



**Providing Job Order Contracting
Services in Texas Since 2002**

Price Proposal

Evaluation Section 3: Pricing & Coefficient Structure

Request For Proposals
RFP 2026122 JOC

Alliance For Innovation (AFI) Job Order Contracting (JOC) Services

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Evaluation Section 3: Pricing - Coefficient Structure

Coefficients for General Construction and Renovation Services

Offerors must submit the following Coefficients as part of their proposal:

COEFFICIENT CATEGORY	NORMAL WORK HOURS	OTHER THAN NORMAL HOURS
General Construction / Renovation	<u>1.18</u>	<u>1.24</u>
Mechanical, Electrical, and Plumbing (MEP)	<u>No Bid</u>	<u>No Bid</u>
Civil / Site / Infrastructure	<u>No Bid</u>	<u>No Bid</u>
Specialty / Hazardous Materials	<u>No Bid</u>	<u>No Bid</u>
Non-Priced	<u>20%</u>	<u>20%</u>

Coefficient Guarantee

Will your proposed Coefficient(s) be guaranteed for the term of the contract? If not, describe any escalation controls or adjustment mechanisms proposed.

Basic IDIQ guarantees that all proposed General Construction and Renovation Services Coefficients and the Non-Pre-Priced (NPP) percent markup will remain firm and fixed for the full term of the Master Agreement (including any renewal/extension periods) and will be applied exclusively within the eConverge™ estimating system. No escalation controls or adjustment mechanisms are proposed.

Most Favored Public Pricing

Confirm that your proposed Coefficient(s) represent pricing equal to or better than what your firm offers to individual entities or other cooperative programs with equal or lower anticipated volume.

Basic IDIQ confirms that the proposed Coefficient(s) and NPP percent markup represent pricing that is equal to or better than pricing offered to individual public entities or other cooperative purchasing programs with equal or lower anticipated volume, for comparable scope, pricing basis, and contract terms. If Basic IDIQ offers more favorable public cooperative pricing during the term of the contract, we will extend the same pricing to AFI Members upon request, subject to verification of comparable terms and conditions.

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Technology and Software – eConverge™ Platform

Prior experience with eConverge™ or comparable unit-price cloud estimating platforms, and your plan for onboarding staff to eConverge™ if not previously used

Experience with eConverge™ Platform

Basic IDIQ has direct, hands-on experience using eConverge™ to develop and submit detailed JOC proposals using TruPriceData™/BNi® UPBs, including active programs such as the TIPS Cooperative Purchase Network JOC. In addition, our estimating and project teams regularly operate within comparable unit-price cloud environments (e.g., RSMeans-based platforms such as JOC Works/4Clicks and Gordian platforms such as ezIQC/JOC Solution). This cross-platform experience enables rapid adoption of client-specific workflows, consistent line-item estimating discipline, and clean, auditable documentation practices.

eConverge™ Onboarding

- **Role-based onboarding:** We assign role-specific training paths for estimators, project managers, and administrators focused on the exact functions they will perform.
- **Platform orientation & standards:** We conduct an internal kickoff covering AFI Member expectations, file-naming conventions, required attachments, and how we link assumptions/backup at the line-item level in eConverge™.
- **Guided “first proposal” support:** For any staff new to eConverge™, a designated internal eConverge™ lead estimator provides step-by-step

oversight through the first Task Order from setup through submission.

- **Job aids and checklists:** We deploy a standardized QC checklist (scope-to-line-item mapping, units of measure, quantities, coefficient/markup application, and required documentation) to ensure consistent, review-ready submittals.

How your estimating team will prepare detailed, line-item Task Order proposals within eConverge™, including regional cost adjustments using BNi® cost data

Readiness to Work within the BNi® / eConverge™ Estimating Environment

Basic IDIQ has extensive experience developing, validating, and submitting unit-price job order proposals using multiple industry-standard cost books and JOC platforms, including TruPriceData™/BNi®, RSMeans, and Gordian (CTC/ezIQC).

