Rules of Engagement

- Please be sure your camera and microphone are off when you enter the meeting.
- We will be muting all participants except the narrator.
- Make sure to turn off any VPN or server network.
- We will take questions in the chat section of the meeting.
- We will try to answer all questions at the end of the presentation. If we cannot get to them, we will answer them afterwards in an email.
- The meeting session will be recorded and can be later accessed through Microsoft Stream.
I pledge allegiance to the Flag of the United States of America, and to the Republic for which it stands, one Nation under God, indivisible, with liberty and justice for all.
SAME Fort Worth Post Industry Day

Aaron Conine,
SAME Fort Worth Post President 2020
SAME Fort Worth Post Industry Day

0800 WELCOME SAME FORT WORTH POST PRESIDENT AARON CONINE
0815 WELCOME USACE FORT WORTH DISTRICT COMMANDER COL REED
0830 USACE FORT WORTH SMALL BUSINESS CAROLYN STATEN
0845 USACE FORT WORTH DEPUTY CHIEF PROGRAM & PROJECT MANAGEMENT DIVISION BOB MORRIS
0930 BREAK
0945 CONTRACTING OPPORTUNITIES AND OVERVIEWS FROM:
  TULSA DISTRICT: GENE SNYMAN
  LITTLE ROCK DISTRICT: LAKISHA VANCE
  GALVESTON DISTRICT: DIANA JORDAN-BURKS
  GSA: JOEY PHELPS
  SBA ON JOINT VENTURING: STEPHANIE LEWIS
  VA: HATTIE WILLIAMS/PAUL MILLER
1145 CLOSING REMARKS
SAME Fort Worth Post Industry Day

Steve Lyons
steve.lyons@skanska.com
830-237-2337
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Leslie Lassi
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956-585-3773
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Terri Marroquin
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469-387-7296
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LARGE BUSINESS SPONSORS
SAME Fort Worth Post Industry Day

Brad Ezell
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www.imegcorp.com

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IMEG

CP&Y

MERRICK
SAME Fort Worth Post Industry Day

Greg Wilk
Greg.wilk@atkinsglobal.com
972-588-3223
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www.meadhunt.com

Randall Hill
randall.hill@arcadis.com
713-953-4858
www.arcadis-us.com

LARGE BUSINESS SPONSORS
## SAME Fort Worth Post Industry Day

<table>
<thead>
<tr>
<th>Sponsor</th>
<th>Contact Information</th>
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<tbody>
<tr>
<td>HDR</td>
<td>Michelle Levin <a href="mailto:Michelle.Levin@HDRinc.com">Michelle.Levin@HDRinc.com</a> 972-960-4472 <a href="http://www.hdrinc.com/follow-us">www.hdrinc.com/follow-us</a></td>
</tr>
<tr>
<td>CLS</td>
<td>Micah Chambers <a href="mailto:micah.chambers@contractlandstaff.com">micah.chambers@contractlandstaff.com</a> 713-775-4295 <a href="http://www.contractlandstaff.com">www.contractlandstaff.com</a></td>
</tr>
<tr>
<td>SAM</td>
<td>Gregory Schmidt <a href="mailto:gschmidt@sam.biz">gschmidt@sam.biz</a> 512-740-5594 <a href="http://www.sam.biz">www.sam.biz</a></td>
</tr>
<tr>
<td></td>
<td>Molly Praytor <a href="mailto:mpraytor@imperial-construction.com">mpraytor@imperial-construction.com</a> 817-291-3987 <a href="http://www.imperial-construction.com">www.imperial-construction.com</a></td>
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SAME Fort Worth Post Industry Day

<table>
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<tr>
<th>Company</th>
<th>Contact Person</th>
<th>Email</th>
<th>Phone</th>
<th>Website</th>
</tr>
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<tbody>
<tr>
<td>CivilTech</td>
<td>Sam Talje, PE</td>
<td><a href="mailto:stalje@civiltecheng.com">stalje@civiltecheng.com</a></td>
<td>281-304-0200</td>
<td><a href="http://www.civiltecheng.com">www.civiltecheng.com</a></td>
</tr>
<tr>
<td>KCI Technologies</td>
<td>Melinda Luna</td>
<td><a href="mailto:melinda.luna@kci.com">melinda.luna@kci.com</a></td>
<td>512-640-1840</td>
<td><a href="http://www.kci.com">www.kci.com</a></td>
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# SAME Fort Worth Post Industry Day

<table>
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<tr>
<th>Sponsor</th>
<th>Contact Details</th>
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<tbody>
<tr>
<td>OBIEN ENGINEERING, INC. (OEI)</td>
<td>Sarah Cole <a href="mailto:scole@obrieneng.com">scole@obrieneng.com</a> <a href="http://www.obrieneng.com">www.obrieneng.com</a></td>
<td>Service-Disabled Veteran Owned Small Business (SDVOSB)</td>
</tr>
<tr>
<td>OCMI, Inc. (OCMI)</td>
<td>Kyle Veater <a href="mailto:kveater@ocmi.com">kveater@ocmi.com</a> <a href="http://www.ocmi.com">www.ocmi.com</a></td>
<td>Disabled Veteran Owned Business Enterprise (DVBE) / Service-Disabled Veteran Owned Small Business (SDVOSB)</td>
</tr>
<tr>
<td>AMES 1, LLC</td>
<td>Ryan Hash <a href="mailto:Rhash@ames1.net">Rhash@ames1.net</a> <a href="http://www.AMES1.net">www.AMES1.net</a></td>
<td>8(a), HUBZONE, SDB, SB, Alaska Native / American Indian Owned</td>
</tr>
<tr>
<td>Romanyk Consulting</td>
<td>Nick Romany <a href="mailto:Nick.Romanyk@RomanykConsulting.com">Nick.Romanyk@RomanykConsulting.com</a> <a href="http://www.romanykconsulting.com">www.romanykconsulting.com</a></td>
<td>Service-Disabled Veteran Owned Small Business / 8(a) STARS II GWAC Holder</td>
</tr>
<tr>
<td>QRI</td>
<td>Debbie Sigler <a href="mailto:dsig@qri.com">dsig@qri.com</a> <a href="http://www.qri.com">www.qri.com</a></td>
<td>Woman Owned Small Business (WOSB)</td>
</tr>
<tr>
<td>Puyenpa</td>
<td>Jeff Albertson <a href="mailto:jeffalbertson@puyenpa.com">jeffalbertson@puyenpa.com</a> <a href="http://www.puyenpa.com">www.puyenpa.com</a></td>
<td>SDB, 8(a), HUB, Native American Corporation (NAC)</td>
</tr>
<tr>
<td>GEOTEST ENGINEERING, INC.</td>
<td>Ravi Yanamandala <a href="mailto:ravi@geotesteng.com">ravi@geotesteng.com</a> <a href="http://www.geotesteng.com">www.geotesteng.com</a></td>
<td>Small Business</td>
</tr>
<tr>
<td>JAX ENGINEERING, INC.</td>
<td>Jack Otteson <a href="mailto:jotteson@jaxengineering.com">jotteson@jaxengineering.com</a> <a href="http://www.jaxengineering.com">www.jaxengineering.com</a></td>
<td>Service-Disabled Veteran Owned Small Business (SDVOSB)</td>
</tr>
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SAME Fort Worth Post Industry Day

Ken Randall
krandall@bhbinc.com
www.bhbinc.com
Small Business Enterprise (SBE)

Jill Madden
info@amaterra.com
www.amaterra.com
Federal - SB, WOSB, EDWOSB, WOB, DBE
State/Local – SBE, ESBE, WBE, DBE, HUB

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www.eudacorp.com
Small Disadvantaged Business / HUBZONE
Minority Business Enterprise / Disadvantaged Business Enterprise

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www.pikainc.com
Small Disadvantaged Business (SDB)

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www.aerialservicesinc.com
Veteran Owned Small Business (VOSB)

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www.aerialdata.com
HUBZone, Woman Owned Small Business (WOSB), SBA

Ken Polasek
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www.agcm.com
Small Business

Charles Gooden
douglas@goodenengineers.com
www.Gooden.Engineers.com
Disadvantage Business Enterprise (DBE)
# SAME Fort Worth Post Industry Day

| Sponsor | Contact Information | Type of Business
|---------|---------------------|------------------|
| DSE | Cathy Dougherty  
cdougherty@dsei.com  
www.dsei.com | Woman Owned Small Business (WOSB) |
| ICE | Hugo Gonzalez  
hugo@icengineers.net  
www.icengineers.net | 8(a), HUBZone |
| ILSI Engineering | Iam Tucker  
iamtucker@ilsiengineering.com  
www.ilsiengineering.com | 8(a), Woman Owned Small Business (WOSB) |
| IEA | Charles Wall  
cwall@ieaworld.com  
www.IEAWorld.com | Disadvantage Business Enterprise (DBE) |
| C3-LLC | Andrew Cueto  
Andrew.cueto@C3-LLC.net  
www.C3-LLC.net | 8(a), HUBZone |
| Ahtna | Eric McLaurin  
emclaurin@ahtna.net  
www.ahtna.com | Small Disadvantage Business (SDB), 8(a), HUBZone |
| S&B Christ Consulting, LLC | NK Mbaya  
nkmbaya@sbcc-us.com  
www.sbchristconsulting.com | 8(a), WOSB, SDB, VOSB, SDVOSB |
| Waldrop Construction, Inc. | Max Waldrop  
max@waldropconstructioninc.com  
www.waldropconstructioninc.com | 8(a), HUBZone |
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<table>
<thead>
<tr>
<th>Disadvantaged Small Business (DSB)</th>
<th>Small Business</th>
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<tbody>
<tr>
<td>David Nelson</td>
<td>Reid Perry</td>
</tr>
<tr>
<td><a href="mailto:david.nelson@atiinc.com">david.nelson@atiinc.com</a></td>
<td><a href="mailto:rperry@onyxgroup.com">rperry@onyxgroup.com</a></td>
</tr>
<tr>
<td><a href="http://www.atiinc.com">www.atiinc.com</a></td>
<td><a href="http://www.onyxgroup.com">www.onyxgroup.com</a></td>
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<tr>
<th>Small Disadvantage Business (SDB), Minority Owned</th>
<th>8(a), Economically Disadvantaged Woman Owned Small Business (EDWOSB)</th>
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<tbody>
<tr>
<td>Shawn Hatem</td>
<td>Hilda Quinones</td>
</tr>
<tr>
<td><a href="mailto:shatem@dynotecinc.com">shatem@dynotecinc.com</a></td>
<td><a href="mailto:hildaq@qnadiversified.com">hildaq@qnadiversified.com</a></td>
</tr>
<tr>
<td><a href="http://www.dynotecinc.com">www.dynotecinc.com</a></td>
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<tr>
<th>Small Business</th>
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</tr>
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<tbody>
<tr>
<td>Michael Nicoladis</td>
<td><a href="mailto:mnicoladis@n-yassociates.com">mnicoladis@n-yassociates.com</a></td>
</tr>
<tr>
<td><a href="http://www.n-yassociates.com">www.n-yassociates.com</a></td>
<td><a href="mailto:scottmm@bsi.studio">scottmm@bsi.studio</a></td>
</tr>
<tr>
<td><a href="http://www.n-yassociates.com">www.n-yassociates.com</a></td>
<td><a href="http://www.bsi.studio">www.bsi.studio</a></td>
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<tr>
<td>Scott Moore y Medina</td>
</tr>
<tr>
<td><a href="mailto:scottmm@bsi.studio">scottmm@bsi.studio</a></td>
</tr>
<tr>
<td><a href="http://www.bsi.studio">www.bsi.studio</a></td>
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<td><a href="mailto:scottmm@bsi.studio">scottmm@bsi.studio</a></td>
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<tr>
<td><a href="http://www.bsi.studio">www.bsi.studio</a></td>
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</table>
SAME Fort Worth Post Industry Day

