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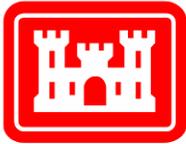
Contracting Highlights



Paul Daugherty (Contract Specialist)

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Why We Are Here



Communicate, Involve, Partner, Improve

- Everything discussed is **TENTATIVE!**
- We are looking for **YOUR INPUT!**
- How can we accommodate Industry and Small Business in accomplishing our mission?
- Look for Survey, Slides, and Transcript of these proceedings online at <http://www.hnd.usace.army.mil/oew/IndustryDay/>



Pre-Award Acquisition Team



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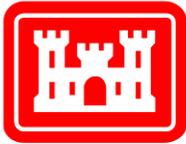
Virginia Mitchell (Pre-Award Branch Chief)

Lisle Lennon (Procuring Contracting Officer)

Paul Daugherty (Contract Specialist)

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Post Award POCs



Lydia Tadesse
**(Chief, Environmental Contracting
Branch)**

Michael R. Duffy
(Administrative Contracting Officer)

Wanda Hampton
(Administrative Contracting Officer)



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Background



➤ Current Contracts

- Expire February – June 2009
- 4 Large Business
 - Alion Science and Technology Corp. – Lynn Cumberpatch (410) 573-7520
 - Parsons Infrastructure and Technology Group, Inc. – Joe Cudney (678) 969-2344
 - Shaw Environmental, Inc. – Bob Menke (703) 307-2104
 - Tetra Tech EC, Inc. – Art Holcomb – (770) 331-4195
- 6 Small Business
 - Environmental Chemical Corp. – Glenn Sweatt (650)-347-1555 ex 318
 - EOD Technology, Inc. – David Mayfield (865)-805-1234
 - Explosive Ordnance Tech, Inc. – Wayne Lewallen (732)-673-6017
 - USA Environmental, Inc. – Jonathan Chionchio (813)-343-6336 ex 350
 - UXB International, Inc. – Cathy Etheredge (540)-443-3751
 - Zapata Engineering, P.A. – Mary Richards (704)-358-8240

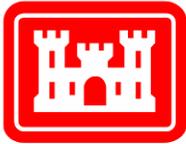


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Background (cont)



- **Current Contracts**
 - **Task orders** (typical range)
 - CONUS \$1M - \$10M
 - OCONUS \$20M - \$200M
 - **Competition:** Currently a single pool of both large and small business compete for task orders. So far SB has successfully competed with large business to win task orders.
- **Future Contracts** - What would be the impact on SB of keeping a single pool?

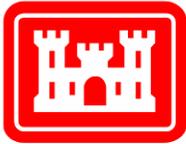


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Future Program Capacity



- **Estimated \$2 Billion in Shared Contract Capacity over 5 years**
 - ***Approximate Split by WORK***
 - Military Munitions Remediation Services - 75%
 - HTRW Remediation Services - 25%
 - ***Approximate Split by LOCATION***
 - OCONUS - 75%
 - CONUS - 25%



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Acquisition Approach



- **5-Year Contract Ordering Period**
 - 2-Year Base and 3 1-Year Options?
 - 1-Year Base and 4 1-Year Options?
- **Commercial Services**
 - HTRW work?
 - MMRP work?
 - Both?
- **Minimum Guarantee:** \$10,000 for the Base Period will be applied against the base year ordering period. No additional minimum guarantee will be obligated for the exercised option years.

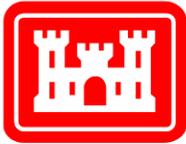


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Acquisition Approach (Cont)



- **Best Value Source Selection**
- **Performance Based**
- **Hybrid contracts with Fixed Price, Cost Reimbursement (Fixed, Incentive, or Award Fees Possible), and Time & Materials provisions**
- **Multiple Awards**
 - Task Orders exceeding \$3K shall be placed on a competitive basis using Section 803 – fair opportunity.