Across recent and active JOC programs, our teams have priced work using BNi® UPBs within eConverge™, RSMeans-based UPBs within JOC Works, and Gordian UPBs within ezIQC/JOC Solution. This multi-platform estimating background enables us to quickly interpret UPB task descriptions, apply the correct units of measure and modifiers, validate takeoffs, and maintain consistent, auditable pricing logic regardless of the underlying cost database.

Our readiness to operate in the BNi®/eConverge™ estimating environment is immediate. Basic IDIQ maintains trained estimators, project managers, and administrators who use eConverge™ for line-item estimating, proposal assembly, and electronic submission. We follow a standardized workflow for task selection,

quantity development, and internal quality control (scope-to-line-item mapping, unit-of-measure verification, and independent estimate review) prior to release to the AFI Member.

Support documentation for assumptions, field notes, and any non-pre-priced items is uploaded and linked at the line-item level to support streamlined review, rapid iteration, and full audit traceability within eConverge™.

- **eConverge™ proficiency:** Create, revise, and submit detailed UPB-based proposals with supporting attachments, notes, and version control.
- **BNi®/TruPriceData™ task execution:** Correct task selection, crew/assembly interpretation, and quantity takeoff aligned to UPB conventions.
- **Quality control:** Internal estimate reviews to confirm scope completeness, correct units, quantity accuracy, and contract-compliant markups.
- **Documentation discipline:** Line-item level backup (quotes, build-ups, assumptions) linked in eConverge™ to support fast agency review and audit readiness.
- **Scalable staffing:** Ability to surge estimating resources during high-volume periods without sacrificing turnaround time or consistency.

UPB Line Item Pricing Approach

Your process for handling non-pre-priced items within eConverge™ and how those items will be documented and presented to participating agencies for review.

When required work is not represented by a suitable TruPriceData™ / BNi® UPB line item, Basic IDIQ will price the work using a transparent, auditable “closest match or

build-up” methodology that maintains UPB structure and supports rapid review / approval in eConverge™. Our goal is to ensure that all Task Order pricing remains consistent with the intent of unit-price contracting, a clear scope linkage, verifiable quantities, and defensible unit costs.

- **First Priority:** We confirm that a standard UPB task is not available by evaluating alternate descriptions, assemblies, and related divisions. If a close match exists, we use the UPB item and adjust quantities (not unit rates) to reflect actual conditions.
- **Second Priority:** We create a custom UPB line item. When no suitable UPB task exists, we develop a discrete custom line item with a clear description, unit of measure, and quantity basis aligned to UPB conventions.
- **Price Support:** Custom items are supported with current supplier/manufacturer quotations (typically at least 2 and 3 quotes where practical) and a detailed labor/equipment/material build-up using documented wage rates, production assumptions, and rental/equipment quotes appropriate to the location.
- **Normalization and reasonableness:** We validate pricing reasonableness by comparing to similar UPB tasks, recent JOC history, and market checks to ensure the custom unit rate is consistent with prevailing local costs and the UPB’s pricing logic.
- **Markup and coefficient application:** Markups are applied only as allowed by the Master Agreement and are clearly identified so the AFI Member can see the base cost and the contractual additions.

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- **eConverge™ documentation and approval workflow:** All supporting documentation (quotes, build-ups, assumptions, cut sheets, and notes) is uploaded and linked to the associated custom line item in eConverge™, creating a complete audit trail. No custom item is used without AFI Member review and written acceptance within the platform.
- **Repeat-use cataloging:** If a custom line item becomes recurring, we flag it for standardization so future Task Orders can be priced faster and more consistently.