Colonel Kenneth Reed, PMP
Commander,
USACE Fort Worth District
SAME Fort Worth Post Industry Day

CAROLYN STATEN
DEPUTY, OFFICE OF SMALL BUSINESS PROGRAMS
USACE FORT WORTH DISTRICT
Same Fort Worth Post Industry Day

Bob Morris, Jr., PE, PMP, LTC USA (Ret)
Deputy Chief,
Program and Project Management Division
USACE Fort Worth District
FORT WORTH ENGINEER DISTRICT:
PROJECTS, PROGRAMS &
BUSINESS OPPORTUNITIES
OVERVIEW

Robert P. Morris, Jr.
Deputy Chief, Programs and
Project Management Division

Fort Worth SAME
Industry Day & Networking
13 August 2020

“Bringing Value to the NATION”
Agenda

- Key Personnel
- District Overview
  - Boundaries
  - Missions
- FY20-21 Trends
- Current Acquisition Tools
- Future Opportunities
- Questions
Fort Worth District
Leadership Team

**Eric Verwers**
Programs & Project Mgt Division

**MAJ(P) Roderick Forman**
Deputy Commander

**Matthew Hays**
Chief of Staff

**Bob Hardbarger**
Border Infrastructure Program Mgt Office

**Brian Giacomozzi**
Engineering & Construction Div

**Tim MacAllister**
Operations Division

**Todd Smith**
Engr Construction Support Office

**Rob Newman**
Regional Plng & Envr Center

**Rocky Lee**
Real Estate Division

**Gerard Henry (Acting)**
Contracting Division

**Robert Geiger**
Resource Manager

**Derek Sherrill**
District Chief Counsel

**G & A Staff**
- ACE-IT – Mr. Don Walker
- EEO – Ms. Neldia Watson
- Emergency Mgmt – Mr. Brian Kelley
- Internal Review – Ms. Quynh Dang
- Logistics – Ms. Tami Mahaffey
- PAO – Ms. Rhonda Paige
- Safety – Mr. Benoit Palmer
- Small Business – Ms. Carolyn Staten

**US Army Corps of Engineers**

**U.S. Army**
District Commander
FY20 Focus Areas

- Border Infrastructure Program
- Fort Bliss Hospital
- BEP Western Currency Facility
- FY18 CW Supplemental (Dallas Floodway, DFE, Lewisville Dam Safety)
- Military Installation Support (MILCON, SRM)
- Flood Risk Management
FY20-21 Trends

- **Military Program:**
  - MILCON slippages
  - Potential late year SRM push but haven’t seen it yet . . .

- **Civil Works:**
  - Continued Harvey Supplemental
  - Central City, Dallas Floodway and Lewisville

- **Reimbursable:**
  - Steady with VA (Cemeteries and hospital), DLA, TSA
  - USDA

- **Border Infrastructure:**
  - Push to award FY20 DoD funded projects
  - Future DoD/DHS funding in jeopardy
  - Real Estate acquisition
## Future Acquisition Tools

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<th>TYPE</th>
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<td>Construction</td>
<td>Military Vertical Construction</td>
<td>Regional</td>
<td>$3.5B</td>
<td>3rd Qtr, FY21</td>
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<tr>
<td>Construction</td>
<td>Fort Hood JOC</td>
<td>Fort Hood</td>
<td>$99M</td>
<td>4th Qtr, FY20</td>
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<tr>
<td>Construction</td>
<td>BI NexGen Western MATOC</td>
<td>SPBD</td>
<td>$4B</td>
<td>3rd Qtr, FY21</td>
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<tr>
<td>Construction</td>
<td>BI NexGen Eastern MATOC</td>
<td>SWF</td>
<td>$4B</td>
<td>ON HOLD</td>
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<tr>
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## Current Acquisition Tools

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<th>Category</th>
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<td>A-E (CPS)</td>
<td>W9126G-16-D-0001</td>
<td>AE CPS - EDWOSB</td>
<td>AGCM Inc</td>
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<td>A-E (CPS)</td>
<td>W9126G-16-D-0003</td>
<td>IDIQ AE Services (SDVOSB) Construction Phase Services(CPS).</td>
<td>Health Facility Solutions, DBA: HFS Company</td>
<td>Small, SDVO (SB)</td>
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<td>Construction Phase Services</td>
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**Totals for A-E (CPS) Construction Phased Services**

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<tr>
<th>A-E (Eng &amp; Design)</th>
<th>W9126G-16-D-0017</th>
<th>IDIQ AE Civil Programs, SWD, SWF</th>
<th>MSMM ENGINEERING, LLC</th>
<th>Small</th>
<th>$7,500,000.00</th>
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<tbody>
<tr>
<td>A-E (Eng &amp; Design)</td>
<td>W9126G-17-D-0001</td>
<td>A-E Civil Works Services</td>
<td>Kenall-Freese and Nichols</td>
<td>Small</td>
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**Totals for A-E (Eng and Design) Civil**

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<tr>
<th>A-E (Eng &amp; Design)</th>
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<th>IDIQ for Multidisciplinary AE Svs, SWD and Limited Nationwide</th>
<th>Prime AE Group</th>
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<td>W9126G-15-D-0002</td>
<td>IDIQ for Multidisciplinary AE Svs, DHS and Limited Nationwide</td>
<td>Ejes, Inc</td>
<td>Small</td>
<td>$35,000,000.00</td>
<td>09/01/2020</td>
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<tr>
<td>A-E (Eng &amp; Design)</td>
<td>W9126G-15-D-0007</td>
<td>IDIQ for Multidisciplinary AE Svs, DHS and Limited Nationwide</td>
<td>Etegra, Inc</td>
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<tr>
<td>A-E (Eng &amp; Design)</td>
<td>W9126G-15-D-0009</td>
<td>IDIQ for Multidisciplinary AE Svs, DHS and Limited Nationwide</td>
<td>MICHAEL BAKER JR., INC.</td>
<td>Large</td>
<td>$48,000,000.00</td>
<td>11/20/2020</td>
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<td>A-E (Eng &amp; Design)</td>
<td>W9126G-15-D-0011</td>
<td>IDIQ for Multidisciplinary AE Svs, DHS and Limited Nationwide</td>
<td>O’Brien Engineering, Inc.</td>
<td>SDVO (SB)</td>
<td>$15,000,000.00</td>
<td>12/14/2020</td>
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<tr>
<td>A-E (Eng &amp; Design)</td>
<td>W9126G-15-D-0015</td>
<td>IDIQ for Multidisciplinary AE Svs, DHS and Limited Nationwide</td>
<td>HNTB-Halff JV</td>
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<td>IDIQ for Multidisciplinary AE Svs, DHS and Limited Nationwide</td>
<td>Jacobs/Huitz-Zollars Joint Venture</td>
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**Totals for A-E (Eng and Design) ECSO**

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**Totals for A-E (Eng and Design) ECSO**

- **A-E (CPS) Construction Phased Services**: $25,000,000.00
- **A-E (Eng and Design) Civil**: $15,000,000.00
- **A-E (Eng and Design) ECSO**: $249,000,000.00
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**Totals for A-E (Engr and Design) Military**

$79,878,382.00

$48,500,000.00

**Totals for A-E (Engr and Design) Military Customer Only**
# Current Acquisition Tools

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<td>IDC- A-E Services for Horizontal Design, DHS Nationwide</td>
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**Totals for A-E (Engr and Design) BI-PMO**

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## Current Acquisition Tools

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**Totals for Construction (Horizontal) BI-PMO Western**: $5,000,000,000.00
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# Current Acquisition Tools

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### Additional Notes
- **Contract Est. Max Capacity** indicates the maximum estimated capacity or value for each contract.
- **Expiration Date** refers to the date by which the contract is expected to conclude.
## Current Acquisition Tools

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<tr>
<th>Category</th>
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<td>SWF CONSTRUCTORS</td>
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**Totals for Construction (Horizontal) BI-PMO New Const, Major R and A**

$265,000,000.00
## Current Acquisition Tools

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<td>W9126G-16-D-0009</td>
<td>Horizontal Construction Services in Support of the Laredo, Del Rio, and Big Bend Border Patrol Sectors for USACE SWD SWF</td>
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<td>Encanto Facility Services 2, LLC</td>
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**Totals for Construction (Horizontal) Ft Polk**

- **$30,000,000.00**

**Totals for Construction (Horizontal) New Const, Major R and A**

- **$70,000,000.00**
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## IIS: Border Infrastructure

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<td>DLA Preliminary Work Packages</td>
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# Military Program

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<td>CAP 094750 Combat in Cities Facility</td>
<td>Fort Polk</td>
<td>AE</td>
<td>2022</td>
<td>$10 - 25M</td>
<td>4th Qtr FY20</td>
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<tr>
<td>Construction</td>
<td>Lamar Levee</td>
<td>Dallas, TX</td>
<td>Jan 2023</td>
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<td>Construction</td>
<td>Cadillac Heights Levee</td>
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<tr>
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<td>DB – Delta Pump Station</td>
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<tr>
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<td>Charlie Pump Station Demolition</td>
<td>Dallas, TX</td>
<td>Aug 2024</td>
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<tr>
<td>Construction</td>
<td>Hampton Pump Station Renovations</td>
<td>Dallas, TX</td>
<td>Oct 2025</td>
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<td>Hampton Pump Station Demolition</td>
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<td>Lewisville Dam Restoration</td>
<td>Lewisville, TX</td>
<td>Feb 2026</td>
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### Regional Planning and Environmental Center Upcoming Acquisitions

<table>
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<tr>
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<th>LOCATION</th>
<th>PGM YEAR</th>
<th>VALUE RANGE</th>
<th>SET ASIDE</th>
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<tr>
<td>Environmental Consulting Services (Multiple Award Task Order Contract (MATOC))</td>
<td>SWD AOR</td>
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<td>$ 20 million</td>
<td>Hub Zone</td>
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<td>Environmental Remediation Services (USAF Optimized Remediation Contract for OK/AR) Standalone Contract</td>
<td>OK/AR</td>
<td>2020</td>
<td>$70 million</td>
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<td>Master Planning Architectural/Engineering IDCs</td>
<td>SWD AOR</td>
<td>2021</td>
<td>$150 million</td>
<td>(TBD)</td>
</tr>
</tbody>
</table>

Note: RPEC Opportunities may be under either Fort Worth or Tulsa Districts in SAMS
Questions?

