

May 12, 2025

## **We are happy to be alongside Choice Partners!** **A Better Path for JOC: Flat-Rate, Transparent, and Built for Results**

**For the General Public (Taxpayers):** Every year, hundreds of millions of public dollars are spent just to access software and data through percentage-based JOC programs. That's money that could go toward new schools, safer buildings, and improved infrastructure.

With [eConverge™](#), Choice Partners is proving that transparency and value can go hand in hand. Public owners, local contractors, and the taxpayers they serve all benefit from smarter use of public funds. Thank you to [Choice Partners](#) for leading with purpose and keeping the public interest at the center of every decision.

**For Cooperative Members (Cities, Schools, Agencies):** While some programs continue to charge 2.95% or more on every construction dollar, Choice Partners is making changes to maintain a flat-rate, subscription-based JOC model through eConverge™, members are seeing real financial impact:

- ➡ More capital retained for actual projects
- ➡ Expanded scopes without budget overruns
- ➡ Predictable annual pricing without surprises

**For Contractors:** Zero fees. Access to JOC software and cost data, no need to review your EULA. More opportunities, more work awarded. Better margins.

That's what happens when you work with a co-op like Choice Partners that puts value first. By partnering with eConverge™ and adopting a flat-rate structure, they're building a JOC environment where:

- ✦ Contractors secure more work, more funds, more local impact on communities and small businesses
- ✦ Bids remain competitive
- ✦ Scopes stay intact

**For Government JOC Program Managers:** Choice Partners is leading by example in program management. Instead of following the typical 2.95% JOC fee model, they're actively maintaining a flat-rate subscription approach through eConverge™, delivering measurable benefits:

- ✦ Predictable program costs
- ✦ Elimination of pass-through fees
- ✦ Projected public-sector savings of over \$100 million annually

In a time when doing more with less is non-negotiable, Choice Partners is proving that better JOC is possible. This is how you lead in public construction. Let's keep building.

*Message from Michael Brown, Founder and CEO of eConverge: "It's a great pleasure to be working with Stephen Kendrick and his team at Choice Partners, who are focused advocates of JOC and understand deeply what it means to their members and JOC contractors. We fully support their commitment to fee-free solutions—contractors purchase subscriptions once, and we are no longer in their way. We wish them, their cooperative members, and JOC customers continued success, excellent service, and strong support!"*

