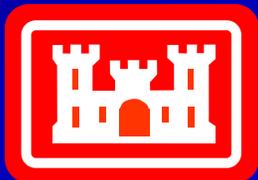


Savannah Post S.A.M.E. 2005 Program Update



Presented by Colonel Mark S. Held

Commander, Savannah District

16 August 2004

Agenda

- ❑ **Mission & Overview of Savannah District**
 - PMBP Imperatives
- ❑ Military Program
- ❑ Civil Works Program
- ❑ Environmental & IIS Program
- ❑ Small & Disadvantaged Business Program
- ❑ Architect-Engineer Contracting Process



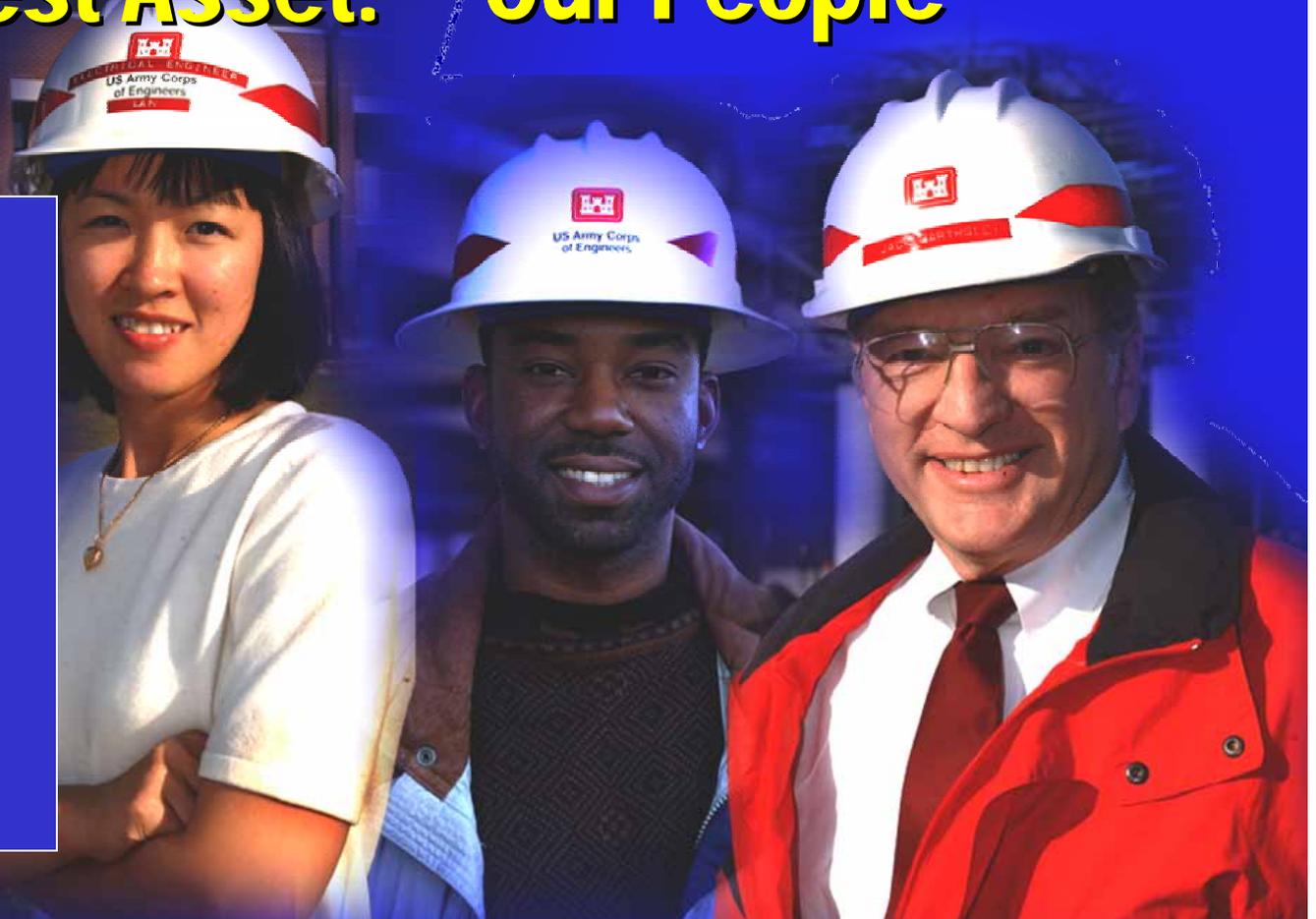
Who We Are...

The Savannah District

Organization

Our Greatest Asset: Our People

- ◆ Diverse
- ◆ Almost 1,000 Strong
- ◆ Multi-Disciplined
- ◆ Customer Oriented



Our Vision...

The world's premier public engineering organization.
Responding to our nation's needs in peace and war.
A full-spectrum engineer force of high quality,
dedicated soldiers and civilians:

- ◆ Trained and ready
- ◆ A vital part of the Army
- ◆ Dedicated to public service
- ◆ An Army values-based organization

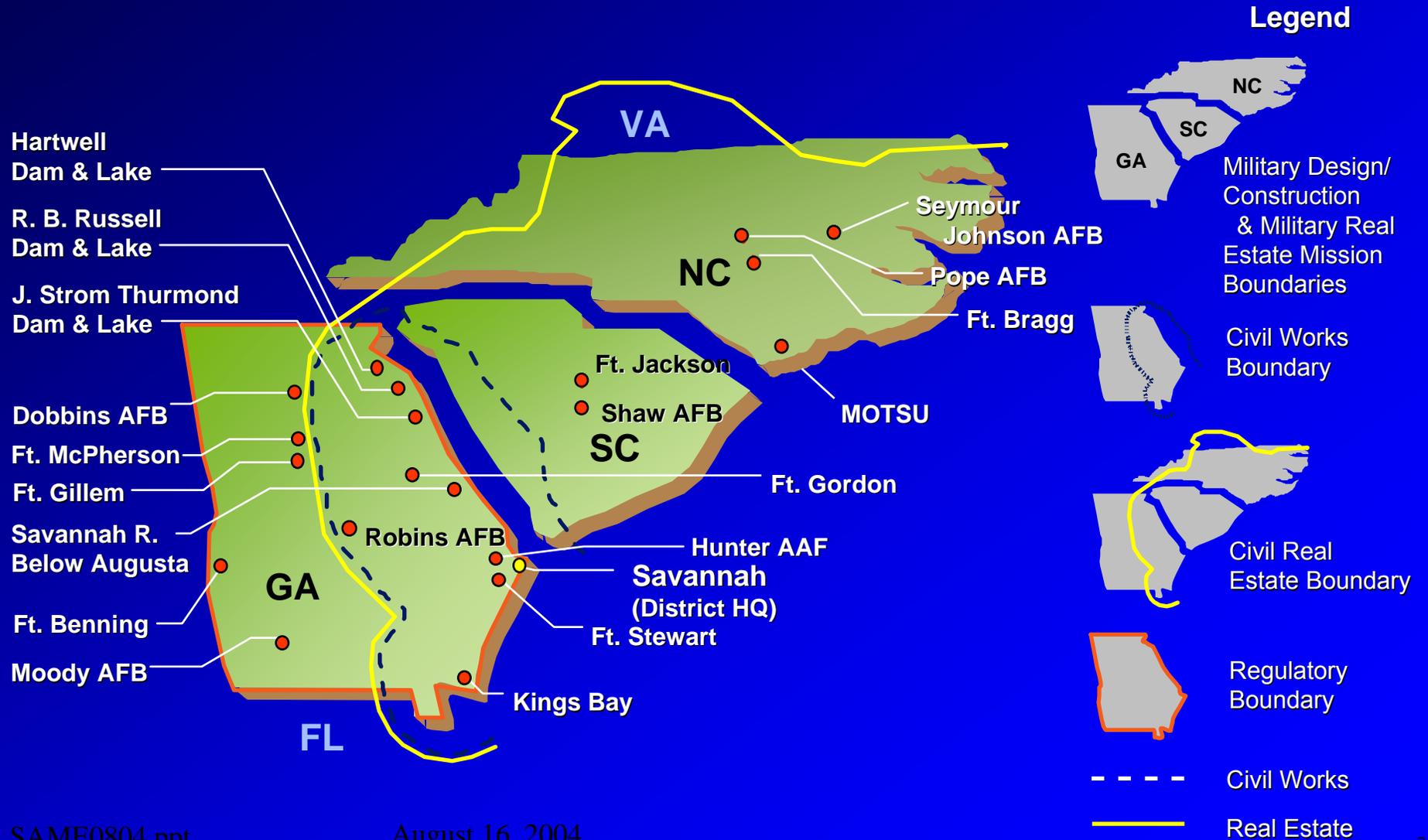
Changing today to meet tomorrow's challenges!

Our Mission



Provide quality, cost-effective planning, engineering, construction, real estate, and emergency management services to construct and maintain military facilities; to develop and manage the region's water resources and Federal facilities; to protect, remediate, and restore the environment; and to respond to disasters within the District boundaries and, as directed, around the world.

Boundary Map



Army Priorities

- ◆ **People**



- ◆ **Readiness
(Win the Global War on
Terrorism)**



- ◆ **Current Force & Future Force**



Corps Priorities

- ◆ Support GWOT
- ◆ Mission Execution
- ◆ Aging Infrastructure
- ◆ Support Homeland Defense
- ◆ Corps Reform



Environmental Operating Principles



Strive to achieve environmental sustainability.

Recognize the interdependence of life and the physical environment.

Seek balance and synergy between human development activities and natural systems.

Continue to accept corporate responsibility and accountability for activities and decisions that impact human health & welfare, and the viability of natural systems.