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Break! Come right back in 15 for the overviews and contracting opportunities from other SWD Districts: Tulsa, Little Rock, and Galveston and presentations from GSA, SBA on Joint Venturing, and VA!
SAME Fort Worth Post Industry Day

LTC (Ret) Gene Snyman
Deputy, Business Development
USACE Tulsa District
SWF INDUSTRY DAY
13AUG20
TULSA DISTRICT UPDATE

Mr. Gene Snyman
Tulsa District Business Development
BRIEFING AGENDA

– District Overview
– District Programs
  • Civil Trends
  • Military Trends
– Work Areas
  • Architecture/Engineering
  • Military – MILCON
  • Military – Sustainment, Restoration, Modernization
  • Civil – Construction
  • Civil – Service
– Regional Planning & Env Center
– Small Business
TULSA DISTRICT

- 750 people
- Arkansas River and Red River Basins in Oklahoma, Southern Kansas and Northern Texas
- Major Missions of the Corps of Engineers
  - Support the War Fighter
  - Flood Risk Management
  - Navigation
  - Hydropower
  - Military Construction
  - Regulatory/Environmental
  - Homeland Security
TULSA DISTRICT PROGRAM PRIORITIES

– Flood Recovery
– Tulsa-West Tulsa Levee impending Pre-Construction Engineering & Design
– KC46A bed down mission at Tinker AFB and Altus AFB first A/C arrived Jan 2019
– Hydropower Major Rehabilitations
– MKARNS backlog maintenance
– Posturing for Future Airframe (B-21) program at Tinker AFB
– Veterans Affairs at Muscogee and OKC
– Support to Tribes
– Responsive to Sustainment, Restoration and Modernization (SRM) for Army, Air Force and Interagency Support customers
• Engineering  
• Construction  
• Installation Support  
• Environmental Management
MILITARY PROGRAM TRENDS

– MILCON – Military Construction
  • Assessment: Increasing, projects are service “bill-payers”
  • KC46A Program (Tinker AFB for Depot Maint & Altus AFB for Training)
  • New: B-21 platform at Tinker AFB
  • FT Sill TRADOC mission

– SRM - Sustainment, Restoration, Modernization
  • Assessment: Steady, same as last year
  • More SRM centralized control continues for Army and AF
  • Healthy Defense Logistics Agency Support at Tinker AFB
  • Large building renovations, airfield pavement & small short duration projects
  • Larger dollar value projects (> $4M)

– IIS - Interagency and International, Support Program (Up trend, same as last year)
  • Assessment: Overall Steady, Increasing VA
  • Veterans Affairs (VISN 19) at OKC and Muskogee VA Hospitals
ARCHITECTURE/ENGINEERING

– FY 19 – 155 AE (not Env) contract actions obligating $17.5M (FY18 $21.5)

– Access
  • SWT generally uses IDCs for AE work (FAR PART 36)
  • MILCON: Total set-asides for AE services <$1M task Orders (DFARS 219.502-1)
  • Build exposure and local experience through teaming with AE Primes
  • Contact Design-Build primes under contract with the district

– Current Capacity
  • FY20 General AE Services (5LB @ $15M / 4SB @ $6M) Award 4QFY20

– Future Capacity
  • FY20 AE Survey – Replace in Kind to W912BV16D003/4
  • FY20 AE Survey (AF Real Estate) (Synopsis to be released Friday 14AUG20)
  • FY20 AE Geotechnical $9M (Sources Sought pending)

– Future Work
  • MILCON, SRM, Civil Works Construction/Services, IIS
SUSTAINMENT, RESTORATION, MODERNIZATION

(Tinker AFB, Vance AFB, Sheppard AFB, Altus AFB, Ft. Sill)

– Access
  • Most SRM requirements awarded through existing IDIQs
  • Local or agency experience valued
  • Build experience
    – Teaming or Subcontracting
    – Other federal or installation contracts
    – Civil-Works Projects
  • Multiple Socio-economic categories are advised

– Current Capacity
  • SB MATOC – nearly depleted, FY17 WOSB MATOC 60%, FY17 SDVOSB MATOC 50%
  • FY19 SATOCs x 2 >90%
  • FY20 POCAs x 10 >90%

– Future Capacity
  • Expect Market Research in early FY21 for replacement FY21 MATOCs and SATOCs / Roofing MATOC FY21

– Future Work
  • MILCON, SRM, Civil Works Construction/Services, IIS
  • No additional MILCON awards this FY
  • FY20 24 SRM projects @ $132M (18 @ $81M pending award)
MILITARY CONSTRUCTION

- MILCON acquisition strategy based on complexity
- SWT does not maintain LB Construction IDIQs for MILCON – normally competed
- Less complex discrete projects set aside-negotiated IDIQ, or competed
- Subcontracting performance is carefully tracked

<table>
<thead>
<tr>
<th>Location</th>
<th>Requirement</th>
<th>ROM</th>
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<tr>
<td>Tulsa, OK</td>
<td>138th FW Fuel Storage Complex</td>
<td>$10M-$20M</td>
<td>UR</td>
<td>AUG 20</td>
<td>OCT 20</td>
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<td>Sheppard AFB</td>
<td>Circuit 4/11 Overhead to Underground Conv</td>
<td>$10M-$20M</td>
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<td>Sheppard AFB</td>
<td>Clinic Demolition</td>
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<td>Altus AFB</td>
<td>Airfield Lighting (Strobes)</td>
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<td>NOV 19</td>
<td>APR 21</td>
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<td>McAlester AAP</td>
<td>Ammunition Reclamation Center</td>
<td>$25M-$50M</td>
<td>UR</td>
<td>NOV 20</td>
<td>MAR 21</td>
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<tr>
<td>Tinker AFB</td>
<td>E-3G Software Integration Lab</td>
<td>$10M-$25M</td>
<td>UR</td>
<td>MAY 21</td>
<td>AUG 21</td>
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<td>Fort Sill</td>
<td>Adv Individual Training Barracks Cplx Ph 2</td>
<td>$50-$100M</td>
<td>UR</td>
<td>JAN 21</td>
<td>MAR 21</td>
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<tr>
<td>Vance AFB</td>
<td>Center Runway</td>
<td>$50M-$100M</td>
<td>UR</td>
<td>FEB 21</td>
<td>SEP 21</td>
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</table>

See SWT Forecast for other projects
CIVIL WORKS MISSION AREAS

Water Supply
- 39.6% of Corps water supply contracts
- 28 lakes, 143 water supply customers
- 1.9 million acre-feet under contract
- 0.29 million acre-feet not under contract

Water Quality
-增强了市政、工业、灌溉用水
-保护了濒危物种
-改善了退化的河流

Hydroelectric Power
- 8座发电厂
-生产585,000千瓦容量
-为8000万顾客供电

Flood Risk Management
- 38座军方水坝+12座其他
- 15,950,000英亩未蓄洪
- 阿肯色河盆地：节省26.88亿美元的洪灾损失
- 红河盆地：节省2.88亿美元的洪灾损失

Environmental Stewardship
- 1.15万英亩联邦土地
- 660,000英亩野生动物管理区

Recreation
- 510个娱乐区
- 1830万游客
- 7.706亿美元对周边军方项目的影响

McClennan-Kerr Arkanas River Navigation System
- 5座水坝及其他
- 3个主要港口

McClennan-Kerr Arkanas River Navigation System
- 5座水坝及其他
- 3个主要港口

Denison Dam Turbine

Hawthorn Bluff Beach, Oologah Lake

Least Terns Nesting on Arkansas River

Red River Chloride, Area VI
CIVIL WORKS TRENDS

– Investigations
  • Assessment: **Steady**; PAS&T steady.
  • Feasibility: 2 Feasibility Studies Completed and moved on to Preconstruction, Engineering, and Design Phase.
  • Planning Assistance to States and Tribes (PAS&T): Currently $536k toward completion of water resources initiatives in OK, KS and with the Tribes.
  • Silver Jackets program to support State FRM needs currently have $248k.

– Construction
  • Assessment: **Down**; In a trough between Dam rehabs and studies maturing into construction.
  • Closing out two projects. $0 budgeted in FY21.
  • Hydropower: $500M Major Rehabilitation Program over the next decade. Funded directly from SWPA, not in budget.

– Operations and Maintenance
  • Assessment: **Steady**; Exploring risk-based prioritization on high-dollar items.
  • Backlog on aging infrastructure marches forward; maintenance needs prioritized at the district and compete nationally.
  • Flood Supplemental to repair Flood Damages at Corps Projects $82M.

– Support to Tribes
  • Assessment: **Steady**
  • Technical support to 15 tribes for $30M in construction.
  • Tribal Partnership Program (TPP) water resource study $500k, full Federal.
COE APPROPRIATIONS TRENDS (NATIONAL)

COE National Appropriations


$0  $1,000,000,000  $2,000,000,000  $3,000,000,000  $4,000,000,000  $5,000,000,000  $6,000,000,000  $7,000,000,000  $8,000,000,000  $9,000,000,000

PB  WP  INCREASE
SWT Appropriation Increase above President Budget

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<td>INCREASE</td>
<td>$8,322,000</td>
<td>$8,339,175</td>
<td>$8,643,000</td>
<td>$8,500,000</td>
<td>$9,520,000</td>
<td>$10,394,000</td>
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</table>
CIVIL WORKS (O&M MAINTENANCE)

– Access
  • Often open competed contracts due to specialized work
  • Especially important to respond to Sources Sought due to lower volume of contractors in CW
  • Team with specialists whose experience closely matches requirement
  • Smaller CW projects (typically under $250K) required annually (3-4Q Awards)

– Current Capacity
  • CW Horizontal MATOC $49M AUG20 – 5 Vendors
  • Two CW POCAs in 2019 ($4M & $20M)
  • Other D/B Construction capacity can be used as appropriate

– Future Capacity
  • Crane MATOC – Presolicitation in Beta.SAM W912BV19R0036

– FY20-21 Scheduled Maintenance (to be openly competed)

See SWT Forecast for other projects
CIVIL WORKS SERVICE PROJECTS

– Project Offices at lakes utilize revolving service contracts for Mowing, Janitorial, Park Cleaning, Debris Removal etc.
  • Good way to gain experience with the district as stepping stone to other work

