

Model of Excellence Profile – eGordian

Company Name:	The Gordian Group	ICG#	11435
Address:	140 Bridges Road, Maudlin, S. Carolina, 29662		
Product Name:	eGordian		
URL:	www.egordian.com	CEO Name:	Robert Coffey, CEO
Business and Product Overview			
Business Information Framework Classification	<i>Applications Models:</i> Locate – Marketplace	<i>Business Model:</i> Subscription Limited Free	
	<i>Content Models:</i> User-Generated – Closed Data Pools Primary Research--Manual	<i>Distribution Model</i> Direct Response – Web-Based	
Company Overview	<p>Gordian Group develops and maintains a central national database of construction tasks and the regional prices for each task. It also provides software to its clients to build Job Order Contracting (JOC) programs that streamlines procurement of small construction and repair jobs by government agencies. Over \$1.5 billion in orders flow through its systems annually. Recently, Gordian leveraged this data and expertise in its launch of eGordian, an online service that offers localized estimating cost data, as well as a directory of contractors, suppliers, design professionals and others.</p>		
Product/Service Description	<p>Job Order Contracting (JOC) is an approach used by government agencies that involves awarding “indefinite need” contracts to construction and repair vendors who in turn base their pricing off a “unit price book” of specific tasks and average prices. With specific tasks and average pricing pre-established, as new jobs arise, the agency and the vendor need only to agree on the specific tasks to be performed, greatly streamlining the bidding process.</p> <p>With eGordian, the company has taken its centralized Unit Price Book, consisting of over 260,000 construction tasks and prices covering hundreds of metropolitan and rural markets, and made much of this information freely available – no registration is required. Those users that complete a free registration can see not only currently JOC sub-contracting opportunities, but can access a powerful estimating tool and obtain a free directory listing within eGordian. Gordian’s goal is to develop eGordian into a community-driven resource. Plans call for features that will let users provide feedback on various materials and suppliers, offer advice, share plans and designs, suggest industry methods and use additional tools developed through partnerships with other companies. In short, eGordian represents a disruptive new entrant into the field of construction price data, all based on data it collects in the course of its other business activities, giving it unique staying power to allow it to build eGordian into a central industry resource.</p>		
Year Founded:	1990	BizDev Contact:	Robert Coffey
Employees:	115	Main Telephone:	1-864-467-9333
Profile Date:	9/11/12	Primary Market Served:	23 - Construction
Ownership:	Private	Funding Source:	Private Equity
MofE Class:	2012		