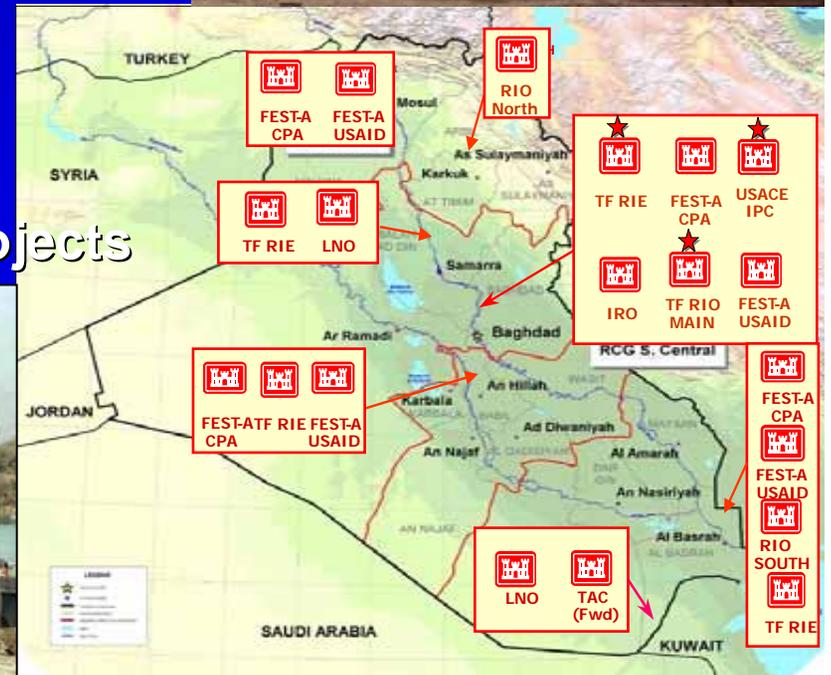
Seek ways and means to assess and mitigate cumulative impacts to the environment.

Build and share an integrated scientific, economic, and social knowledge base.

Respect and listen to the views of individuals and groups interested in Corps activities to find innovative win-win solutions to environmental problems.

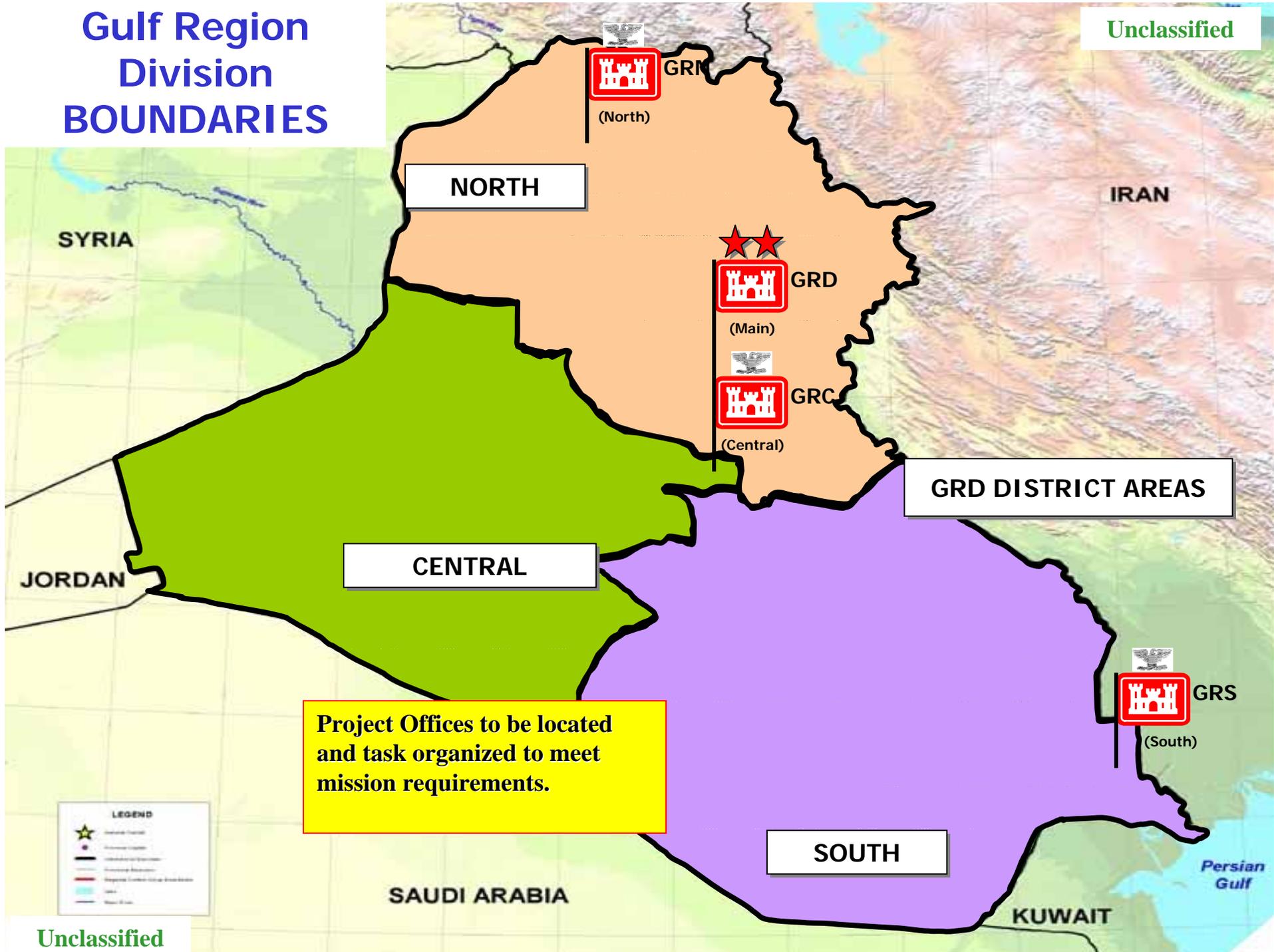
USACE Operations in Iraq

- ◆ Task Force Restore Iraqi Oil
- ◆ Task Force Restore Iraqi Electricity
- ◆ Captured Enemy Ammunition
- ◆ Establish Gulf Region Division
 - ❖ 3 Districts
 - ❖ \$12 Billion – 300 infrastructure projects



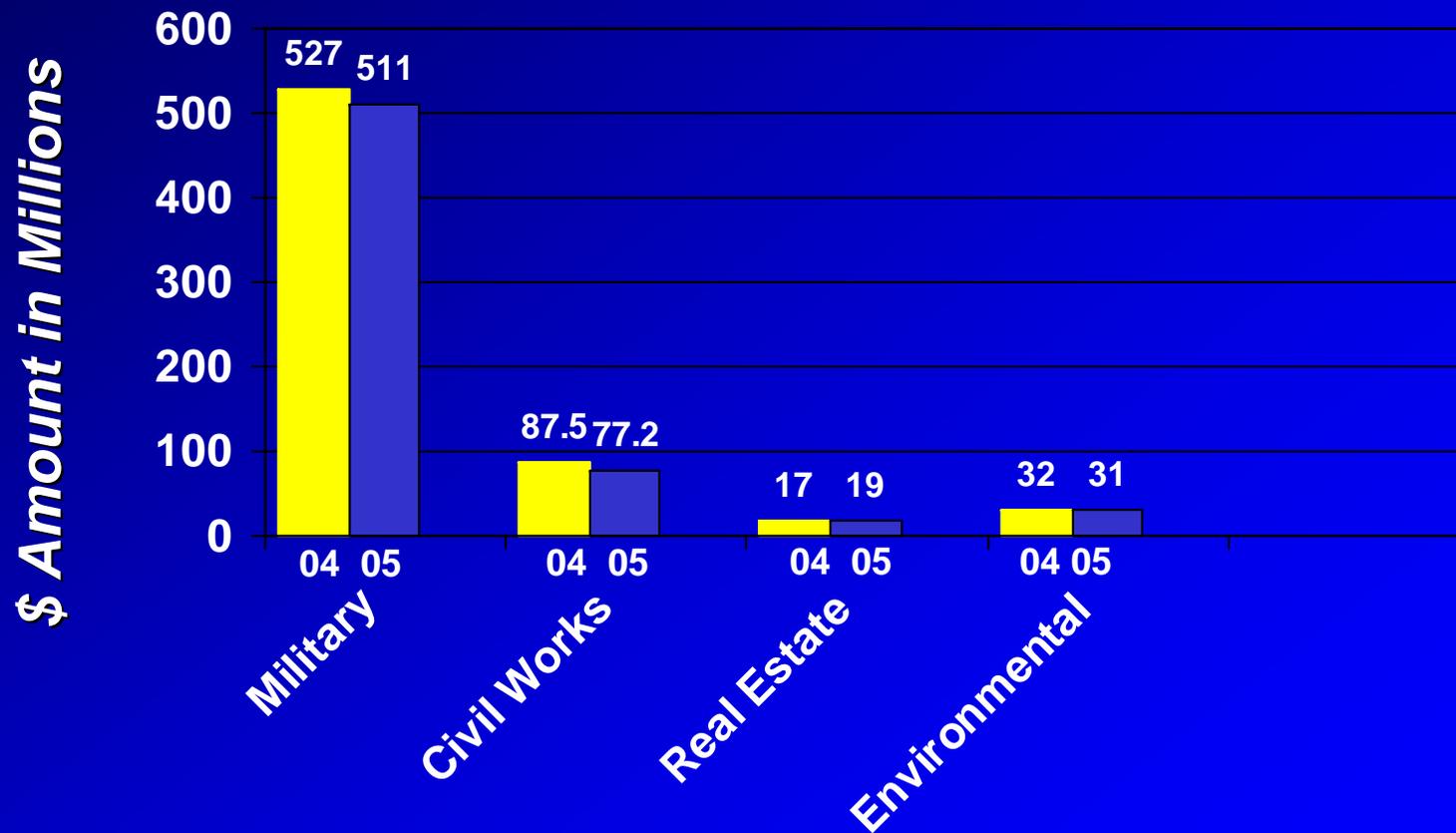
Gulf Region Division BOUNDARIES

Unclassified



Unclassified

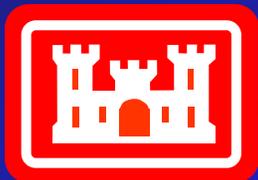
FY 04 - FY 05 District Workload



Agenda

- ❑ Mission & Overview of Savannah District
- ❑ **Military Program**
- ❑ Civil Works Program
- ❑ Environmental & IIS Program
- ❑ Small & Disadvantaged Business Program
- ❑ Architect-Engineer Contracting Process