– Access – Do Your Homework
  • Who are the POCs? Operation Project Managers, Lake Managers
  • When will the cycle (1+4) on that contract come available? Normally all awarded by 2nd QTR
  • Where is the work; go visit site and ask questions
  • How will it be advertised? SB set-aside for all work under $250k
  • Talk to OBAN/PTAC who can help you research a fair and reasonable bid price based on previous contract awards
  • Carefully read through the solicitation
  • Talk to SB Deputy and Lake Managers

– Current Capacity
  • Typically do not use IDIQ contract for area service requirements

– Future Work – check beta.sam.gov
REGIONAL PLANNING AND ENVIRONMENTAL CENTER CONTRACTING OPPORTUNITIES

– The RPEC is responsible for all military reimbursable Environmental and Master Planning Program work within the Southwestern Division boundaries
– RPEC is also charged with Planning and Environmental Support of the Regional Civil Works Mission
– RPEC is supported by both Tulsa and Fort Worth Contracting Offices (monitor both in FEDBIZOPS)
– Majority of reimbursable program requirements are awarded through existing IDCs and MATOCs
– Sole-Source driven by operational necessity
RPEC SERVICE AREAS

-Southwestern Division
  • Military/Reimbursable Environmental Services
  • Military Munitions Support Services
  • Master Planning (Military and Civil)
  • Civil O&M Master Planning
  • Civil Works Planning and Environmental

-Pacific Ocean Division
  • Military Master Planning
PROGRAM EXECUTION AND OBLIGATIONS

- FY14
- FY15
- FY16
- FY17
- FY18
- FY19
- FY20

- Civil
- Environmental
- IIS
- Military
- R&D

Millions

- $300.00
- $200.00
- $100.00
- $0.00
REPRESENTATIVE PARTNERS/CUSTOMERS

– IMCOM Headquarters
– Air Force Civil Engineer Center (AFCEC)
– Joint Base San Antonio
– Fort Polk
– Marine Corps Air Station Iwakuni (Japan)
– U.S. Army Garrison Hawaii
– Fort Hood
– Tinker AFB
– Customs and Border Protection
### RPEC CONTRACT ACQUISITION FY20 UPDATE

<table>
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<tr>
<th>Contract (Type)</th>
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<th>Business Class</th>
<th>Planned RFP</th>
<th>Planned Award</th>
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<tbody>
<tr>
<td>ECS: Environmental Services (MATOC IDC)</td>
<td>$20.M</td>
<td>Hub Zone</td>
<td>MAY 2020</td>
<td>DEC 2020</td>
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<tr>
<td>ERS: Optimized Remediation Contract OK/AR Group (C-Type)</td>
<td>$25M</td>
<td>SB</td>
<td>APR 2019</td>
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<td>ERS: Optimized Remediation Contract Texas Group (C-Type)</td>
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<td>Nov 2019</td>
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<td>Haz Waste</td>
<td>15M</td>
<td>8a</td>
<td>FY21</td>
<td>FY21</td>
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NAICS Codes: ERS: 562910, ECS: 541620, A-E: 541330
RPEC POINTS OF CONTACT

Military & Interagency
Environmental Branch

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Master Planning Branch

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Joey Ball, Chief, Military Master Planning Section
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817.886.1878

Chief, Civil Master Planning Section
VACANT
FY19 SWT SMALL BUSINESS

- **LB**: 54.8%
- **SB**: 45.0%
- **SDB**: 23.5%
- **HZ**: 5.3%
- **WO**: 6.5%
- **SV**: 4.3%

- **Goal**
- **Achieved**
Questions?
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gene.snyman@usace.army.mil
918-669-7010

Forecast Push Distro
CESWT-OSBP@usace.army.mil
PRE-AWARD LESSONS LEARNED

- Read the solicitation carefully; each solicitation stands on its own.
- Ask questions during the solicitation phase. Ensure that you understand what is required by the solicitation.
- Read the solicitation prior to the pre-proposal meeting.
- Know which evaluation criteria are more important than others; the relative weights of the criteria are in the solicitation. Know the importance placed on technical merit versus cost/price as stated in the solicitation.
- Know the basis of award as discussed in the solicitation:
  - Technically-Acceptable, Lowest-Price or the Trade-Off method.
  - With or without discussions (may not get a chance to improve your proposal)
- To reduce risk, the Government looks for past experience relevant to the work required by the Statement of Work/Specifications. Therefore, technical experience that qualifies a firm to do the work described in the solicitation is most valuable.
- If your firm is lacking in experience in an area of work, you may consider joint ventures or teaming as a subcontractor with a firm who gets an award in order to gain experience.
- Do not fill the proposal with "fluff"; the source-selection board is not looking for marketing brochures. Respond thoroughly in the technical proposal to each factor and sub-factor listed in the solicitation with substantive information directly relating to the factors and subfactors. Missing information results in a deficiency.
- Take page limits seriously!
- Highlight and deficiencies up front and understand the risk.
PRE-AWARD LESSONS LEARNED

- Format your technical proposal factor by factor, subfactor by subfactor as listed in the solicitation. If your response to a factor or subfactor is a repeat of information you have in another area in the technical proposal, offerors may cross reference but make sure it is very clear. Don't make the Board search for the information.

- The cost/price and technical proposals are two separate documents. Do not cross reference between them. All information asked for by the RFP should be contained in the technical or cost/price proposal as required even if there appears to be duplication.

- Prepare cost/price proposals as stated in the solicitation. Ensure that all required forms and documents are completed as indicated and are furnished with the proposal. Include all detail necessary to clearly substantiate prime and subcontractor labor rates, other direct costs, and markups proposed. Detail is key in your cost / price proposal. More detail is better than less.
POST-AWARD LESSONS LEARNED

- Read the contract carefully and thoroughly!

- Understand the importance of submittals required before notice-to-proceed is issued. Delays in submittals do not constitute a valid delay of schedule.

- Identify any problems you may have with contract reporting requirements such as Resident Management System early in the process.

- Attend site visits, ask questions, and seek clarification of any unclear aspects of the Statement of Work.

- The Government staff on site must balance the development of and assistance to small businesses with customer requirements quality and schedule.
SAME Fort Worth Post Industry Day

LAKISHA VANCE
DEPUTY, OFFICE OF SMALL BUSINESS PROGRAMS
USACE LITTLE ROCK DISTRICT
SAME FORT WORTH POST
ANNUAL GOVERNMENT INDUSTRY DAY WORKSHOP

Kisha Vance
Deputy, Office of Small Business Program
Little Rock District
13 August 2020
LITTLE ROCK DISTRICT

Civil Works
- Flood Risk Reduction: 12 reservoirs
- Navigation: McClellan-Kerr Arkansas River
  - 308 miles of navigable channel
  - 13 lock and dam structures
- Hydropower: 7 plants
- Recreation: 146 parks
- Water Supply
- Environmental Stewardship/Regulatory
- Emergency Management

Military Execution
State of Arkansas
- Little Rock Air Force Base
- Pine Bluff Arsenal
- Fort Chaffee
- Support to USACE Southwestern Division
  - Fort Bliss/Fort Hood/WSMR/Fort Polk
  - DOE/DHS/VA
  - Medical Support-Construction, Renovation, & Initial Outfitting of DOD medical facilities worldwide
DISTRICT BOUNDARIES
Medical Support Division

One of three USACE Districts supporting DOD health facilities worldwide

Three types of support provided:

- Design-Build Construction
- Engineering Infrastructure Repair (EIR)
- Initial Outfitting (supplies)

Customer:

- Defense Health Agency (DHA)
  - Air Force Medical Support Agency (AFMSA)
  - Navy Bureau of Medicine and Surgery (BUMED)
  - Army Medical Command (MEDCOM)
Civil Works Contracting Opportunities

McClellan-Kerr Arkansas River Navigation System (MKARNS)

- Dredging
- Bank Stabilization

DAMS & POWERHOUSES

- Construction
- Maintenance
LITTLE ROCK DISTRICT
DHA
INITIAL OUTFITTING (IO) PROGRAM

IO is everything not bolted down
Military Execution

Current Projects at 63rd

- 63rd RSC Municipal Services
- 63rd RSC Facility Maintenance

Current Projects at LRAFB

- Fuselage Trainer, Little Rock AFB, AR
- Alter Hydrant Fuel System, Little Rock AFB, AR
- 168 Person Dorm, Little Rock AFB, AR
Recreation Contracting Opportunities

- Liquid Waste
- Boundary Maintenance
- Plumbing Maintenance
- Mowing
- Solid Waste Disposal
- Materials
- Park Maintenance
- Park Cleanup
- Buoy Maintenance
- Janitorial
- Electrical Maintenance
- Tree Maintenance
- Herbicide Application
- Park Attendants
### FY20 Medical Support Projects

<table>
<thead>
<tr>
<th>PROJECT TITLE</th>
<th>LOCATION</th>
<th>AWARD</th>
<th>COST RANGE</th>
<th>SET ASIDE</th>
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<tbody>
<tr>
<td>Army Medical Command Design-Build MATOC</td>
<td>CONUS</td>
<td>2020</td>
<td>$240M Capacity</td>
<td>Small Business W9127S19R6002</td>
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<td>Integrated Design Build Initial Outfitting 5.0 (iDBIO)</td>
<td>CONUS</td>
<td>2022</td>
<td>$900M Capacity</td>
<td>Small/Large Business W9127S20R6018</td>
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## FY20 Civil Works Projects

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<tr>
<td>Intake Gate Machinery Rehab</td>
<td>Norfork Dam</td>
<td>4th Qtr</td>
<td>$1-5M</td>
<td>Small Business W9127S20R0004</td>
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<tr>
<td>Transformer Replacement</td>
<td>Norfork Powerhouse</td>
<td>4th Qtr</td>
<td>$1-5M</td>
<td>Small Business W9127S20Q0001</td>
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<tr>
<td>Exciter Replacement</td>
<td>Norfork Powerhouse</td>
<td>4th Qtr</td>
<td>$1-5M</td>
<td>Unrestricted W9127S20Q0002</td>
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<td>Bridge Crane Replacement</td>
<td>Norfork Dam</td>
<td>4th Qtr</td>
<td>$1-5M</td>
<td>Small Business W9127S20R0001</td>
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<td>Elevator Rehab</td>
<td>Norfork Powerhouse</td>
<td>4th Qtr</td>
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# FY20 Civil Works Projects

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<th>PROJECT TITLE</th>
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<td>Rehab Penstocks</td>
<td>Beaver Powerhouse</td>
<td>4th Qtr</td>
<td>$1-5M</td>
<td>Small Business</td>
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<tr>
<td>Essential AC/DC Distribution System Replacement</td>
<td>Gerrys Ferry Powerhouse</td>
<td>4th Qtr</td>
<td>$1-5M</td>
<td>Small Business</td>
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<tr>
<td>Job Order Contract (JOC) for Minor Construction</td>
<td>Little Rock District AOR</td>
<td>4th Qtr</td>
<td>$72.5M</td>
<td>8(a) Competed</td>
</tr>
</tbody>
</table>

