



**BUILDING MEANINGFUL RELATIONSHIPS FROM COAST TO COAST**

**GORDIAN®**

Gordian's solutions help organizations effectively plan, build and manage their infrastructure and facilities. Thousands of organizations have relied on that partnership to ensure they are providing safe and healthy physical assets for everyone in the community for over thirty years.



## John W. Danforth Company & Equalis Group

*Publicly Procured Contract Vehicle*

### Danforth Contract Highlights

- Meet project and schedule deadlines – streamlining your project so it gets completed within the timeframe you need.
- Full access and communication to our internal experts who can provide you with the knowledge, resources, and experience you need to develop your projects.
- Competitive pricing on equipment and services provided by Danforth.
- Access to all products and services provided by Danforth – from project scope development to installation – we are a one stop shop to complete your project from concept to commencement to completion.

### Who is Danforth?

Since 1884, Danforth has been evolutionary when it comes to mechanical contracting. Our firm has key integrated services so we can meet all of the needs of our clients as a one-stop building services provider. This allows our company to take a comprehensive view of our customers' facilities and offer the very best in custom-tailored solutions. Our focus areas include HVAC, Plumbing Systems, Fabrication and Manufacturing, Indoor Air Quality and Filtration, Design Build, Engineered Construction, Energy Performance Contracting, Environmental Services, Virtual Design & Construction (VDC) and Preventative Maintenance in commercial markets.

Our commercial markets comprise both public and private clients such as K-12 Schools, Municipalities, Higher Education, Healthcare, Advanced Technology, Data Centers, Food and Beverage, Industrial and Commercial Office Buildings. Located throughout New York State and Columbus, Ohio, our firm is strategically placed to meet the needs of our clients in a quick, efficient manner. Every year, our team completes nearly 1,000 projects across all six regions.

**Save Time...** we've done the procurement work so you don't have to.

**Save Money...** your dollar goes further with the collective buying power of Equalis Group.

**Stay Legal...** our competitive procurement process delivers statutory compliance in every state.

**Contract #:** COG-2146J (Open Market Job Order Contracting)

**Lead Agency:** CCOG

### CONTACT DANFORTH

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## Get Started



Connect with your dedicated Member Engagement Team Resource at [EqualisGroup.org/Map](http://EqualisGroup.org/Map) or send us an email at [Engage@EqualisGroup.org](mailto:Engage@EqualisGroup.org).

### Ohio Job Order Contracting (JOC)

In partnership with Gordian, Equalis Group has curated a state-specific JOC program for the state of Ohio. Equalis Group members are able to combine the power of Gordian with the local expertise of in-market contractors and construction firms. JOC projects don't have to be complicated; all Equalis Group JOC Master Agreements have been publicly procured and are available for use without having to submit time-consuming RFPs/Bids. Get more details at: [www.EqualisGroup.org/Ohio-JOC-Program](http://www.EqualisGroup.org/Ohio-JOC-Program)

# Created by Public Sector Organizations for Public Sector Organizations



## Who is Equalis Group?

Equalis Group is a Member-Driven, Supplier-Centric organization that embodies the power of partnership. Equalis Group operates with the guiding principle that when the objectives of buyers and sellers are aligned, sustainable value is created, transcending that of the typical short-term transactional relationship. With this differentiated approach, Equalis Group is not just a cooperative purchasing organization; we are a family.

We leverage Equalis Group members' combined buying power to command better pricing and favorable contract

terms from suppliers. We develop and administer a diverse portfolio of cooperative purchasing programs that cover a wide range of products and services and provide our members with a legal and compliant exemption to the bid/request for proposals (RFP) process.

Each program in our rapidly growing portfolio provides our members with contracting compliance and the ability to configure the solution that best meets their individual needs while achieving the lowest Total Cost of Ownership.

## Time Saved through Equalis Group = More Resources for You to Invest

How many hours and over how many weeks or months does your team invest in a typical solicitation process? How many solicitations does your organization publish each year? How much time and effort can your organization save by leveraging Equalis Group's already-procured portfolio of programs? In what ways can you re-invest that saved time and energy to fulfill your organization's purpose?

### Your Solicitation Process Today



### Your Implementation Process with Equalis Group



## Become a Member of Equalis Group

If you are not already a member, you can join Equalis Group in just minutes and immediately access our portfolio of cooperative purchasing programs. Simply visit [www.equalisgroup.org/member-registration](http://www.equalisgroup.org/member-registration) to get started. There are no dues, fees, or obligations.