Military Program



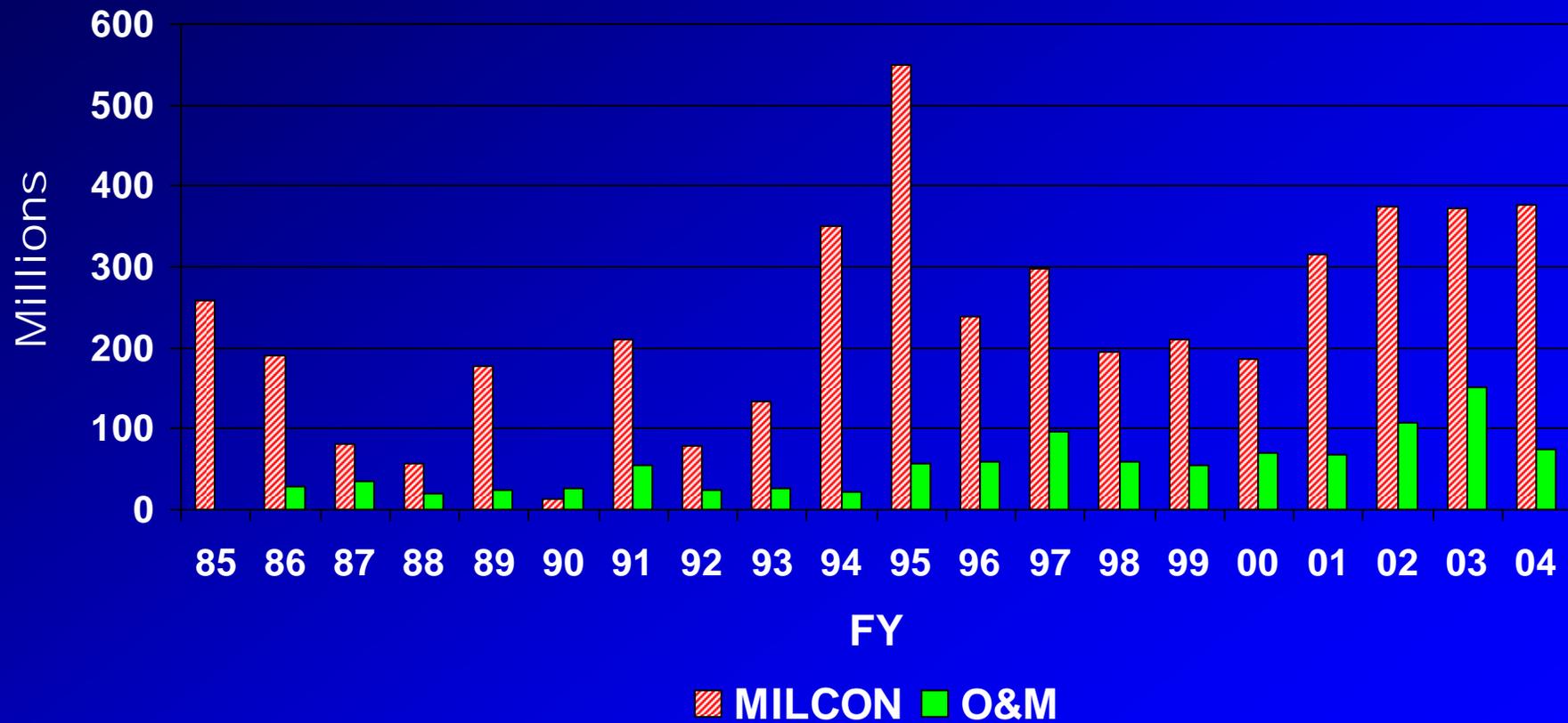
Presented by Peter Oddi, P.E.

Chief, Military Programs and Project Management

Military Design/Construction



Construction Contract Awards



FY 04 Military Program - Army



FIRE STATION
FORT JACKSON

Army

**\$613 Million
Under
Construction**

**\$1,649 Million
Under Design**



**AIR TRAFFIC CONTROL
TOWER**
HUNTER AAF



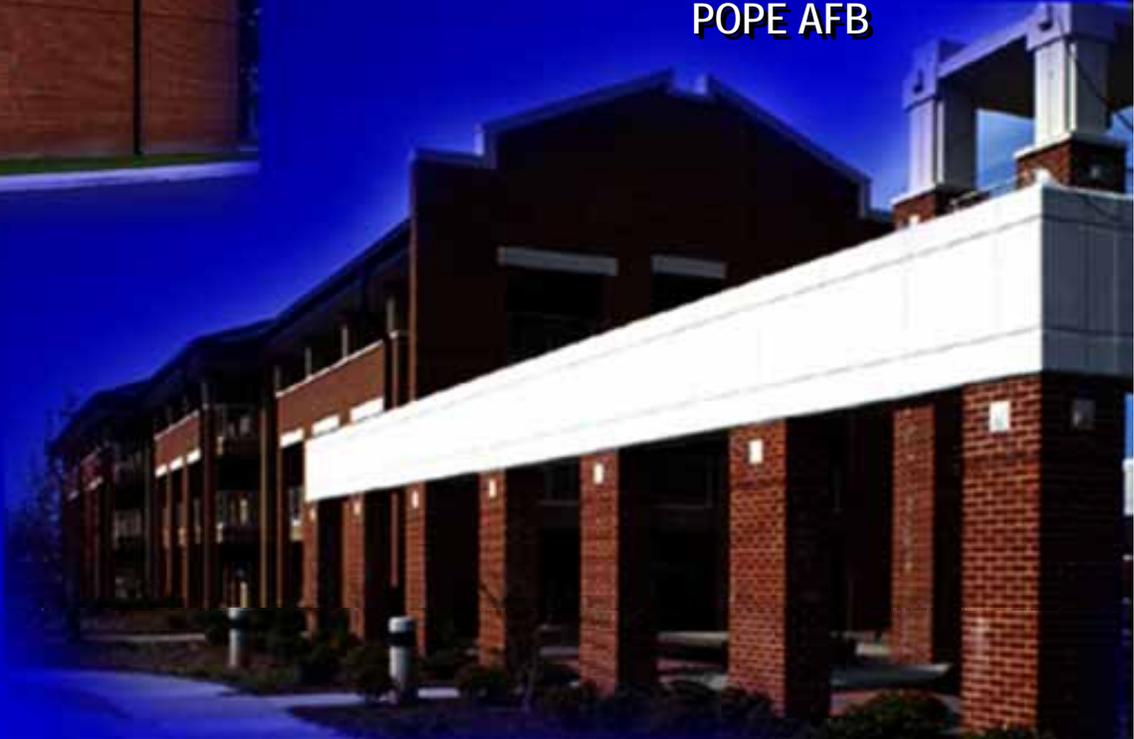
FAMILY HOUSING
FORT BRAGG



FY 04 Military Program – Air Force



YOUTH CENTER
SEYMOUR JOHNSON AFB



DORMITORY
POPE AFB

Air Force

***\$179 Million
Under
Construction***

***\$237 Million
Under Design***

FY 04 Military Program by Funds Type

<i>Program</i>	<i>Funds Type</i>	<i>FY 04 & Prior (\$M)</i>
Air Force	Air Force MILCON	84.7
Army	Army MILCON	254.2
DoD	Medical, SOF, and schools MILCON	36.2
O&M	Various Locations	75.0
		<i>\$450.1</i>

SAS Military Program Forecast

MILCON and Reimbursable Program (\$M)

	FY-05	FY-06	FY-07	FY-08
Army	\$319.9	\$346.3	\$475.7	\$515.8
Air Force	\$35.7	\$53.3	\$102.7	\$125.0
DoD Program	\$80.8	\$65.4	\$0.0	\$0.0
O&M	\$75.0	\$75.0	\$75.0	\$75.0
Total	\$511.4	\$540.0	\$653.0	\$715.8

SAS Military Program Forecast By Installation

MILCON Program-Army (\$M)

	FY-05	FY-06	FY-07	FY-08
Ft. Benning	\$ 71.8	\$ 5.5	\$ 86.0	\$ 90.0
Ft. Bragg	\$118.7	\$ 207.2	\$ 193.0	\$ 246.1
Ft. Gillem	\$ 5.8	\$ 3.5	\$ 0.0	\$ 0.0
Ft. Gordon	\$ 0.0	\$ 60.0	\$ 11.0	\$ 70.9
Ft. Stewart	\$ 77.3	\$ 58.6	\$ 64.4	\$ 49.8
HAAF	\$ 21.1	\$ 0.0	\$ 0.0	\$ 27.5
Ft. Jackson	\$ 20.3	\$ 0.0	\$ 71.6	\$ 26.0
Ft. McPherson	\$ 4.9	\$ 11.4	\$ 0.0	\$ 5.5
MOTSU	\$ 0.0	\$ 0.0	\$ 49.7	\$ 0.0
Total Army & DoD Program	\$ 319.9	\$ 346.3	\$ 475.7	\$ 515.8

SAS Military Program Forecast By Installation

MILCON Program-Air Force (\$M)