*W9127S20R0002*

*W9127S20R0008*
## FY20 Military Projects

<table>
<thead>
<tr>
<th>PROJECT TITLE</th>
<th>LOCATION</th>
<th>AWARD</th>
<th>COST RANGE</th>
<th>SET ASIDE</th>
</tr>
</thead>
<tbody>
<tr>
<td>168 Person Dorm</td>
<td>Little Rock AFB, AR</td>
<td>4th Qtr</td>
<td>$10-15M</td>
<td>Small Business W9127S20R6008</td>
</tr>
<tr>
<td>C-130H/J Fuselage Trainer Facility</td>
<td>Little Rock AFB, AR</td>
<td>4th Qtr</td>
<td>$25-100M</td>
<td>Unrestricted W9127S20R6019</td>
</tr>
<tr>
<td>DLA Fuel Hydrant Alterations, LRAFB</td>
<td>Little Rock AFB, AR</td>
<td>2021</td>
<td>$10-15M</td>
<td>Small Business W9127S20R6003</td>
</tr>
</tbody>
</table>
# FY20 Initial Outfitting

<table>
<thead>
<tr>
<th>PROJECT TITLE</th>
<th>LOCATION</th>
<th>AWARD</th>
<th>COST RANGE</th>
<th>SET ASIDE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Wallace Creek Ambulatory Car Center &amp; Dental Clinic IO</td>
<td>Camp Lejeune, NC</td>
<td>4th Qtr</td>
<td>$1-5M</td>
<td>TBD W9127S20Q6003</td>
</tr>
<tr>
<td>Creech Clinic IO</td>
<td>Creech AFB, NV</td>
<td>FY21</td>
<td>$5-10M</td>
<td>TBD</td>
</tr>
<tr>
<td>Misawa Clinic IO</td>
<td>Misawa AFB, Japan</td>
<td>FY21</td>
<td>$5-10M</td>
<td>TBD</td>
</tr>
<tr>
<td>NAMRU-6 Building 2 IO</td>
<td>Lima, Peru</td>
<td>FY21</td>
<td>$1-5M</td>
<td>TBD</td>
</tr>
<tr>
<td>Navy Guantanamo Bay IO</td>
<td>Guantanamo Bay, Cuba</td>
<td>FY21</td>
<td>$1-5M</td>
<td>TBD</td>
</tr>
<tr>
<td>Defense Health Agency, Walter Reed National Military Medical Center Addition/Alteration</td>
<td>Bethesda, MD</td>
<td>FY21</td>
<td>$100-250M</td>
<td>TBD W9127S20R6001</td>
</tr>
</tbody>
</table>
## FY20 Recreational Services

<table>
<thead>
<tr>
<th>PROJECT TITLE</th>
<th>LOCATION</th>
<th>AWARD</th>
<th>COST RANGE</th>
<th>SET ASIDE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gate Attendant Service, Cleanup and Solid Waste Removal Services</td>
<td>Pine Bluff Project Office, AR</td>
<td>4th Qtr</td>
<td>$250K-$500K</td>
<td>Small Business W9127S20Q008</td>
</tr>
</tbody>
</table>
# FY20 Interagency Services

<table>
<thead>
<tr>
<th>PROJECT TITLE</th>
<th>LOCATION</th>
<th>AWARD</th>
<th>COST RANGE</th>
<th>SET ASIDE</th>
</tr>
</thead>
<tbody>
<tr>
<td>VA/Law Enforcement Training Center Dining Facility</td>
<td>North Little Rock, AR</td>
<td>4th Qtr</td>
<td>$5-10M</td>
<td>Small Business W9127S20R600 2</td>
</tr>
</tbody>
</table>
2019 ARKANSAS RIVER FLOOD
HTTPS://WWW.FACEBOOK.COM/LITTLEROCKUSACE/
2019 ARKANSAS RIVER FLOOD
HTTPS://WWW.FACEBOOK.COM/LITTLEROCKUSACE/
2020 Arkansas Regional Industry Days

• **Date and Location TBD** - (2nd week in December - Philander Smith College, Little Rock, AR)

• Representatives from Memphis, Kansas City, Vicksburg and Tulsa Districts, Little Rock AFB, Central Arkansas Veterans Healthcare System and other Federal Agencies will also be participating

• Host Industry Capability Briefings

• Registration information will be posted on Small Business Events [www.beta.sam.gov](http://www.beta.sam.gov)
Additional Information

Kisha Vance
dll-ceswldeputyforsmallbusiness@usace.army.mil

Website: http://www.swl.usace.army.mil/Business-With-Us/Small-Business/

Contracting Division Central Line: (501) 324-5720

Website: https://www.swl.usace.army.mil/Business-With-Us/Contracting/

SAME Fort Worth Post Industry Day

Diana Jordan-Burks
Deputy, Office of Small Business Programs
USACE Galveston District
Doing Business with The U.S Army Corps of Engineers-Galveston District

Diana P. Jordan-Burks
District Deputy, Small Business Programs
USACE Galveston District
August 13, 2020
o Texas Ports and Waterways moved 575M
o 50,000 square mile district boundary
o 460 miles of coastline
o 48 Texas counties
o 18 counties – Coastal Bay Estuaries
o 2 Louisiana parishes
o 500 full time employees
o 760 miles shallow draft
o 240 miles deep draft
o 13 shallow draft ports
o 15 deep draft ports
SWG Mission Areas

- Navigation
- Flood Risk Mitigation
- Ecosystem Restoration
- Shoreline Protection
- Regulatory
- Military Construction
- Emergency Management
<table>
<thead>
<tr>
<th>Categories</th>
<th>Goals</th>
<th>Achieved</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>34%</td>
<td>54%</td>
</tr>
<tr>
<td>Small Disadvantaged Business</td>
<td>2%</td>
<td>2%</td>
</tr>
<tr>
<td>Women-Owned Small Business</td>
<td>6%</td>
<td>15%</td>
</tr>
<tr>
<td>HUBZone Small Business</td>
<td>4%</td>
<td>9%</td>
</tr>
<tr>
<td>Service Disabled Veteran-Owned Small Business</td>
<td>2%</td>
<td>9%</td>
</tr>
<tr>
<td>*Historically Black Colleges &amp; University Minority Institutes</td>
<td>5%</td>
<td>0%</td>
</tr>
</tbody>
</table>

*Aspirational Goal
RECENT UPDATES TO USACE
ARCHITECT-ENGINEER
CONTRACTING

Texas Coastal
Hydropower

Military/IIS
Flood Risk Mgmt
ARCHITECT-ENGINEER (A-E) CONTRACTING REFERENCES

- Engineer Pamphlet (EP) 715-1-7, Architect-Engineer Contracting in USACE, 29 February 2012
- 40 U.S.C. Chapter 11, Selection of Architects and Engineers (Brooks Act)
- Federal Acquisition Regulation (FAR) Subpart 36.6, Architect-Engineer Services
- Federal Acquisition Regulation (FAR) Subpart 16.5, Indefinite-Delivery Contracts
- Federal Acquisition Regulation (FAR) Subpart 2.1, Class Deviation 2018-O0018, Simplified Acquisition Threshold ($250K)
- DFARS 219.502-2, Total Set-Asides, A-E Military Construction/Family Housing
- USACE Acquisition Instruction (UAI), Subpart 5136.6 – Architect-Engineer Services, 3 June 2019
- DoD Source Selection Procedures, 01 April 2016
- Director’s Policy Memorandum, Procedures for the Selection of Task Orders on Architect-Engineer Indefinite Delivery Contracts (IDCs), March 2020
IDC-TASK ORDER SELECTION PROCESS, GALVESTON DISTRICT

**Indefinite Delivery Contract A-E Process:**

- Sources Sought
- Synopsis/ Solicitation
- Proposal Due Date
- Selection Panel
- Report Routing / Selection Authority Approval
- Contract Notification
- Debriefs

  RFP Letters issued to Successful Firms
  Successful Firms Submit Labor Rate Proposals
  Negotiations for Rates
  Final Negotiation Documentation forwarded to CT*
  CT* Prepares Final Contract Documentation
  IDC MATOCs Awarded

**Task Order Selection “Step-1” Process:**

- Task Order Requirement
- Notification Letter Issued to MATOC
- A-E Prepares and Submits Supplemental Information
- Task Order Source Selection Panel
- Report Routing/ Selection Authority Approval
- RFP Letter / Task Order Requirement issued to Highest Ranked Firm
COMMON REQUESTS FOR INFORMATION

- All firms can see all RFIs and Government responses
- Who are the incumbent contractors? www.fpds.gov
- What locations will the Government give higher consideration?
- Can you please change the page limitation and font size?
- We would like to come to a capabilities presentation to the district
GALVESTON DISTRICT ACQUISITION UPDATE

Texas Coastal
Hydropower
Military/IIS
Flood Risk Mgmt
# ACQUISITION UPDATE – DESIGN (BROOKS ACT)

## Existing Contracts

<table>
<thead>
<tr>
<th>Description</th>
<th>Solicitation/ Contract #</th>
<th>Structure</th>
<th>Capacity</th>
<th>Planned / Actual Award</th>
<th>PoP</th>
<th>Regional?</th>
<th>Supported Programs</th>
<th>General SOW</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>$96M A-E MATOC</td>
<td>W912HY-19-D-0001 through 0009</td>
<td>3UR, 3SB, 3WOSB</td>
<td>$96M</td>
<td>6 Jun 2019 (A)</td>
<td>7 years</td>
<td>5-yr base 2-yr option</td>
<td>Yes</td>
<td>Civil, IIS, MI**</td>
<td>A-E Horizontal Engr, Design, CPS (EDC)</td>
</tr>
<tr>
<td>A-E Design Services – S2G Freport CSRM SATOC</td>
<td>W912HY-20-D-0003</td>
<td>1UR</td>
<td>$72M</td>
<td>15 Oct 2019 (A)</td>
<td>8 years</td>
<td>4-yr base (2) 2-yr options</td>
<td>No</td>
<td>Supp only</td>
<td>A-E Engr, Design, CPS (EDC)</td>
</tr>
<tr>
<td>A-E Design Services – S2G Orange CSRM SATOC</td>
<td>W912HY-20-D-0001</td>
<td>1UR</td>
<td>$228M</td>
<td>11 Dec 2019 (A)</td>
<td>8 years</td>
<td>4-yr base (2) 2-yr options</td>
<td>No</td>
<td>Supp only</td>
<td>A-E Engr, Design, CPS (EDC)</td>
</tr>
<tr>
<td>Topographic Survey MATOC</td>
<td>W912HY-19-D-0013 and 14</td>
<td>2SB</td>
<td>$10M</td>
<td>2 Mar 2020 (A)</td>
<td>5 years</td>
<td>3-yr base 2-yr option</td>
<td>Yes</td>
<td>Civil, IIS, MI **</td>
<td>Land Survey and Mapping</td>
</tr>
</tbody>
</table>