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New Contractual Requirements



- Contract Management Procedures (CMP)s will be required to be submitted and negotiated / agreed to after award
- Performance Measurement/Metrics
- Property Control Manager for GFP

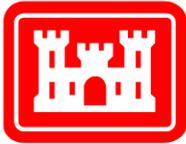


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FAR Part 16.505 - Ordering



- **Streamlines the Task Order Awards by...**
 - Reducing the amount of information required from the contractor
 - Reducing the amount of time it takes to evaluate proposals
- **Most Task Orders RFP's will only require the Contractor to submit:**
 - Technical Approach – With Milestone Schedule
 - Price or Cost Proposal (Summary Sheets)
- **Past Performance on earlier orders will be obtained by the Contracting Officer**

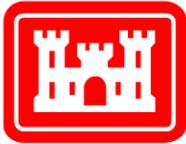


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Ordering - Continued



- Depending on the complexity of the project, there may be additional submittal requirements.
 - *Previous Experience or Resumes of Key Personnel - These will be rare.*
 - *Additional Cost Breakdown – T&M and Cost Reimbursement Tasks Orders/Tasks Only*



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FAR Parts 30 & 31 CAS Compliance



- **Cost Reimbursement and T&M Contracts Require Contractor Compliance with CAS Principles**
 - Expect to be required to provide with your proposal a DCAA Audit or Cognizant Audit Agency Report of Findings for:
 - *Contractor's Accounting System*
 - *Contractor's Billing System*
 - **REQUEST THESE AUDITS NOW!!!**



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Performance Based Acquisitions (PBSA)



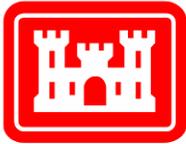
- The Following Clauses WILL BE INCLUDED:
 - FAR 52.232-28 – Invitation to Propose Performance-Base Payments
 - FAR 52.232-32 – Performance-Based Payments
- FAR 52.232-13 – Notice of Progress Payments and 52.232-16 – Progress Payments will also be included, however will only be applicable when Task Order is not a PBSA or has Cost or T&M Tasks that the Contractor is working under.



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Overview of Tentative Section L (Instructions to Offerors) and Section M (Evaluation Factors)



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Instructions to Offerors



Volume I:

- **Factor 1: Corporate Experience/Past Performance**

Volume II:

- **Factor 1: Overall Contract Approach**
 - **Key Personnel**
 - **Organizational Structure of Proposed Team**
 - **Staffing Plan**
- **Factor 2: Corporate Programs**
 - **Quality Management/Quality Control Program**
 - **Accident Prevention/Safety and Health Program**
- **Factor 3: Task Order Approach (Sample Task Order)**
 - **Technical Approach**
 - **Hazards and Safety Identification**
 - **Performance Based Milestone Schedule**
 - **Management Approach**



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Instructions to Offerors



Volume II (continued):

- **Factor 4: Extent of Small Business/Historically Black College or University /Minority Institution Participation**
 - Offeror's compliance with 52.219-8, Utilization of Small Business Concerns, and, for all large business offerors, 52.21909, Small Business Subcontracting Plan
 - Offeror's proposed rationale supporting opportunities
 - Proposed Small Business Subcontracting Opportunities

Volume III:

- **Price Proposal**
 - Labor Rates
 - Sample Task Order Price Proposal
 - Cost Pool Information/DCAA Audits (Accounting/Billing Systems)

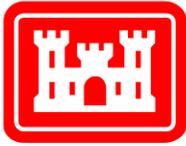


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Evaluation Criteria



- Evaluation Team will Perform
 - Price/Cost Analysis
 - Unbalance Pricing Review
 - Technical Evaluations
- Determine
 - Price Reasonableness/Realism
 - Completeness
 - Best Value



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Rolling It All Up



- Optimize Missions Success
- Pro's and Con's of Each Alternative
- Respond to sources sought announcement



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MILESTONE SCHEDULE**



- Issue Draft Solicitation – October 2007
- Issue Solicitation – October 2008
- Award Contracts – April 2009

** All Dates are Approximate



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Web-sites of interest

This is where the solicitation documents will be

www.fedbizopps.gov or www.fbo.gov

Federal Acquisition Regulation

www.acquisition.gov/far/index.html

Get yourself registered (Mandatory)

www.ccr.gov & orca.bpn.gov

Look for Survey, Slides, and Transcript of these proceedings online at

<http://www.hnd.usace.army.mil/oew/IndustryDay>