Non-Pre-Priced Items Methodology

How your firm handles non-pre-priced items within Task Orders, including documentation and markup methodology as submitted through eConverge™

Basic IDIQ limits use of Non-Pre-Priced (NPP) items to situations where the required scope cannot be reasonably represented by an existing TruPriceData™ / BNi® UPB line item or an appropriate UPB-style custom line item. When NPP is necessary, we price and document the item in a manner that is transparent, contract-compliant, and fully auditable within eConverge™.

- **NPP eligibility confirmation:** Notes documenting why the scope is not available in the standard UPB (including what UPB tasks were evaluated as potential matches).
- **Vendor/supplier support:** Current supplier/manufacture quotations (typically at least 2 and 3 quotes where practical) or other defensible market documentation; quotes identify model numbers, quantities, lead times, and inclusions/exclusions.

- **Detailed cost build-up (when quotes are not sufficient):** Itemized labor, material, equipment, and subcontract components with clearly stated assumptions (crew size, production rates, access constraints, working hours, phasing).
- **Rates and references:** Documented labor rates (including fringe where applicable), equipment rental rates, and any applicable locality adjustments consistent with the Task Order conditions.
- **Ancillary costs:** Freight, delivery, tax, disposal, permits/fees (if applicable), and any other direct costs, shown as separate identifiable components.
- **Technical substantiation:** Cut sheets, specifications, and/or A/E direction supporting the selected product/system and performance requirements.
- **eConverge™ linkage:** All supporting documents are uploaded and linked directly to the specific NPP line item(s) so reviewers can trace each unit rate back to its source.

Markup Methodology

For NPP items, Basic IDIQ applies a % markup to the appropriate cost base. Markups are shown as discrete components and include only allowable items.

eConverge™ review, approval, and audit trail: NPP items are submitted as part of the Task Order pricing package in eConverge™ with all attachments, assumptions, and markup logic visible to the AFI Member reviewer. Upon acceptance, the approved NPP line items, supporting documentation, become part of the final Task Order pricing supporting future audits and closeout reconciliation.

How your project management team will use eConverge™ to track Task Order status, maintain documentation, and support agency reporting throughout the project delivery lifecycle?

eConverge™ Task Order Tracking, Documentation, and Reporting

- **Task Order setup and ownership:**
Upon receipt of a request, the Project Manager (PM) establishes the Task Order record in eConverge™ (unique identifier, agency location, stakeholders, key dates, and required deliverables) to serve as the single source of truth for the job from initiation through closeout.
- **Status tracking across the lifecycle:**
The PM uses eConverge™ milestones and workflow statuses to track progression (request received, site visit, joint scope development, scope finalized, proposal submitted, proposal revision cycles, authorization/NTP, construction, substantial completion, final completion/closeout). Status changes are time-stamped to support turnaround-time metrics and management oversight.
- **Centralized document control:** All Task Order documentation is uploaded and organized within the eConverge™ record, including scope narratives, field notes, photos, drawings, RFIs/clarifications, subcontractor quotes, NPP backup, permits, schedules, safety plans, QC reports, test reports, submittals, and closeout documents.

Version control is maintained so agencies can trace what changed and when.

- **Pricing, changes, and audit trail:** The PM ensures that approved UPB line items, coefficients, and NPP items (with required quote support and markups) are documented within eConverge™. Any scope modifications are captured through the platform's revision history to preserve a complete, auditable record of assumptions, approvals, and final agreed pricing.
- **Agency reporting support:**
eConverge™ data is used to support routine and ad hoc reporting, including Task Order status summaries, cycle time (request-to-proposal and proposal-to-award), volume by facility/region, financial summaries (original vs. current value), NPP usage, and closeout status. Reports can be produced at the Task Order level and rolled up across all Task Orders for the Master Agreement.
- **Closeout package management:** At substantial completion, the PM uses eConverge™ to confirm all required closeout deliverables are complete and submitted (warranties, O&M manuals, as-builts, training sign-offs, inspections/testing, punch list completion, and acceptance). The finalized closeout package remains accessible in eConverge™ for future reference and audits.