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Contracting Highlights

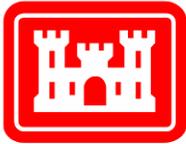


Suzanne Wear

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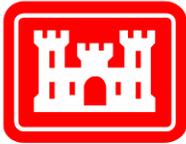
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Why We Are Here



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/umcs/IndustryDay/>



Pre-Award Acquisition Team



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Virginia Mitchell (Pre-Award Branch Chief)

Earl Johnson (Procuring Contracting Officer)

Richard Mullady (Contract Specialist)

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Post Award POCs

**Cassandra Mora, Acting
(Chief, Programs & Projects)**

**Suzanne.M.Wear
(Administrative Contracting
Officer)**



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Background



➤ Current Contracts

- Expire August 2008
- 4 Large Business
 - Johnson Controls Bldg Auto Sys, LLC. – Michael Janssen (256) 217-2721
 - Siemens Government Services Inc. – Norman Schramm (256) 200-4437
 - TAC Americas – Daryl Glass (972) 323-5503
 - Ameresco Select Inc. – Anthony Colonnese – (508) 661-2291
- 3 Small Business
 - EMC Engineers, Inc. – Carl Lundstram (678) 254-1221
 - Williams Electric Company Inc. – Aubrey Gournier (850) 862-1171
 - Alabama Climate Controls Inc. – Chuck Reuse (205) 664-4723



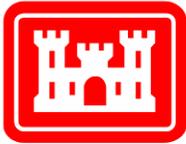
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Background (cont)



➤ Current Contracts

- **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 \$750 Million in Shared Contract Capacity over 7 years**
 - ***Approximate Split by WORK***
 - Controls/HVAC -50%
 - SCADA -15%
 - Fire Detection -15%
 - Metering -15%
 - ESS - 05%
 - ***Approximate Split by LOCATION***
 - CONUS - 80%
 - OCONUS - 20%

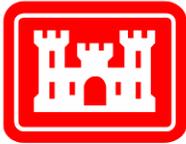


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Acquisition Approach



- **7-Year Contract Ordering Period**
 - 3-Year Base and four 1-Year Options?
 - 3-Year Base and two 2-Year Options?
 - 2-Year Base and five 1-Year Options?
- **Type of Contract**
 - Services vs Construction?
 - Commercial Services?
 - Restricted vs Unrestricted?
- **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.

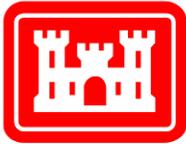


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Acquisition Approach (Cont)



- **Best Value Source Selection**
- **Performance Based**
- **Hybrid contracts with Fixed Price, Cost Reimbursement (Fixed, Incentive, or Award Fees Possible)**
- **Multiple Awards**
 - Task Orders exceeding \$100K shall be placed on a competitive basis using Section 803 – fair opportunity.

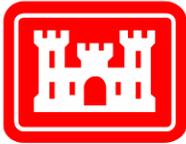


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FAR Part 16.505 - Ordering



- **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 (Additional cost breakdown for cost reimbursement)
- **Past Performance on earlier orders will be obtained by the Government**

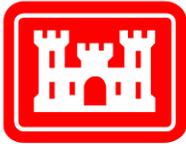


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FAR Parts 30 & 31 CAS Compliance



- **Cost Reimbursement 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!!!**



Performance Based Acquisitions (PBSA)



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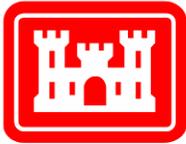
- The Following Clauses WILL BE INCLUDED:
 - FAR 52.232-28 – Invitation to Propose Performance-Base Payments
 - FAR 52.232-32 – Performance-Based Payments
- FAR 52.232-13 – Notice of Progress Payments and 52.232-16 – Progress Payments will also be included, however will only be applicable when Task Order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



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Feedback Form Section L (Instructions to Offerors) and Section M (Evaluation Factors)

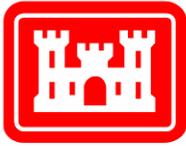


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Evaluation Criteria



- Evaluation Team will Perform
 - Price/Cost Analysis (Basic and Sample Task Order)
 - Unbalance Pricing Review
 - Technical Evaluations
- Determine
 - Price Reasonableness/Realism
 - Completeness
 - Best Value

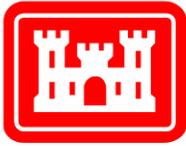


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Rolling It All Up



- Optimize Missions Success
- Pro's and Con's of Each Alternative
- Respond to sources sought announcement
- Issue Solicitation – Mid 2008
- Award Contracts –Mid 2009



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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/umcs/IndustryDay>