## Planned Procurements

<table>
<thead>
<tr>
<th>Description</th>
<th>Solicitation/ Contract #</th>
<th>Structure</th>
<th>Capacity</th>
<th>Planned / Actual Award</th>
<th>PoP</th>
<th>Regional?</th>
<th>Supported Programs</th>
<th>General SOW</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>$775M A-E MATOC</td>
<td>TBD</td>
<td>TBD</td>
<td>$775M</td>
<td>TBD</td>
<td>TBD</td>
<td>Yes</td>
<td>Civil, IIS, MI</td>
<td>A-E Horizontal Engr, Design, CPS (EDC)</td>
<td>Reviewing market research to develop the acquisition strategy; SWG expects a significant amount of AE services over the next several years</td>
</tr>
<tr>
<td>Hydrographic Survey MATOC</td>
<td>TBD</td>
<td>TBD</td>
<td>$13M</td>
<td>TBD</td>
<td>5 years</td>
<td>3-yr base 2-yr option</td>
<td>Yes</td>
<td>Civil, IIS, MI **</td>
<td>Hydrographic Survey</td>
</tr>
<tr>
<td>Construction Phase Services</td>
<td>TBD</td>
<td>TBD</td>
<td>$100M+</td>
<td>Dec 2021 (P)</td>
<td>TBD</td>
<td>Yes</td>
<td>Civil, IIS, MI</td>
<td>SWF is procuring CPS services for the region</td>
<td>Reviewing market research to develop the acquisition strategy.</td>
</tr>
</tbody>
</table>

** IIS and Military limited to $10M
Supp = BBA 18 Supplemental Program
UR = Unrestricted, SB = Small Business, WOSB = Woman Owned Small Business
PoP = Period of Performance
### ACQUISITION UPDATE – PROFESSIONAL SERVICES

<table>
<thead>
<tr>
<th>Description</th>
<th>Solicitation/Contract #</th>
<th>Structu re</th>
<th>Capacit y</th>
<th>Planned /Actual Award</th>
<th>PoP</th>
<th>Regional ?</th>
<th>Supported Programs</th>
<th>General SOW</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Field Exploration and Laboratory Testing MATOC</td>
<td>W912HY-20-R-0008</td>
<td>2UR, 2SB</td>
<td>$20M</td>
<td>22 Dec 2020 (P)</td>
<td>5 years</td>
<td>Yes</td>
<td>Civil, IIS, MI</td>
<td>Professional Services – Geotech and Lab Testing</td>
<td>Proposals under evaluation</td>
</tr>
<tr>
<td>Quality Assurance Testing</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
<td>Materials Testing</td>
<td>Acquisition planning has not yet started</td>
<td></td>
</tr>
</tbody>
</table>
# ACQUISITION UPDATE – CONSTRUCTION

<table>
<thead>
<tr>
<th>Description</th>
<th>Solicitation/ Contract #</th>
<th>Structure</th>
<th>Capacit y</th>
<th>Planned /Actual Award</th>
<th>PoP</th>
<th>Regional ?</th>
<th>Supported Programs</th>
<th>General SOW</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Existing Contracts</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hopper Dredging <strong>MATOC</strong></td>
<td>W912HY-19-D-0012 through 0015</td>
<td>4UR</td>
<td>$25M</td>
<td>30 Sep 2019 (A)</td>
<td></td>
<td>No</td>
<td>Civil Dredging</td>
<td></td>
<td>**</td>
</tr>
<tr>
<td>Pipeline Dredging <strong>MATOC</strong></td>
<td>W912HY-20-D-0004 through 0011</td>
<td>4UR, 4SB</td>
<td>$45M</td>
<td>30 Apr 2020 (A)</td>
<td></td>
<td>No</td>
<td>Civil Dredging</td>
<td></td>
<td>**</td>
</tr>
<tr>
<td>Freeport Dredging <strong>SATOC</strong></td>
<td>W912HY-19-D-0016</td>
<td>1UR</td>
<td>$44M</td>
<td>25 Sep 2019 (A)</td>
<td></td>
<td>No</td>
<td>Civil Dredging</td>
<td></td>
<td>**</td>
</tr>
<tr>
<td><strong>Planned Procurements</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>UR/SB Horizontal Construction <strong>MATOC</strong></td>
<td>TBD</td>
<td>TBD</td>
<td>$7B</td>
<td>Q1FY22 (P)</td>
<td>TBD</td>
<td>Primarily Supp, Civil, IIS, MI</td>
<td>Horizontal Construction</td>
<td>Acquisition documents complete and under review at HCA prior to submission to DASA (P)</td>
<td></td>
</tr>
<tr>
<td>Small Business Horizontal Construction <strong>MATOC</strong></td>
<td>TBD</td>
<td>TBD</td>
<td>$450M</td>
<td>Q3FY21 (P)</td>
<td>Yes</td>
<td>Civil, IIS, MI</td>
<td>Horizontal Construction</td>
<td>Acquisition documents scheduled to submit to the Senior Contract Official on 24 July</td>
<td></td>
</tr>
<tr>
<td>8(a) Horizontal Construction <strong>MATOC</strong></td>
<td>TBD</td>
<td>TBD</td>
<td>$45M</td>
<td>Q3FY21 (P)</td>
<td>Yes</td>
<td>Civil, IIS, MI</td>
<td>Horizontal Construction</td>
<td>Acquisition documents scheduled to submit to the Senior Contract Official on 24 July</td>
<td></td>
</tr>
<tr>
<td>Mechanical Dredging <strong>SATOC</strong></td>
<td>W912HY-19-R-0017</td>
<td>1UR</td>
<td>$48M</td>
<td>Q4FY20 (P)</td>
<td></td>
<td>No</td>
<td>Civil Dredging</td>
<td>Solicitation to be issued in July 2020</td>
<td></td>
</tr>
</tbody>
</table>

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Supp = BBA 18 Supplemental Program
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PoP = Period of Performance
How To Do Business With The Corps

- Register at SAM.gov or Update your SAM.gov account

- Market Research
  - You must respond to the Sources Sought Synopsis in Beta.SAM.GOV
  - Tell other small businesses to respond
  - Rule of Two for Services, Supplies, and Construction
  - Rule of Three for Architecture and Engineering
How To Do Business With The Corps

- Update your Dynamic Small Business Search (DSBS) Profile
  - Current POCs
  - Bonding Amounts
  - NAICS codes
  - Detailed descriptions of what your company does

- Submit Proposals/Bids
Small Business Office and Contracting

Diana P. Jordan-Burks
Deputy for Small Business Programs
Galveston District
904-615-7719
Diana.P.Jordan-Burks@usace.army.mil
SAME Fort Worth Post Industry Day

JOEY PHELPS
CUSTOMER SERVICE DIRECTOR
GSA
Category Management
An Overview

Joey Phelps
GSA Customer Service Director
August 13, 2020
What do you see here?
Scope: Gov-wide Common Spend

Total FY18 spend ≈$449.8B  |  Common spend ≈$286.3B  |  Common spend under management ≈$120.3B (42%)

Facilities & Construction ≈$77.2
- Construction Related Materials
- Construction Related Services
- Facilities Purchase & Lease
- Facility Related Materials
- Facility Related Services

Professional Services ≈$67.7B
- Business Admin Services
- Financial Services
- Legal Services
- Management & Advisory Services
- Marketing & Public Relations
- Research & Development
- Social Services
- Technical & Engineering Services

IT ≈$54.4B
- IT Software
- IT Hardware
- IT Consulting
- IT Security
- IT Outsourcing
- Telecomms

Medical ≈$38.2B
- Drugs & Pharmaceutical Products
- Healthcare Services
- Medical Equipment, Accessories, & Supplies

Transportation & Logistics ≈$25.8B
- Fuels
- Logistics Support Services
- Motor Vehicles (non-combat)
- Package Delivery & Packaging
- Transportation Equipment
- Transportation of Things

Industrial Products & Services ≈$10.0B
- Basic Materials
- Fire/Rescue/Safety/ Environmental Protection Equipment
- Hardware & Tools
- Industrial Products Install/ Maintenance/Repair
- Machinery & Components
- Oils, Lubricants, & Waxes
- Test & Measurement Supplies

Security & Protection ≈$5.6B
- Ammunition
- Protective Apparel & Equipment
- Security Animals & Related Services
- Security Services
- Security Systems
- Weapons

Human Capital ≈$4.3B
- Compensation & Benefits
- Employee Relations
- Human Capital Evaluation
- Strategy, Policies, & Ops Planning
- Talent Acquisition
- Talent Development

Office Management ≈$1.7B
- Furniture
- Office Management Products
- Office Management Services

Travel ≈$1.2B
- Employee Relocation
- Lodging
- Passenger Travel
- Travel Agent & Misc. Services
Business Case for Category Management

Need to Close Price Variance Gap

*Same purchase – different prices*

- 500% Variation
  - $5-$25

- 400% Variation
  - $23-$91

- 286% Variation
  - $453-$1298

Limited Gov-wide Visibility
Best-in-Class
**Best-in-Class (BIC) Introduction**

**BIC** = designation for government-wide acquisition solutions that meet [OMB criteria](#).

*Why choose a BIC solution?*

<table>
<thead>
<tr>
<th>Thoroughly vetted</th>
<th>Simple to use</th>
<th>Compliant with requirements</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reviewed by category teams</td>
<td>Available on Solutions Finder</td>
<td>Complies with OMB guidance</td>
</tr>
<tr>
<td>Offer pre-negotiated terms &amp; rates</td>
<td>Prevents contract duplication</td>
<td>Supports small business goals</td>
</tr>
<tr>
<td>Demonstrates commitment to small business</td>
<td>Simplifies market research &amp; negotiation</td>
<td>Helps achieve FY18 SUM &amp; BIC targets</td>
</tr>
</tbody>
</table>
Contracts designated Best-in-Class (BIC) meet key criteria defined by OMB:

1. Rigorous requirements definitions and planning processes
2. Appropriate pricing strategies
3. Data-driven demand management strategies
4. Category and performance management practices
5. Independently validated reviews
Spend Under Management
Spend Under Management (SUM)

- The percentage of an organization’s spend that is actively managed according to category management principles—or smart decision-making to buy similar goods and services through best-value solutions.
- Increasing SUM will decrease costs, contract duplication, and inefficiency leading to better buying outcomes.
- SUM is the principal measure by which OMB will assess the adoption of category management principles.
Government-wide SUM is being assessed using a three-tiered maturity model that evaluates five spend attributes: leadership, strategy, data, tools, and metrics.

Agency spend through Best-in-Class contracts is rated at the highest level—Tier 3—of OMB’s Spend Under Management Maturity Model.
Key Messages for Agencies

Everyone involved with buying on the government’s behalf is responsible for exercising “sound business judgement” to make the best decision.