	FY-05	FY-06	FY-07	FY-08
Dobbins ARB	\$ 0.0	\$ 0.0	\$ 0.0	\$ 0.0
Moody AFB	\$ 0.0	\$ 7.4	\$ 0.0	\$ 21.6
Pope AFB	\$ 15.2	\$ 7.2	\$ 27.6	\$ 27.6
Robins AFB	\$ 15.0	\$ 20.0	\$ 43.0	\$ 50.7
Seymour Johnson AFB	\$ 5.5	\$ 18.7	\$ 32.1	\$ 25.1
Total AF Program	\$ 35.7	\$ 53.3	\$ 102.7	\$125.0

SAS Military Program Forecast By Installation

MILCON Program-DoD (\$M)

	FY-05	FY-06	FY-07	FY-08
Ft. Benning	\$ 7.1	\$ 0.0	\$ 0.0	\$ 0.0
Ft. Bragg	\$ 56.1	\$ 26.5	\$ 0.0	\$ 0.0
Hunter AAF	\$ 17.6	\$ 10.0	\$ 0.0	\$ 0.0
Ft. Stewart	\$ 0.0	\$ 14.9	\$ 0.0	\$ 0.0
Pope AFB	\$ 0.0	\$ 14.0	\$ 0.0	\$ 0.0
Total DoD Program	\$ 80.8	\$ 65.4	\$ 0.0	\$ 0.0

FY 05 Military Construction Projects Currently Under Design

Location/Description	PA (X\$1000)	Design by	Acquisition Strategy	Procurement
Fort Benning, GA				
Barracks Replacement	49,565	IH	PPT	May-Jun 05
Physical Fitness Center	18,362	A-E	2 Ph D-B	Sep-Oct 04
Hazardous Cargo Loading Apron	3,850	IH	PPT/8a Comp	Sep-Oct 04
Consolidated Health Clinic	7,200	A-E	PPT	Oct-Nov 04
Fort Bragg, NC				
Shoothouse – 82 nd	1,610	A-E	PPT/8a Comp.	Sep-Oct 04
Shoothouse – SOF	2,030	A-E	PPT/8a Comp.	Sep-Oct 04
Barracks Complex	15,500	A-E	PPT	Sep-Oct 04
Whole Barracks Renewal	49,000	A-E	PPT	Apr-May 05
Dining Facility, 2 nd BDE	6,600	IH	PPT	Oct-Nov 04
Air Traffic Control Facility	2,500	A-E	8a Neg.	Oct-Nov 04
SOF Training Facility (Rowe 3)	8,300	A-E	2 Ph D-B/8a Comp	Sep-Oct 04
Renovate Kennedy Hall	11,988	A-E	2 Ph D-B	Sep-Oct 04
96 th CA Bn Ops	4,600	A-E	PPT/8a Comp.	Oct-Nov 04
SOF 4 th POG	4,500	A-E	PPT	Oct-Nov 04
SOF Company Ops Complex	12,000	A-E	PPT	Oct-Nov 04
SOF Information Ops Facility	4,800	A-E	PPT	Oct-Nov 04
Resistance Training Facility	1,500	A-E	PPT	Oct-Nov 04

FY 05 Military Construction Projects Currently Under Design

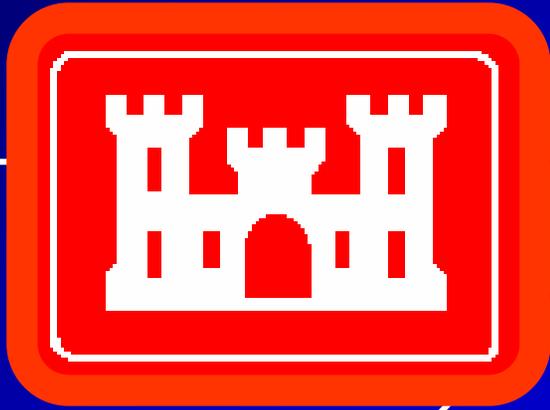
Location/Description	PA (X\$1000)	Design by	Acquisition Strategy	Procurement
Fort Gillem, GA USAREC Headquarters	5,800	A-E	2 Ph D-B/8a Comp.	Sep-Oct 04
Fort Jackson, SC Whole Neighborhood Revitalization	20,000	A-E	2 Ph D-B	Jan-Feb 05
Fort McPherson, GA Child Development Center	4,900	A-E	PPT/8a Comp.	Oct-Nov 04
Fort Stewart, GA Chapel	9,200	A-E	PPT	Oct-Nov 04
Command and Control Facility	24,695	A-E	PPT	Jan-Feb 05
Dining Facility, Essayons	6,000	A-E	PPT	Jan-Feb 05
Tactical Equipment Shop	10,200	IH	PPT/8a Comp.	Jan-Feb 05
Hunter Army Airfield, GA SOF Aircraft Maintenance Hanger	21,000	A-E	PPT	Oct-Nov 04
Bn Operations Complex	17,600	A-E	PPT	Oct-Nov 04

FY 05 Military Construction Projects Currently Under Design

<i>Location/Description</i>	<i>PA (X\$1000)</i>	<i>Design by</i>	<i>Acquisition Strategy</i>	<i>Procurement</i>
Robins Air Force Base, GA Add/Alter Aircraft Ramp	7,100	IH	2 Ph D-B	Sep-Oct 04
Pope Air Force Base, NC Combat Control School And Firing Range	15,150	A-E	2 Ph D-B	Sep-Oct 04

Military Program Trends

- ◆ **Army Facility Strategy – Vehicle Maintenance Shops, Classrooms, Trainee Barracks, Fitness Centers, Chapels and Reserve Centers**
- ◆ **Continued use of negotiated procurements (LPTA, PPT, D-B & 8(a) negotiated)**
- ◆ **Sustainable Design and Development (SDD)**
- ◆ **Planning Charrettes**
- ◆ **Base Realignment and Closure**
- ◆ **Modularity**

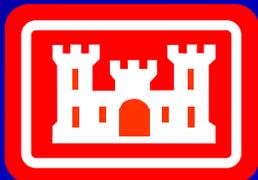
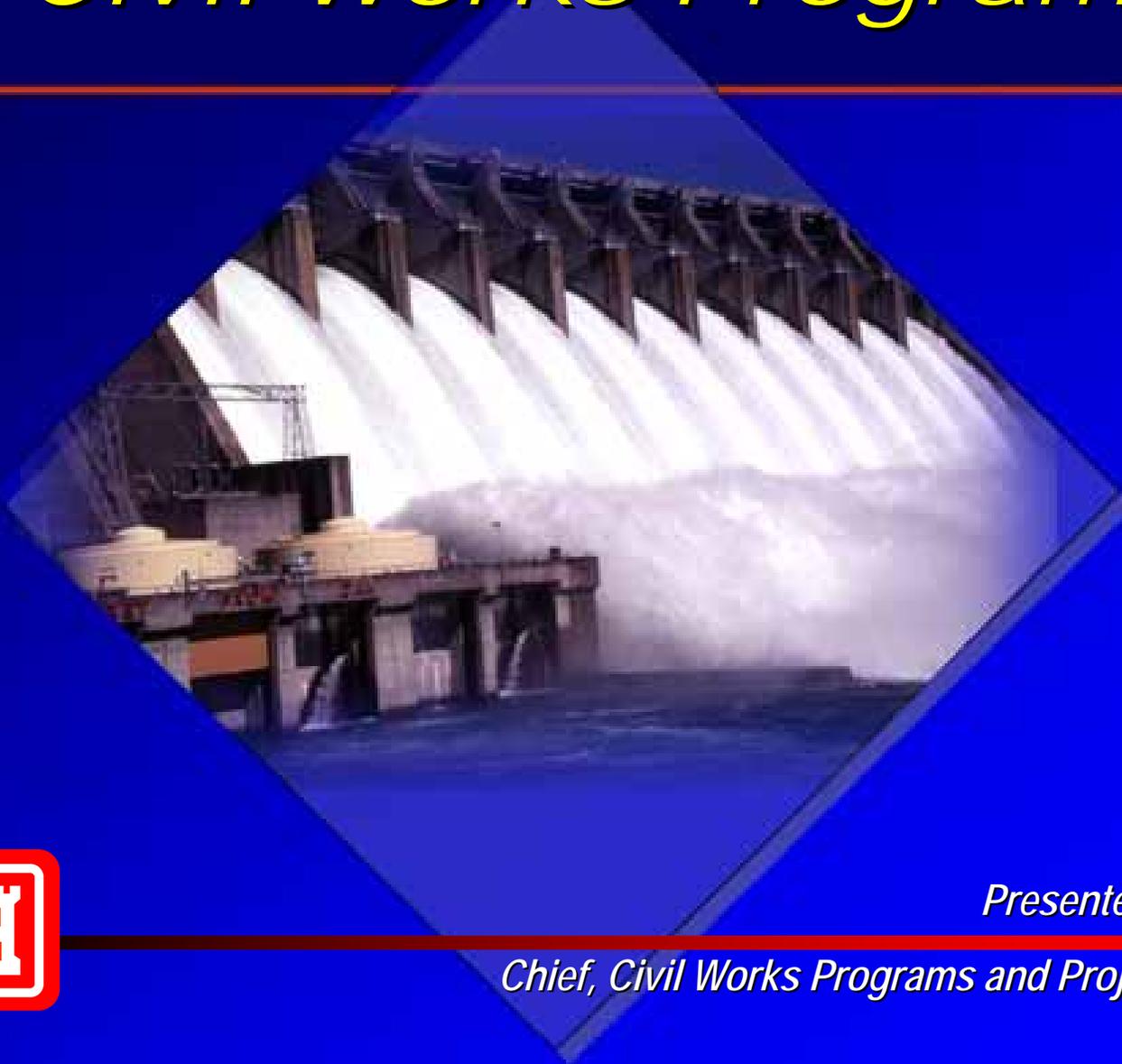


Questions?

