

Center for Job Order Contracting Excellence
Performance Based Studies Research Group
Arizona State University
Quarterly Meeting
January 28, 1997
Location: Radisson Hotel Denver South

Attendees

Jim Freeman, MCC Construction
Ken Jayne, Brown & Root Services Corporation
Bill Sweetser, Centennial Contractors Enterprises
Gene Oden, Gracon Corporation
Jim Anderson, Aspex Consulting
John Delane, DEL-JEN, Inc.
Bill Hunt , RS Means
Owen Jones, MCC Construction
Don Williams, AEC Data Systems
Mark Stuart, AEC Data Systems
Lloyd Stuart, AEC Data Systems
William Clary, Pi Construction
Dave McMenamin, Marshall & Swift
Tom Tisthammer, ASU/Wattle & Daub
Ziad Al-Sharmani, ASU/PBSRG

Work Session

1. The meeting was called to order by John Delane (Current Industry Chair) at approximately at 9:00 AM. Ken Jayne (Previous Industry Chair) was thanked for his leadership and various efforts to introduce the CJE to the JOC industry. The following are some of the issues addressed by John Delane:
 - John Delane has participated recently in a Federal government session for “Procurement Policies”. The session addressed the “multiple awards” and its implementation. He urged all members to participate in these sessions.
 - The Contract Services Association of America (CSA) membership will help the CJE members develop their contracting markets. All members should consider becoming members of the CSA.
 - 1997 list of action items needs to be developed. CJE members should determine the goals for this year and how these goals can be accomplished.

2. Mark Stuart indicated that tele-communications customers are interested in applying the JOC concepts to their facilities. Southwestern Bell used Automation Systems to reduce their facility management operations from 20 to 11. There are considerations for a more efficient automation system. The plans and methods are still being developed but most of the work will be delivered by the contractors. No pre-established system of payment has been defined yet. JOC has accurate method of implementation and would satisfy the needs. Mark suggested a JOC presentation by Dr. Kashiwagi to the facility points of contact.
3. Jim Anderson reported that he completed research on the 1995/96 JOC contracts. He has forwarded to CJE/ASU two diskettes containing the JOC contracts information for the for the last three years. John Delane suggested the following:
 - Purify the JOC database and identify current points of contact.
 - Send the CJE newsletter/introductory letter to identified points of contact.
 - Send JOC questionnaire and request feedback.

Bill Hunt stated that the introductory letter should explain the purpose and the objectives of research conducted by CJE.

4. The following are some of the issues addressed by Bill Hunt:
 - The CJE needs to establish industry credibility and bring more alliances.
 - The performance criteria need to be further developed and updated.
 - Develop an industry performance line and compare it to the CJE performance line.
 - More interaction with the public sector.
 - CJE membership fee should match the company's size.
 - Prequalification of subcontractors by JOC contractors. Define and determine methods used to prequalify. Ken Jayne indicated that a pre-qualified subcontractors list has been established by the Brown & Root.
5. John Delane suggested that one of the next quarterly meetings for the CJE should be held in Washington DC where government points of contact could be invited and encouraged to participate.
6. Gene Oden stated that attendance for government contacts should be of no cost to encourage their participation.
7. Tom Tisthammer suggested the following scheme to identify facility owners:
 - Invite clients and JOC performance seminars.
 - Identify requirements and design evaluation process.

- Obtain performance information.
 - Involve facility owners in process.
 - Mail JOC books to identified facility owners.
8. John Delane agreed along with other members that a CJE logo should be developed. This logo will be used in all CJE paperwork and application. Members are also encouraged to include the logo in their business cards. Bill Sweetser will be responsible for coming up with samples of logo and the CJE will grant \$100 prize to the best logo creator.
 9. Ken Jayne suggested that CJE contacts CECAS and inquire about its database of contractors.
 10. John Delane requested that a list of CJE contacts to be prepared and faxed to all members.
 11. Gene Oden expressed his concern for the Gordian's Group influence on the JOC industry. The CJE needs to establish a government connection through which the JOC industry will be introduced to the center's activities.
 12. Ziad Al-Sharmani indicated that the CJE Homepage needs to be connected to other government web sites in order to establish a government connection. He also indicated that the Gordian Group 's Homepage is connected to most of the government web sites which provides it with the most recent JOC information and policies. Ziad Al-Sharmani briefed the members on the following:
 - Recent updates to the JOC Homepage.
 - 1997 JOC/SABER/DOC questionnaire.
 - ASU/DOC program.
 - CJE newsletter.
 13. Tom Tisthammer (PBSRG), addressed the following issues:
 - The need to identify performing clients and educate them through seminars.
 - The Roofing Industry/ Hail Study Research.
 - Neogard project/ educating Neogard's employees on the performance theory.
 - 1997 Information Theory Book.
 - State of Wyoming Performance Based Procurement Projects.
 - Roof Consultant Program / Surveys / Performance Lines.
 - Federal Aviation Administration / Performance Based Procurement System.
 14. John Delane requested if PBSRG can provide the CJE members with more information on the FAA project. The CJE contractors would like to know the size of the job and award conditions.

15. The meeting was adjourned approximately at 3:00PM. John Delane thanked Owen Jones (MCC Construction) for hosting the CJE quarterly meeting in Englewood , Colorado.

Action Items

1. Purify the JOC database obtained from Jim Anderson and identify current contacts.
2. Finalize the CJE newsletter and print 500 units.
3. Mail 1996 JOC Performance Book to CJE members.
4. Develop a CJE brochure.
5. CJE contractors will mail their 1997 JOC/SABER/DOC sites by March 1st, 1997.
6. Update the JOC Homepage and link to government web sites.
7. Identify government points of contact and invite to CJE quarterly meetings.
8. Obtain CSA membership information and mail to CJE members.
9. Develop a CJE logo.
10. Obtain access to the CECAS' database of contractors.