(per FAR 1.102)

- Increasing spend under management (SUM) is just good business.

- Migrating to vetted Best-in-Class solutions allows us to increase SUM and access good deals.

- Acquisition Gateway tools are designed to support sound decision-making, acquisition planning, and market research.
How Do I Find BIC/SUM Info?
A resource for the federal acquisition professional...

The Acquisition Gateway provides the tools and digital services to make acquisition excellent.

The Gateway envisions driving smarter acquisition by simplifying, accelerating, and improving how the federal government selects and buys products and services.

The Gateway enables good category management that supports the federal acquisition community through every step of the acquisition lifecycle.

Go to https://hallways.cap.gsa.gov ....or Google “Acquisition Gateway”
Contact:

Joey Phelps
Customer Service Director
General Services Administration
Federal Acquisition Service

joey.phelps@gsa.gov
CM Regulatory Guidance

Overall Guidance

- **FAR Part 8** • Lists required procurement sources
- **OMB Memo M-17-22** • Instructs agencies to use government-wide vehicles “to the maximum extent practicable” (Schedules, GWACs, MACs, BIC)
- **OMB Memo M-19-13** • Gives guidance on implementing CM goals, emphasizes consistency w/small business goals, emphasizes need for CM training for agencies
- **FY19 Agency SUM & BIC targets** • Issued by OMB-OFPP to CFO Act agencies in March 2019
- **9/29/2011 OMB Memo**, *Business Cases for Certain Interagency and Agency-Specific Acquisitions* • Directs “maximum appropriate use of interagency vehicles”
- **FAR Case 2015-015**, *Strategic Sourcing Documentation* • Sets precedent on documenting exceptions

IT Category Guidance

- **M-16-02, Laptops & Desktops** • Establishes mandatory sources for laptop, desktop purchases
- **M-16-12, Software Licensing** • Instructs agencies to maximize the use of BIC software solutions
- **M-16-20, Mobile & Wireless** • Instructs agencies to transition to government-wide acquisition strategies for mobile and wireless devices and service plans

Transportation & Logistics Category Requirements

- **M-17-29, Best-in-Class Mandatory Solution – Package Delivery Services** • Establishes NGDS as BIC Mandatory
- **41 CFR 191-26.602-3, Procurement of gasoline, fuel oil…** • Provides guidance for procuring fuels and estimating annual requirements (BIC mandatory for requirements ≥10,000 gallons)
- **41 CFR-26.501-1, Purchase of new motor vehicles** • Establishes GSA as mandatory source for all non-tactical vehicles purchased by executive agencies in the United States
Teaming Successfully

Stephanie Lewis
Deputy Area Director/Size Program Manager
Government Contracting, Area V
Stephanie.Lewis@sba.gov
Teaming Successfully

Only two types of teams:

A Joint Venture
• Two or more companies form a partnership or joint venture to act as a potential prime contractor

A Prime Contractor /Subcontractor Relationship
• A potential prime contractor agrees with one or more other companies to have them act as its subcontractors under a specified government contract or acquisition program
  • Subcontractor Agreement, Team Member Agreement, etc.

TEAMING ARRANGEMENTS/TEAMING AGREEMENTS must fit into one of the top two categories
Joint Ventures
Benefits of a Joint Venture

- Gain new capacity and expertise
- Combine capabilities and past performance
- Increase bidding power and bonding capacity
- Share risk
- Combine performance for Limitations of Subcontracting compliance (13 CFR 125.6)
Forming a Joint Venture

- Find the right joint venture partner
  - Check Excluded parties list in SAM
  - Consider existing relationship/new relationship

- Create a relationship
  - Avoid an imbalance in the level of expertise, investment or assets

- Create a strong, written JV agreement
  - Avoid objectives being unclear
  - Avoid imbalance of power
SBA Definition of a Joint Venture

• A joint venture must:
  • be in writing
  • do business under its own name
  • be identified in SAM as a joint venture

• May be a formal or informal partnership, or exist as a separate LLC or other separate legal entity (may not be populated except for administrative functions)

• Is intended for carrying out specific or limited-purpose business ventures for joint profit

• Is not for a continuing or permanent basis for conducting business generally

• May not be awarded more than 3 contracts over a 2-year period, starting from date of submission of first offer (3 in 2 rule)

13 CFR 121.103(h)
Small Joint Ventures

Consist only of small businesses members
(except for JVs formed under approved SBA Mentor Protégé Agreements)

A Joint Venture Agreement is reviewed by the contracting officer, not SBA (except for acquisitions set aside for 8(a))
Size of A Joint Venture

As long as each JV partner individually qualifies as a small business, then the JV counts as small.
What should be in a JV Agreement?

Joint Venture must meet the applicable JV content and Performance of Work requirements in:

8a: 13 CFR 124.513 (c) and (d)
SBSA: 13 CFR 125.8(b) and (c)
SDVOSB: 13 CFR 125.18(b)(2) and (3)
HUBZone: 13 CFR 126.616(c) and (d)
WOSB: 13 CFR 127.506(c) and (d)
Joint Ventures formed between parties with an SBA-Approved Mentor Protégé Agreement qualify as small so long as the protégé is a small business for the procurement.

Offer must be placed in the name of the Joint Venture

Joint Venture may compete for set-asides, including 8a, SDVO, women-owned, or HUBZone businesses—as long as the protégé qualifies as small for the contract.
Approved forms of Mentor Assistance

Management & Technical Assistance (internal business management systems)
Financial Assistance (in the form of equity investments and/or loans)
Contracting Assistance (contracting processes, capabilities acquisitions & performance)
Trade Education (learn how to export, IT business plan, finding markets)
Business Development Assistance (strategy, finding contracting and partnership opportunities)
General and/or Administrative Assistance (business processes and support)

Note: May be one, two, or all areas of assistance
Prime Contractor Offers with / Subcontractors
Prime / Subcontracting Relationship
Risk: Ostensible subcontractor

A subcontractor that performs primary and vital requirements or a subcontractor upon which the prime contractor is unusually reliant.

13 CFR 121.103(h)(4)
Risk Factors

• Division of work
• Incumbency
• Management
• Proposal terminology
• Proposal preparation
• Terms of the teaming agreement
• Relative experience and expertise of each party
• Location of the parties
• Transferred employees
• Bonding, financing and equipment
• Profit sharing
Questions

Stephanie.lewis@sba.gov
SAME Fort Worth Post Industry Day

Hattie Williams
Small Business Specialist, NCO17
VA
Business Opportunities
with
Veteran Integrated Service Network 17
(VISN 17)
Network Contracting Office 17 (NCO 17)
S.A.M.E. Fort Worth Government Industry Day

Hattie Williams, Small Business Specialists
Department of Veterans Affairs
NCO 17
August 13, 2020
NCO 17-VISN 17 Construction A/E Projects Area
VA North Texas Health Care System (VANTHCS)
- Central Texas Veterans Health Care System (CTVHCS)
- South Texas Veterans Health Care System (STVHCS)
- TX Valley Coastal Bend Health Care System (VATVCBHCS)-Harlingen
- West Texas (Big Spring) VA Health Care System (VATVCBHCS)
- Amarillo VA Health Care System (AVAHCS)
- El Paso VA Health Care System (EPAVAHCS)
• **VISN 17 Capital Assets:**
  - Tamera Lenartz (Capital Asset Manager)
  - Helder Pondeca (Capital Asset Engineer)
  - Paul Miller (Capital Asset Engineer)

• **Responsible for:**
  - Management of VISN Capital Asset Portfolio, Strategic Capital Investment Plan Development and Master Planning
  - Oversight of Construction and Land Acquisition programs consisting of:
    - Major Construction
    - Minor Construction
    - Non-Recurring Maintenance Projects
    - Leasing
    - Enhanced-Use Leasing
    - Property Acquisition
Network Contracting Office
NCO 17

• **NCO 17 Staff:**
  – Mark Layman (Director of Contracting, NCO 17)
  – Lindsey Hooge (Deputy Director of Contracting)
  – Gaila Lowe (Contracting Branch Chief, Construction)
  – Hattie Williams (Small Business Specialist)

• **Responsible for:**
  – Provides local, regional, and national procurement support toward providing the best possible care and support to our Veterans
  – Acquisitions and contractual commitments are made by warranted Contracting Officers only
Acquisitions and Contractual Authority

Disclaimer:

Acquisitions and contractual commitments can only be made by Government officials having expressed authority to enter into such agreements on behalf of the United States Government. The only Government officials with such authority are Warranted Contracting Officials. Any discussions of procurement requirements do not constitute contractual direction or authorization of any kind. Future contractual directions, if any, shall only come from the cognizant Department of Veterans Affairs Warranted Contracting Officer.
# Past Awards FY 2020

<table>
<thead>
<tr>
<th>Facility</th>
<th>Description</th>
<th>Range of Value of Contract</th>
</tr>
</thead>
<tbody>
<tr>
<td>VISN Wide</td>
<td>Perform Physical Security / Resiliency Survey</td>
<td>$1M - $5M</td>
</tr>
<tr>
<td>Amarillo</td>
<td>Replace HVAC Components for Energy Savings Building 28 HVAC</td>
<td>$500,000 - $1M</td>
</tr>
<tr>
<td>Big Spring</td>
<td>Replace HVAC in Building 4 &amp; 7</td>
<td>$500,000 - $1M</td>
</tr>
<tr>
<td>Temple</td>
<td>Correct FCA Secondary Electrical System at Bldg. 163 and 204</td>
<td>$1M - $5M</td>
</tr>
<tr>
<td>Temple</td>
<td>Upgrade Secondary Electrical Distribution System</td>
<td>$1M - $5M</td>
</tr>
<tr>
<td>Waco</td>
<td>Prevention of Legionella - Waco</td>
<td>$1M - $5M</td>
</tr>
<tr>
<td>Big Spring</td>
<td>Correct Humidity and Temperature in SPS and Storage Areas</td>
<td>$1M - $5M</td>
</tr>
</tbody>
</table>
## Opportunities Forecast 2021

<table>
<thead>
<tr>
<th>Facility</th>
<th>Description</th>
<th>Range of Value of Contract</th>
</tr>
</thead>
<tbody>
<tr>
<td>El Paso</td>
<td>Upgrade Elec Distribution of Critical Power</td>
<td>$1M - $5 M</td>
</tr>
<tr>
<td>Temple</td>
<td>Relocate Mental Health to Dom D-Wing</td>
<td>$5M - $10 M</td>
</tr>
<tr>
<td>Temple</td>
<td>Convert Bldg 47 to Admin</td>
<td>$5M - $10 M</td>
</tr>
<tr>
<td>Big Spring</td>
<td>Relocate and Expand Audiology</td>
<td>$1M - $5 M</td>
</tr>
<tr>
<td>Waco</td>
<td>Consolidate Outpatient Clinic Building - Design</td>
<td>$1M - $5 M</td>
</tr>
<tr>
<td>Temple</td>
<td>Improve Access CLC</td>
<td>$500,000 - $1M</td>
</tr>
<tr>
<td>San Antonio</td>
<td>Replace Water Softeners</td>
<td>$1M - $5 M</td>
</tr>
</tbody>
</table>
# Existing Acquisition Contracts