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- ❑ Mission & Overview of Savannah District
 - PMBP Imperatives
- ❑ Military Program
- ❑ **Civil Works Program**
- ❑ Environmental & IIS Program
- ❑ Small & Disadvantaged Business Program
- ❑ Architect-Engineer Contracting Process

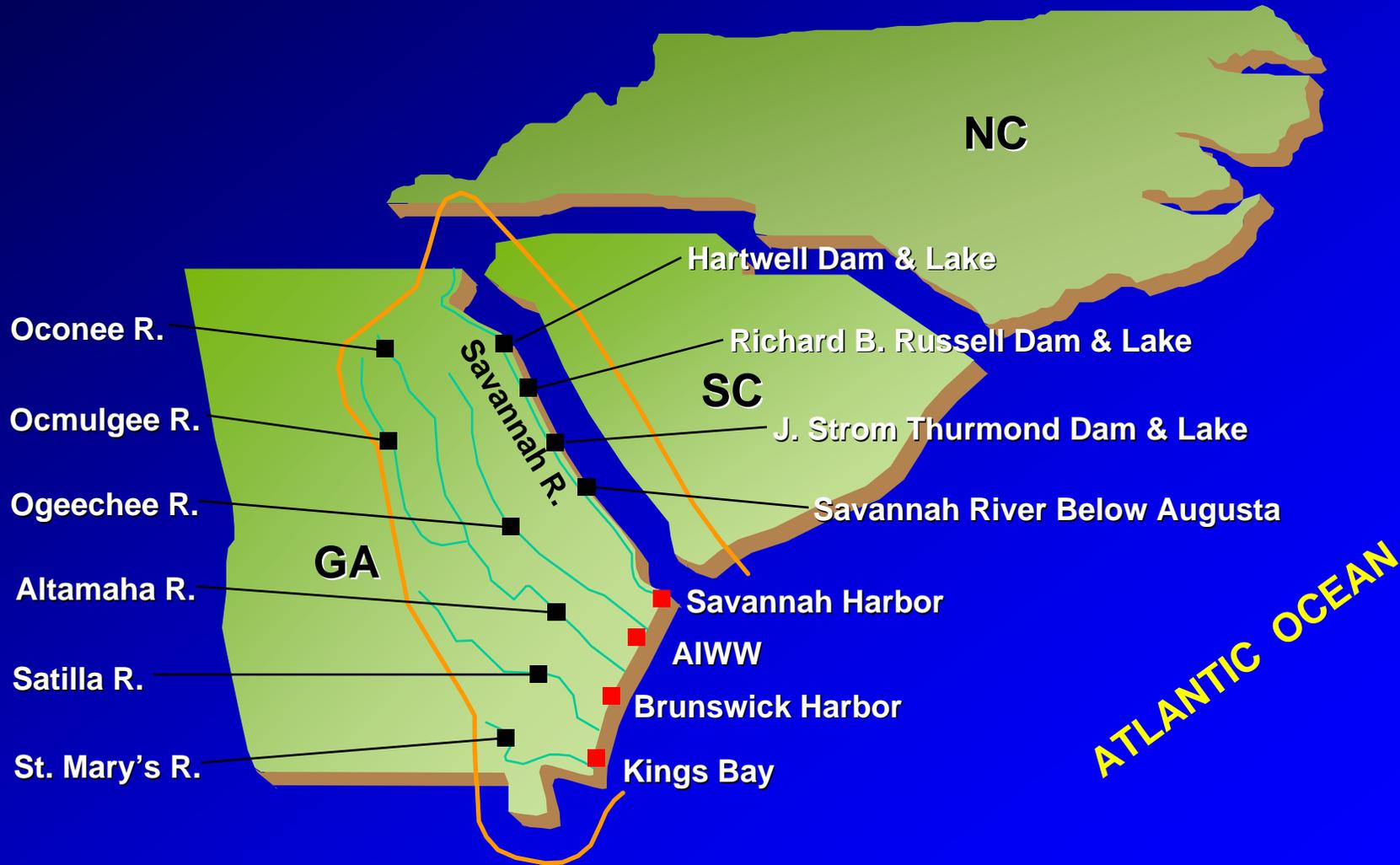
Civil Works Program



Presented by Dan Parrott

Chief, Civil Works Programs and Project Management

Civil Works Boundary



ATLANTIC OCEAN

Civil Works Program

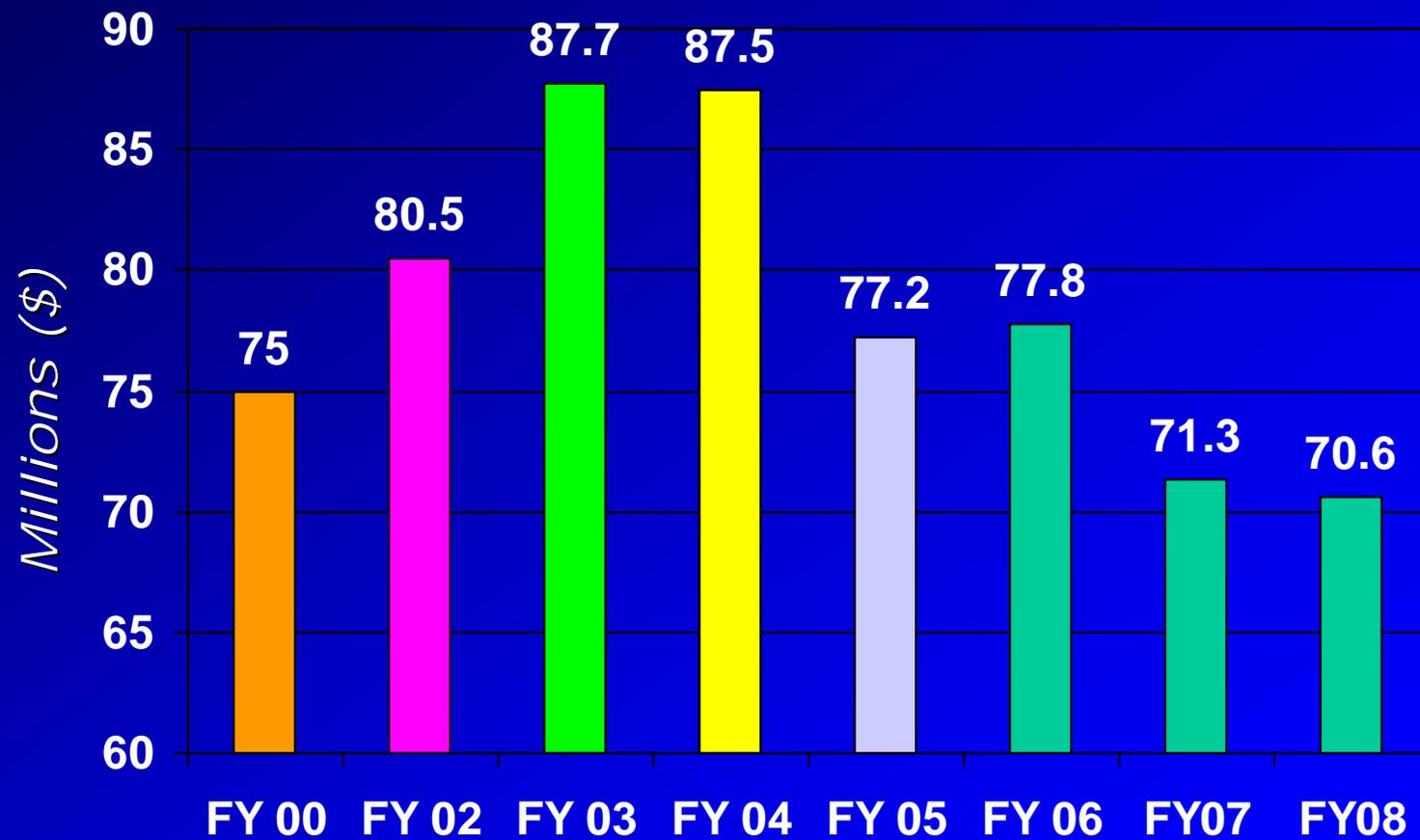
- ◆ **Supports National Defense**
- ◆ **Supports Economy**
- ◆ **Provides Broad Water Resource Capabilities**
- ◆ **Provides Army a Responsive and Specialized Capability for Time of Need**

President's Budget

- ◆ **Focused on Completing Currently Authorized Projects**
- ◆ **De-emphasize PED in Comparison to Recon and Feasibility Studies**
- ◆ **No New Construction Starts**
- ◆ **Construction Funds Support Continuing Contracts**
- ◆ **De-emphasize low use waterways and shallow draft harbors not serving commercial or subsistence fishing for federal use**
- ◆ **O&M Level Funding**

Civil Works Program Workload

Estimated Expenditures



Important Trends in Civil Works

- ◆ **Civil Operations and Maintenance steadily decreasing with inflation**
- ◆ **No new Civil Works Studies or Phases**
- ◆ **No new Construction General contracts or construction general new stats**
- ◆ **Small projects (CAP Program) under severe stress, first time ran out of funds Feb 04**
- ◆ **“Corps Reform” efforts**

Civil Planning & Design Programs

- ◆ **HQUSACE has established specific planning and design A-E contracting targets for total Civil Works programs (roll-up of all appropriations) for FY 04. South Atlantic Division goal - 42%***
- ◆ **In the Savannah District Civil Works program, most of the A-E contracting targets are achieved via delivery orders on existing and new IDIQ contracts for specific technical support, such as modeling, surveys and report preparation.**

***Savannah District goal - 40%**

SAS Civil Works 3-5 Year Forecast

	GI	CG	O&M	CF	Total
◆ FY03	\$2.2	25.0	51.0	9.5	\$87.7M
◆ FY04	\$1.3	27.2	48.3	5.7	\$82.5M
◆ FY05	\$0.8	23.0	47.4	6.0	\$77.2M
◆ FY06	\$1.1	18.0	47.4	11.3	\$77.8M
◆ FY07	\$1.1	14.5	47.4	8.3	\$71.3M
◆ FY08	\$1.2	14.0	47.4	8.0	\$70.6M

