® for efficient, no-nonsense job order contracting.



INDUSTRY LEADERS

#1

Worldwide for facility management services

—World Architecture 100
Since 2021

\$1 billion

JOC projects supported

COMMUNITY IMPACT

Sourcewell

Following a competitive solicitation process, FOS partnered with Sourcewell to help organizations nationwide save time and money through job order contracting (JOC) and indefinite quantity construction (IQC) services.

This cooperative contract (**#050421-FAC**) exists to help government, education, and nonprofits work more efficiently.

CJE

The Center for JOC Excellence (CJE) is the designated non-profit association and education center for JOC and related IDIQ contracting methods. We are a proud sustaining member of CJE.

CSI

Partners of the Construction Specifications Institute

OUR PARENT COMPANY

Facility Optimization Solutions LLC (FOS) is a wholly owned subsidiary of CannonDesign.

CannonDesign is one of the world's leading architecture, engineering, and consulting firms.

Whether designing for innovations in health, new scientific discoveries, equity in education, or the next big idea in business, they help organizations realize widespread change.

LEARN MORE —

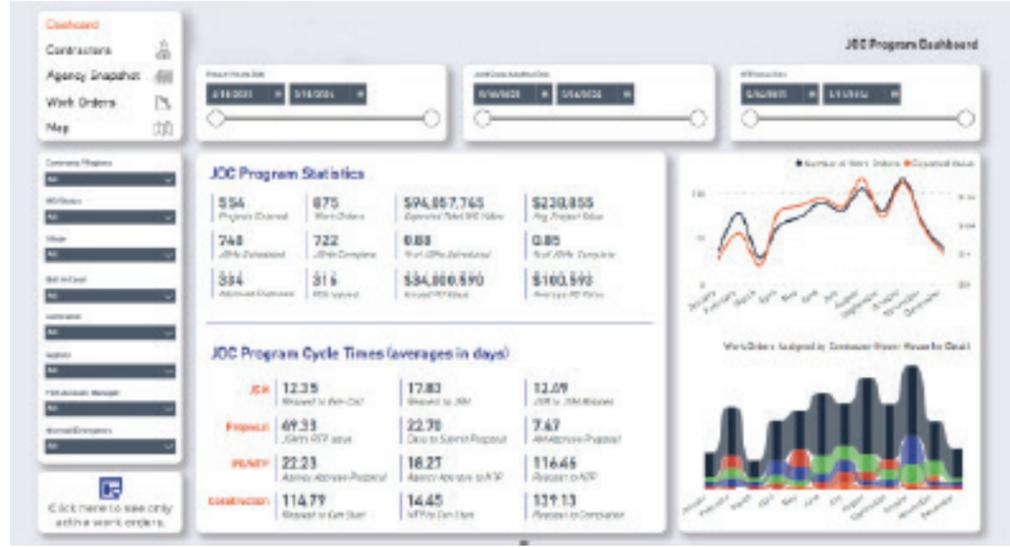
www.foscd.com

Richard Foley
National Sales Director
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Our Job Order Contracting Platform

The Simplebid® platform is a comprehensive job order contracting (JOC) program management solution that includes software, cost data, and professional support from industry experts (from basic software support all the way to full CM services). FOS created Simplebid® alongside some of the largest JOC programs in the country to develop a solution that prioritizes user-friendliness and adapts to diverse requirements.

Every JOC program is unique, but they share the same goals — making compliant construction procurement easier and more efficient. Simplebid® is designed to be intuitive and configurable, with each installation tailored to organizational process and workflows.



Supporting JOC programs, condition assessments, estimating, & more

Simplebid® creates a centralized management framework for organized, competitive procurement.

Capabilities

- Contract, project, & work order management tools
- Embedded price proposal development & review modules
- File storage & sharing
- Robust & custom reporting
- Integration tools including API

The Right Data at the Right Time

Tracking JOC program trends and performance indicators supports continuous improvement and is expected by procurement and construction executives. Simplebid®, supported by in-house programmers and data analysts, includes interactive reports and dashboards that can be generated or accessed on-demand from any device. Having the right data, at the right time, helps keep decision making objective and allows program leadership to identify and correct performance issues effectively.

Cost Estimating

As part of a global architecture, engineering, and construction firm with over 100 years' experience in the industry, our firm is a recognized leader in cost estimating and technical specifications. Our experience covers all markets and geographies in the United States and abroad.



Cost Data

Our comprehensive construction cost dataset leverages decades of manufacturer and supplier pricing, local general contractor and subcontractor labor costs, and historic project bids and final costs. This cost dataset is used as the basis of the unit price books (UPBs) we develop for each of our clients' specific JOC programs.

UPB Considerations

- Local economic conditions
- Standards
- Material vendor quotes
- Ongoing construction bids
- Completed project final costs

Real Conditions, Real Benefits

To achieve the greatest value out of JOC, UPBs must understand real local conditions rather than regionally adjusted national averages. Assembly-based unit price line items are used extensively throughout Simplebid® UPBs. Consolidating components into comprehensive assemblies for construction tasks offers numerous benefits:

- Greater efficiency in the proposal development & review process
- Reduced time starting & completing work orders
- Greater transparency into proposal costs associated with defined scope of work
- Reduced opportunity for quantity & price inflation by contractors
- Overall greater ability to maintain a transparent & auditable JOC program



Precision & Accurate Evaluation

It's crucial for contractors to grasp the inclusions and exclusions regarding unit prices for each construction task. This understanding enables them to develop suitable adjustment factors, while owners can thoroughly assess proposals with accuracy. Each UPB line item includes detailed task descriptions detailing what costs are included. Individual files can be associated with line items, which are accessible for reference through the Simplebid® platform.

There are countless situations where a task may be required for the defined scope of work, but no appropriate tasks exist in the UPB. When these situations arise, the Simplebid® cost estimating team work together with agency and contractor stakeholders to identify, define, estimate, then add the task to the live UPB. Compared to other methods for non pre-priced items, the Simplebid® live pricing method offers unparalleled confidence in the ultimate validity and cost of the item by performing an objective review of all items proposed.



Our Team

The Simplebid® team is thoughtfully built around the key disciplines required to manage JOC programs. Experienced account managers, cost data analysts, and software developers are just a few of the resources we make available to all of our clients.

A Healthy Program

When implementing JOC programs, we consider the need of each client to right-size the level of support provided. Assigning an account manager to be the point-person for your JOC program is standard practice. They are responsible for promptly responding to your users' needs, facilitate cost data updates, and deliver reporting metrics on a continual basis — so you can be confident the program is healthy.

Ensuring Project Satisfaction

Support from other subject matter experts is available as-needed. We rate our performance based on your feedback! Construction volume moving through a JOC program is an important metric, but should not be a driving indicator of our performance. During semi-annual reviews, the product manager and senior account manager will meet with your staff to evaluate the program's performance and course correct as needed based on pre-established key performance indicators.