<table>
<thead>
<tr>
<th>Contract</th>
<th>Range of Value $</th>
</tr>
</thead>
<tbody>
<tr>
<td>VISN17 Construction MATOC</td>
<td>$2,000,000 - $10,000,000</td>
</tr>
<tr>
<td>West Texas Construction MATOC</td>
<td>$2,000,000 - $25,000,000</td>
</tr>
<tr>
<td>VISN17 A/E Short Selection List</td>
<td>Less than $250,000</td>
</tr>
<tr>
<td>VISN17 Construction/Project Management BPA</td>
<td>Between $5,000,000 and $10,000,000</td>
</tr>
<tr>
<td>VISN 17 Site Prep IDIQ</td>
<td>Between $2,000 and $3,000,000</td>
</tr>
<tr>
<td></td>
<td>17,000,000 Total Contract</td>
</tr>
<tr>
<td>VISN 17 A/E IDIQ</td>
<td>Between $2,000 and $3,000,000</td>
</tr>
<tr>
<td></td>
<td>$25,000,000 Total Contract</td>
</tr>
</tbody>
</table>
VISN 17 Construction MATOC

MATOC Requests for Proposals/Quotation and Invitations to Bids (RFP/RFQ/IFB):

• When the Government requires work under the MATOC, an RFP, RFQ, or IFB will be issued, as appropriate, normally posted with a RFP/RFQ/IFB number.

• MATOC Awardees will have been invited by the procuring Contracting Officer (for that task order) on the Electronic Contract Management System (eCMS) Vendor Portal located at the following web link https://www.vendorportal.ecms.va.gov (Note this is a VA Secure Website so you must use the HTTPS instead of HTTP to open the website)

• The task orders are limited to those Contractors who received a MATOC contract award. Contractors who are not correctly registered and active in the VA Vendor Portal database at the time VA Contracting releases and RFP/RFQ/IFB are NOT be eligible for a task award against that solicitation.
VISN17 Construction MATOC
Current Status

Project timeline: AWARDED - Base + 3 (1) Year Option Periods. - Currently in Option Year 2

Scope: Maintenance, Repair and Construction Services for VISN17 Health Care Systems.

Order Limitations: $2,000 - $10,000,000
MATOC Awardee’s

1) VA257-17-D-0017 – Monument Construction, LLC
2) VA257-17-D-0058 – FHC Contracting
3) VA257-17-D-0059 – McGoldrick Construction Services
4) VA257-17-D-0060 – Joch Enterprises, LLC
5) VA257-17-D-0061 – Legacy Rock Corporation
6) VA257-17-D-0062 – Royce Construction Services, LLC
7) VA257-17-D-0063 – The Trevino Group
8) VA257-17-D-0064 – Wichita Falls Tri-Tech, LLC
9) VA257-17-D-0065 – Williams Building Company, Inc.
10) VA257-17-D-0113 – Briston Construction, LLC
11) VA257-17-D-0114 – Hammer LGC, Inc.
12) VA257-17-D-0116 – Pace Building Corporation
13) VA257-17-D-0117 – SYGNOS, Inc.
14) VA257-17-D-0119 – Utility Systems Solutions, Inc.
15) VA257-17-D-0120 – Adjuvant/Capital, LLC
16) 36C25718D0001 – D Square Construction, LLC
17) 36C25718D0002 – Blue Cord Design and Construction, LLC.
West Texas Construction MATOC

Project timeline: AWARDED - Base + 4 (1) Year Option Periods - Currently in Option Year 3

Scope: Maintenance, Repair and Construction Services at three (3) locations in VISN 17:
  - West Texas Health Care System
  - El Paso Health Care System
  - Amarillo Health Care System

Order Limitations: $2,000 - $25,000,000
West Texas MATOC Awardee’s

- 1) VA258-16-D-0006 – Briston Construction
- 2) VA258-16-D-0041 – AAA General
- 3) VA258-16-D-0043 – Bexar Advanced Solutions
- 4) VA258-16-D-0044 – Burman Construction
- 5) VA258-16-D-0045 – Cable Links Construction Group
- 6) VA258-16-D-0046 – Coburn Contracting
- 7) VA258-16-D-0047 – D Square Construction
- 8) VA258-16-D-0049 – GCH Construction
- 9) VA258-16-D-0050 – Glen/MAR Construction
- 10) VA258-16-D-0051 – Greenland Entreprises
- 11) VA258-16-D-0052 – GSF Entreprises
- 12) VA258-16-D-0053 – Herman Construction
- 13) VA258-16-D-0054 – Hernandez Consulting
- 14) VA258-16-D-0056 – McGoldrick Construction
- 15) VA258-16-D-0057 – Monument Construction
- 16) VA258-16-D-0058 – Pointer Construction
- 17) VA258-16-D-0059 – Royce Construction Services
- 18) VA258-16-D-0061 – SDV, Inc.
- 19) VA258-16-D-0062 – Sergent Services
- 20) VA258-16-D-0063 – Sygnos, Inc.
- 21) VA258-16-D-0064 – Terra Construction
- 22) VA258-16-D-0065 – TL Services
- 23) VA258-16-D-0067 – United Builders
- 24) VA258-16-D-0077 – Povolyn Group
- 25) VA258-16-D-0121 – Southwest General
VISN17 A/E
Short Selection List

VISN17 Short Selection List:

• On March 2, 2020 VISN17 Posted an announcement to beta SAM under 36C25720R0047 to establish a SDVOSB set-aside Short Selection List.

• The current A/E Short Selection List is valid until March 26, 2023.
VISN17 A/E Short Selection List

Project timeline: VISN17 retains submitted data for a period of three years. Scope: The Department of Veterans Affairs, VISN 17 utilizes the Short Selection database to award Architect-Engineer (AE) contracts, below the simplified acquisition threshold (currently $250,000.00).

Future Contracts will be for A/E Services, including the following NAICS:

• 541310 – Architectural Services
• 541320 – Landscape Architectural Services
• 541330 – Engineering Services
• 541340 – Drafting Services
• 541350 – Building Inspection Services
• 541360 – Geophysical Surveying and Mapping Services
• 541370 – Surveying and Mapping (except Geophysical)
• 541380 – Testing Laboratories
• 541620 – Environmental Consulting Services
WHAT IS THE SHORT SELECTION PROCESS?

• The Short Selection Process utilizes the procedures set forth in Federal Acquisition Regulation (FAR) Part 36.602-5.

• For AE projects with an estimated total fee under the Simplified Acquisition Threshold, (currently $250,000.00), The Selection Board shall review and evaluate architect-engineer firms in accordance with FAR 36.602-3, except that the selection report shall serve as the final selection list and shall be provided directly to the contracting officer. The report shall serve as an authorization for the contracting officer to commence negotiations in accordance with 36.606. A proposal will then be requested from the highest technically rated firm.

• The AE's ability to provide licensed professionals in the State where the project is located (FAR 36.602-1(a)(1) and the firm's geographic proximity and knowledge of the local area (FAR 36.602-1(a)(5)) as identified on the AE's SF330 and supplemental information, will be used for the first preliminary screening of firms when a large list of potential firms exist.
WHAT DOES MY FIRM NEED TO SUBMIT TO DETERMINE ELIGIBILITY AND RECEIVE CONSIDERATION FOR FUTURE A/E PROJECTS?

1. An electronic cover letter should precede your other data. The letter should outline the work your firm specializes in and include a brief description of your firm's capabilities specifically relating to the project examples stated above;

2. SAM Print Out: System for Award Management is required for award of federal contracts. [https://www.sam.gov/portal/public/SAM/#1](https://www.sam.gov/portal/public/SAM/#1) - search database for your firm and print out results. **You must be registered in SAM and accept electronic payments in order to be considered for project work; VetBiz.gov verification is required for SDVOSB Concerns in order to be considered for project work [https://www.vip.vetbiz.gov/](https://www.vip.vetbiz.gov/) - search database for your firm and print out results. **Only Firms that have been Verified as an SDVOSB in VetBiz.gov will be included in the Short Selection Database.
3. SF330, Part 2: SF330, Part 2 needs to be completed and included; and

4. Attach to Part 2 of the SF330, a list of the number of licensed professionals and the States of their licensing for each of the Function codes identified in block 9 of the SF330, part 2.

5. Firms shall provide as a part of their submission examples of completed projects that demonstrate their specialized experience, professional capabilities, capacity, with respect to the scope of work that can be undertaken, and experience in computer-assisted design.

All information shall be submitted via email to Gaila Lowe at gaila.lowe@va.gov as a single pdf file no larger than 5 MB in size (zipped files will be accepted). **Hardcopy data will not be filed or considered.**

Submittals shall be brief and concise. Only the first 20 pages of a firm's submittals will be evaluated and consider during the initial review. All submittal documents including the cover letter shall be included in a single PDF document, stored as a single file.
## Opportunities Forecast

**Contracting Tools**

<table>
<thead>
<tr>
<th>Requirement</th>
<th>Description</th>
<th>Anticipated Date Needed</th>
<th>Range of Value $</th>
</tr>
</thead>
<tbody>
<tr>
<td>VISN17 Construction MATOC (Projects Values between $7M-$20M)</td>
<td>FBO</td>
<td>2nd QTR – 2022</td>
<td>More than $10,000,000</td>
</tr>
<tr>
<td>VISN17 Design-Build IDIQ</td>
<td>GSA</td>
<td>3rd QTR 2022</td>
<td>More than $10,000,000</td>
</tr>
</tbody>
</table>
VISN17 Construction MATOC (Opportunity)

Project timeline: 2nd Qtr. 2022 – SDVOSB Set-aside

Scope: Maintenance, Repair and Construction Services for VISN17 Health Care Systems.

Total Estimated cost of IDIQ: $100,000,000

Order Limitations: $7,000,000 - $20,000,000,
VISN17 Design-Build IDIQ (Opportunity)

Project timeline: 3rd QTR 2022 – SDVOSB Set-aside

Scope: Design-Build IDIQ for VISN17 Health Care Systems.

Total Estimated cost of IDIQ: $100,000,000

Order Limitations: $2,000 - $20,000,000
Contact Information:

Paul Miller - Capital Asset Engineer Paul.miller@va.gov
Hattie Williams- SBS Hattie.williams@va.gov
Gaila Lowe - Chief, Construction Branch-NCO 17 gaila.lowe@va.gov

Questions?
Thank you for joining us today.

The slides are on SAME Fort Worth’s: samefortworth.org
We will also provide a complete recording of this event.

Make sure you take time to review information from our sponsors.
Big thanks to our speakers!!