New FY 06 Civil Works Construction Contracts

<i>Project</i>	<i># New Contracts</i>	<i>Est. Total (\$000)</i>
◆ Brunswick Harbor O&M	1	2,400
◆ Savannah Harbor O&M	3	7,400
◆ Savannah Harbor Disposal Areas	2	3,100
◆ Oates Creek Deficiency Correction	1	1,900
◆ Richard B. Russell	2	5,300

FY 05 Civil Works 8(a) Projects

<i>Project</i>		<i>Est. \$(000)</i>	<i>Remarks</i>
Savannah Harbor Disposal Area	Raise Dikes- 2A	\$3,000	Feb 03

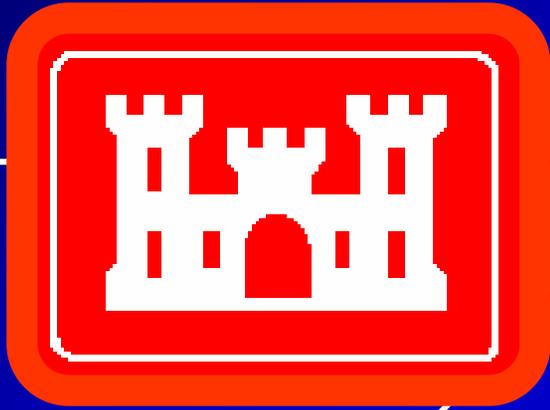
FY05 Dredging Schedule

<i>Location</i>	<i>Dredge</i>	<i>PA \$(000)</i>	<i>Procurement</i>
Savannah/Brunswick Entrance Channel	Hopper	\$2,500	Bid Opening Sept
Savannah Harbor Upper Harbor/ Sediment Basin	Pipeline	\$8,100	Jul-Aug 2004

FY05 Civil Works Construction Schedule

<i>Location</i>	<i>Description</i>	<i>PA \$(000)</i>	<i>Procurement</i>
------------------------	---------------------------	------------------------------	---------------------------

No New Contracts

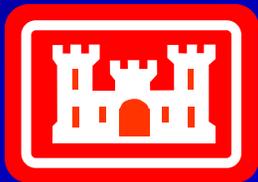


Questions?

Agenda

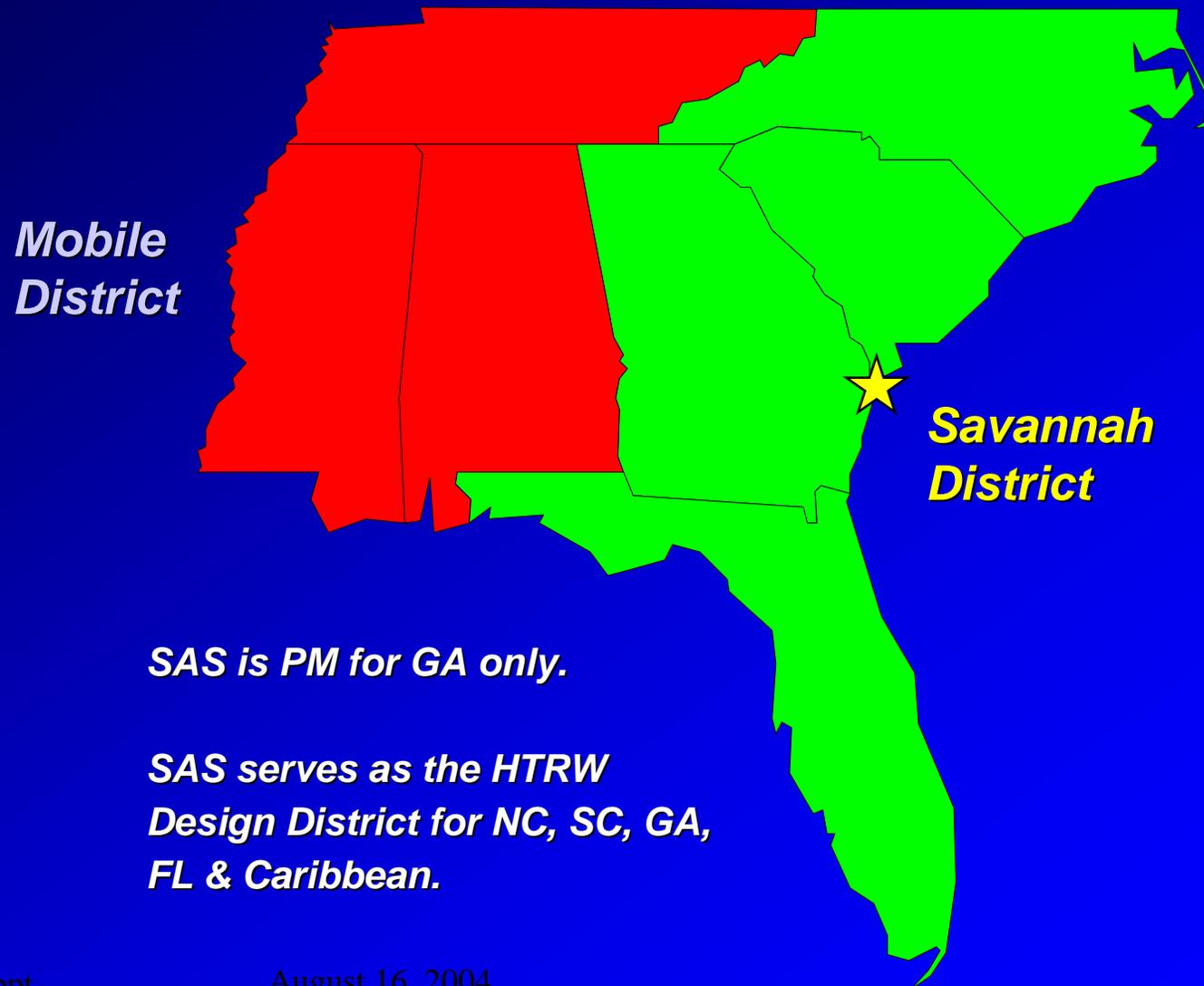
- ❑ Mission & Overview of District
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- ❑ Small & Disadvantaged Business Program
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Environmental & Interagency and International Services Program



Presented by Mike Sydow
Chief, Environmental and IIS Management Branch

FUDS AOR

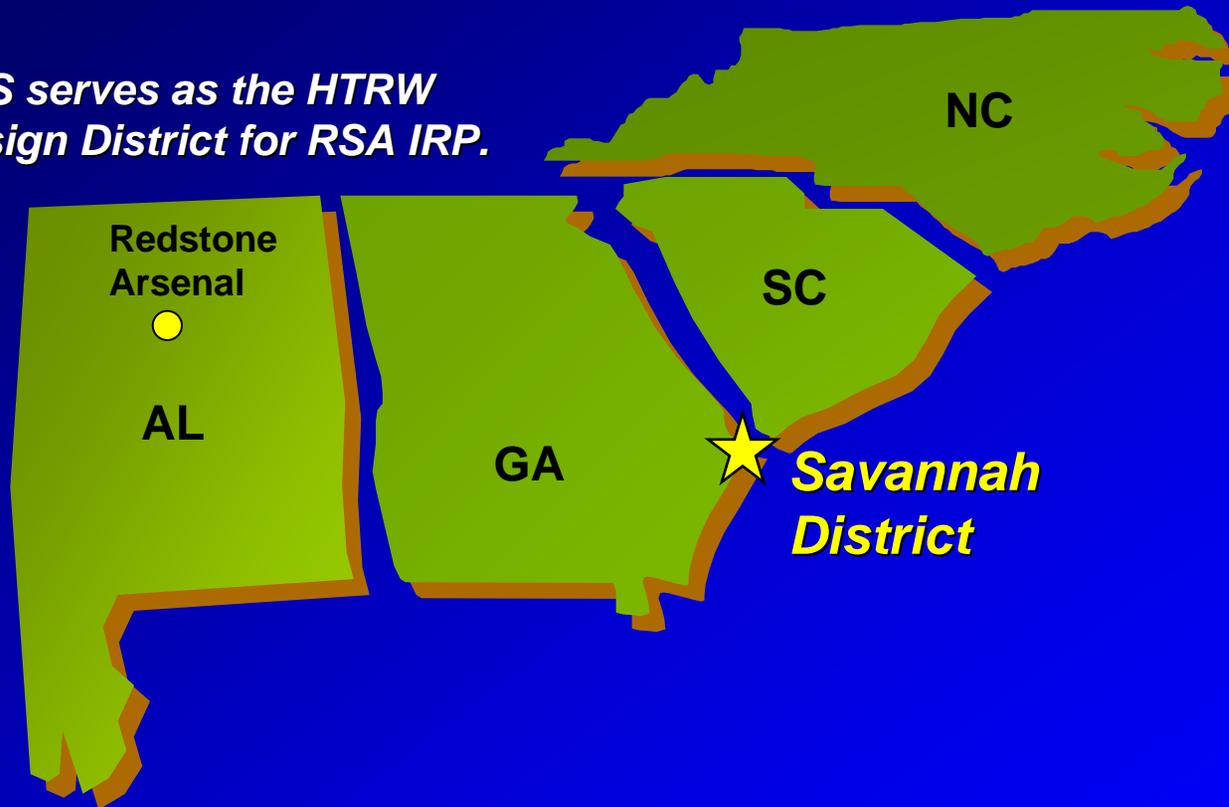


SAS is PM for GA only.

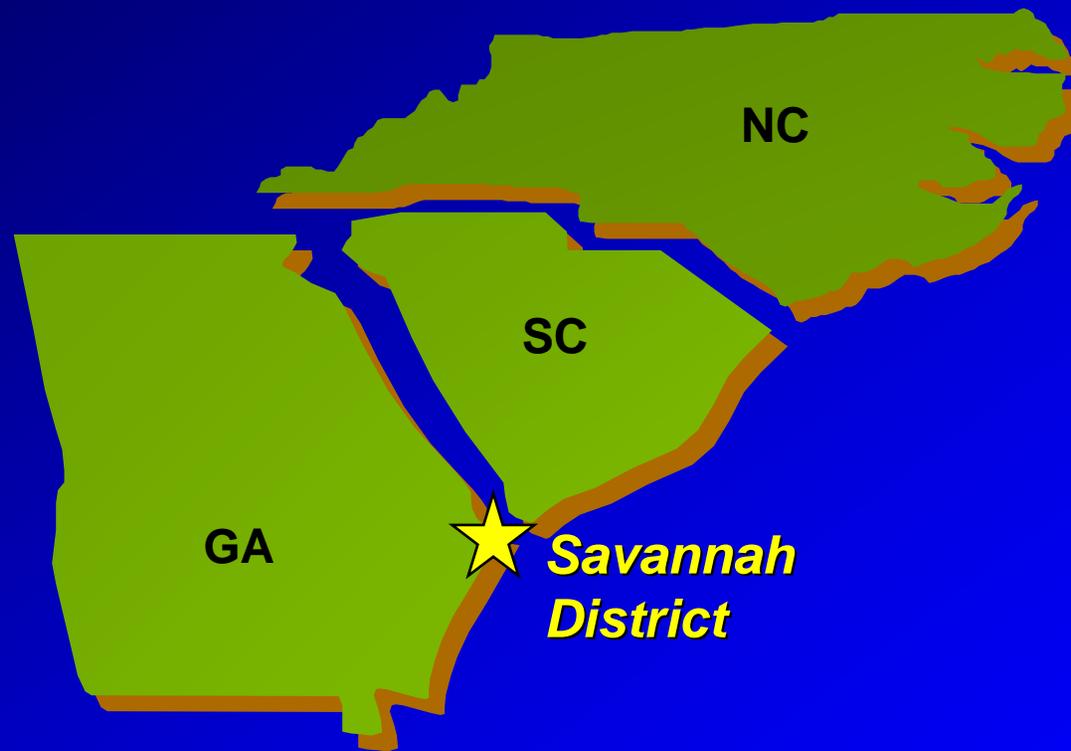
*SAS serves as the HTRW
Design District for NC, SC, GA,
FL & Caribbean.*

ARMY AOR

*SAS serves as the HTRW
Design District for RSA IRP.*



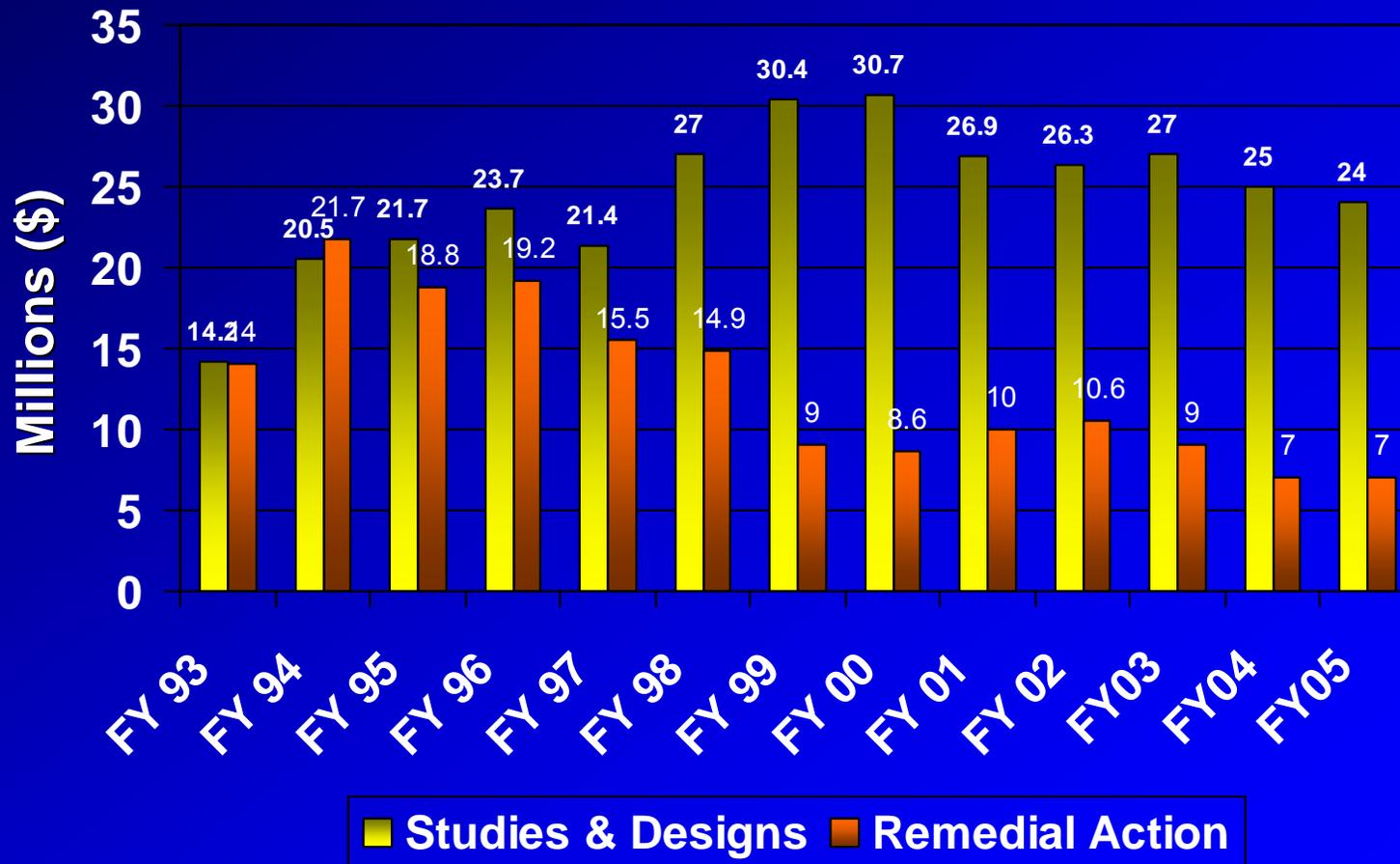
WFO AOR



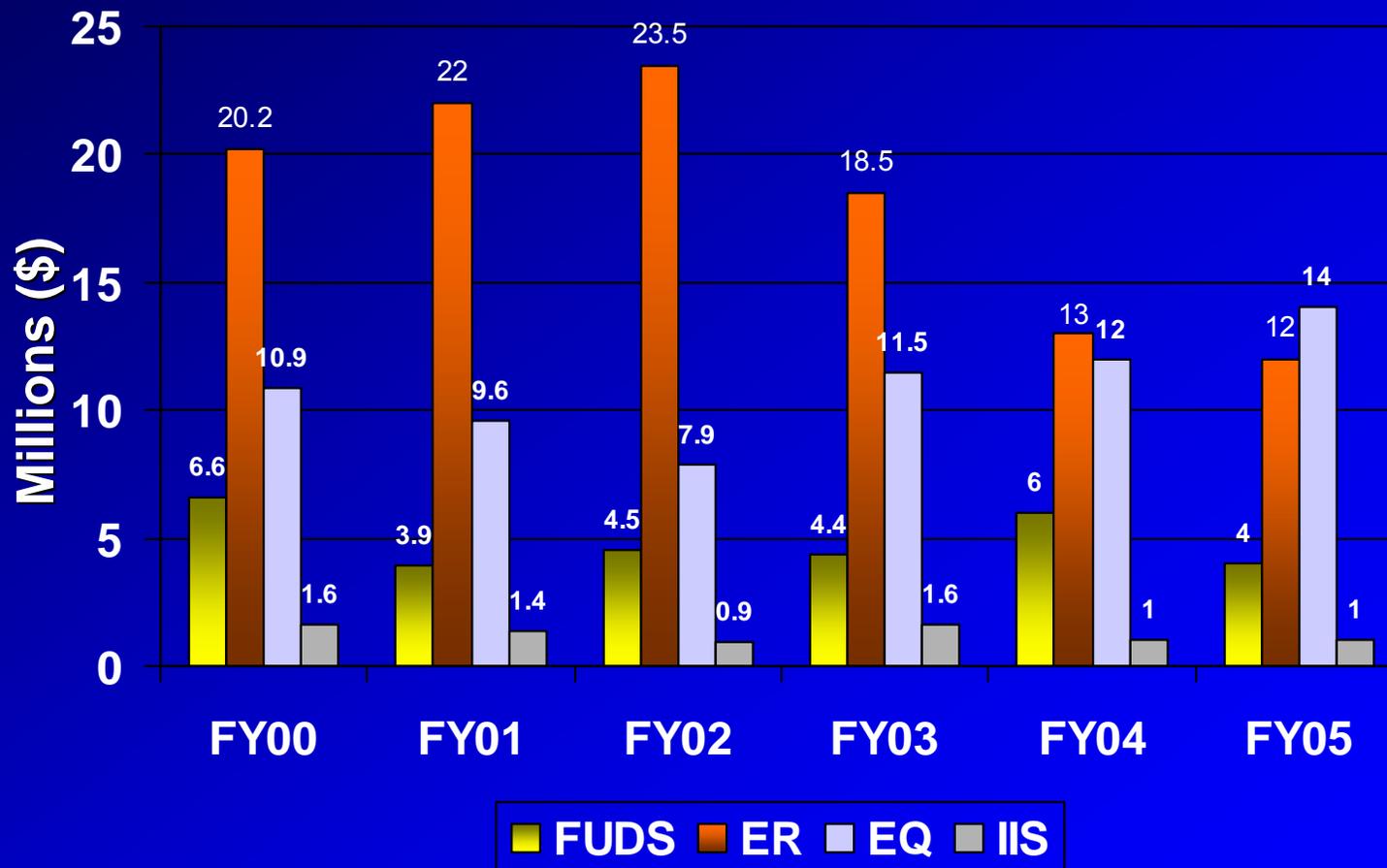
Interagency and International Services AOR



Environmental Workload Trends



Environmental Workload Trends



Future Environmental Contracts

# Contracts	Type	NAICS (SIC)	Total Capacity	Annual Capacity	Contract Term	Contract Purpose	Remarks
2	IDIQ-FFP	562910 (8744)	\$3M	\$1M	1 basic + 2 option yrs	Environmental Services	8(a) Direct Match BEST Contracts 4th QTR FY05 Award
1	IDIQ-FFP	562910 (8744)	\$25M	TBD	1 basic + 4 option yrs	Environmental Services	SBSA MATOC 4th QTR FY05 Award

Contracting Trends

- ◆ **Continued use of ID/IQ Contracts and Simplified Acquisitions**
- ◆ **Possible use of MATOC**
- ◆ **New contracts and task orders will be Performance Based**
- ◆ **USACE Sharing of Contract Resources**
- ◆ **Increased requirement for Environmental Services (vs. AE Services)**

Contracting Trends

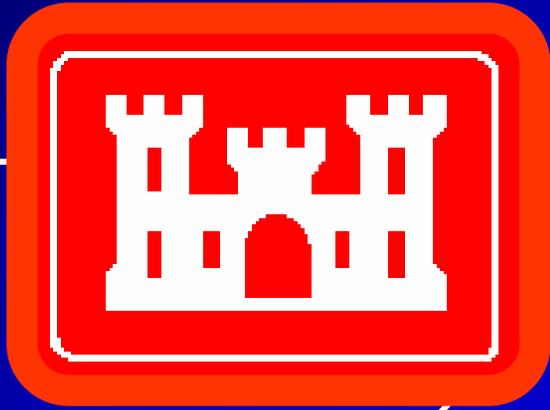
- ◆ **PERFORMANCE BASED CONTRACTS**
 - ❖ *Army proponent is ASCIM*
 - ❖ *Managed by Army Environmental Center (AEC)*
 - *FY03: Inclusion of Active Installations*
 - *FY04: Inclusion of FUDS*
 - *FY05: Inclusion of BRAC and Regional Contracts*
 - *Target of 80% ER,A obligations to PBC by FY07*
 - *Most awards to date have been GFPRC*
 - ❖ *Within SAS*
 - *FY02: Ft. Gordon*
 - *FY03: Ft. Jackson*
 - *FY04: Hunter Army Airfield (single site only)*
 - *FY05: PBC Reviews scheduled for Ft. Gillem, Ft. Bragg, Ft. Benning, and Redstone Arsenal*
 - ❖ *USACE Target for FUDS is 25% in FY05*

Programmatic Trends

- ◆ **Watershed Management**
 - ❖ **Quality**
 - ❖ **Quantity**
- ◆ **Water and Wastewater System Assessments and Upgrades**
 - ❖ **Capacity**
 - ❖ **Security**
- ◆ **Integrated Range Management**
 - ❖ **Design, Construction, Operation & Maintenance**
 - ❖ **Environmental Compliance**
 - ❖ **Environmental Restoration**

Programmatic Trends

- ◆ **EPA Superfund Program**
 - ❖ **Funding continues to be an issue**
- ◆ **UST/AST System Upgrades**
- ◆ **Removal of non-regulated UST Systems**
- ◆ **Landfill Maintenance and Closure**
- ◆ **Environmental Sustainability Projects**
 - ❖ **Environmental Management Systems**
 - ❖ **Pollution Prevention Assessments**
 - ❖ **Hazardous Material & Waste Minimization**
 - ❖ **Storm Water System Design and Management**
 - ❖ **Wetlands Management, Mitigation and Banking**

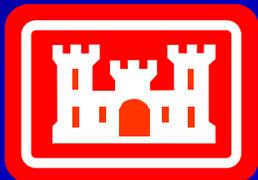


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- ❑ Architect-Engineer Contracting Process

Small Business Program



Presented by Leila Hollis

Chief, Small and Disadvantaged Business Program

FY 05 Goals Proposed

Prime Contracts

◆ Small Business	43.4%
◆ HUBZone SB Set Aside	3.2%
◆ Small Disadvantaged Business	16.7%
◆ Women-Owned Small Business	5.6%
◆ Service-Disabled Veteran-Owned Small Business	3.0%
◆ Historically Black Colleges & Universities, Minority Institutions	13.6%

FY 05 Goals Proposed

Subcontracting

◆ Small Business	73.5%
◆ Small Disadvantaged Business	10.6%
◆ HUBZone Small Business	3.2%
◆ Women-Owned Small Business	11.0%
◆ Service-Disabled Veteran-Owned Small Business	3.0%

Annual USACE Small Business Conference

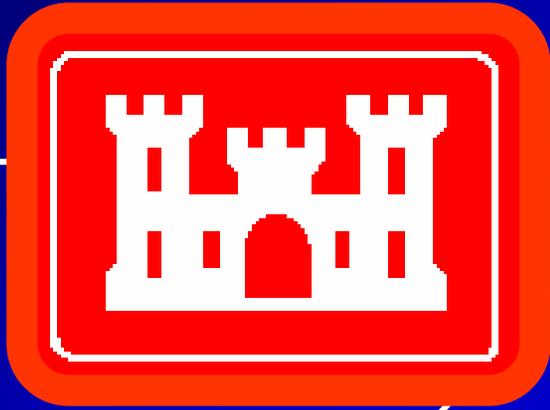
- ◆ **30 November 2004 – 02 December 2004
Arlington, VA**
- ◆ **Primes can exhibit**
- ◆ **<http://www.hq.usace.army.mil/hqsb/conf8/>**

DoD Indian Incentive Program

- ◆ Reimburse prime 5% of amount subcontracted to Indian-owned concern
- ◆ Subcontractor's status of Indian-owned economic enterprise
 - ❖ Certificate of tribal membership
 - ❖ 51% Indian ownership
 - ❖ Name of tribe
 - ❖ Must be federally recognized tribe
 - ❖ Approved by Bureau of Indian Affairs (BIA)
- ◆ www.acq.osd.mil/sadbu/programs
- ◆ Native American Small Business Conference, Orlando, FL
9-13 August 2004
<http://uida.org/conference.html>

Service Disabled Veteran Owned Small Business (SDVOSB)

- ◆ **Set Aside for SDVOSB – Public Law 108-183**
- ◆ **Responsible and Capable**
- ◆ **Reasonable expectation of 2 or more offerors' participation**
- ◆ **Enhance partnerships and outreach efforts**
- ◆ **Meet minimum goals (3%)**

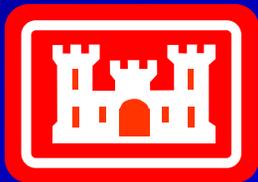


Questions?

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- ❑ **Architect-Engineer Contracting Process**

Savannah District Architect-Engineer Contracting Process



Presented by Camille M. Krolkowski, R.A.

Assistant Chief, Engineering Division

SAS AE Contracting Process



*Unlocking the Mystery of Architect
Engineer Contracting*

SAS AE Contracting Process

Overview

- ◆ **How we solicit**
- ◆ **How we choose**
- ◆ **How we execute**

SAS AE Contracting Process



How we Solicit

SAS AE Contracting Process

Standards We Live By

- ◆ **BROOKS A-E ACT: Public Law 92-582:**
 - ❖ Mandates the public announcement of requirements for A-E services, selection of the most highly qualified firms based on demonstrated competence and professional qualifications, and the negotiation of a fair and reasonable price.
- ◆ **FAR PART 36**
- ◆ **ENGINEERING PAMPHLET EP-715-1-7, 31 July 2002**
- ◆ **PARC INSTRUCTION LETTERS**

SAS AE Contracting Process

Types of A-E Contracts

- ◆ **STAND ALONE “C” TYPE**
Firm Fixed Price for a specific project
- ◆ **INDEFINITE DELIVERY CONTRACT**
Execute by Task Order
BASE PERIOD PLUS 2 OPTION PERIODS
\$1 million BASE PLUS 2-\$1 million options
- ◆ **PURCHASE ORDER**
Less than \$85k for one project
- ◆ **FOR SMALL BUSINESS SET-ASIDES:**
BASE PERIOD PLUS 4 OPTION PERIODS
\$1 million BASE PLUS 4-\$1 million options

SAS AE Contracting Process

Types of Solicitations

- ◆ **UNRESTRICTED COMPETITION**

- ◆ **SMALL BUSINESS SET-ASIDE**

A Small Business A-E firm has average annual receipts over the past 3 years of no more than \$4,000,000.

Self Certified.

- ◆ **SMALL DISADVANTAGED SET-ASIDE (8a)**

Meets Small Business criteria. Certified By SBA.

- ◆ **HUB ZONE SET-ASIDE**

Meets Small Business criteria. Located in a geographic area designated as an economically depressed area by SBA. At least 35% of employees live within HUB ZONE. Certified By SBA.

SAS AE Contracting Process

Public Announcement

- ◆ Required on all contracts greater than \$25K
- ◆ 30 days (min) to respond
- ◆ For current SAS AE and Construction contracts:
<http://ebs.sas.usace.army.mil>
- ◆ *FOUR PARTS:*
 - ❖ Part 1 – Contract Information
 - ❖ Part 2 – Project Information
 - ❖ Part 3 – Selection Criteria (Primary & Secondary)
 - ❖ Part 4 – Submission Requirements

SAS AE Contracting Process

Part 1. Contract Information

- ◆ Describes:
 - ❖ Types of services needed
 - ❖ Small Business Subcontracting Plan requirements

Change in Procurement identification codes (applies to All solicitations and contracts):

<u>Old</u>	<u>New</u>	<u>District</u>
DACW60	W912HP	CHARLESTON
DACA17	W912EP	JACKSONVILLE
DACA01	W91278	MOBILE
DACA21	W912HN	SAVANNAH
DACA54	W912PM	WILMINGTON

Applies to solicitations and contracts

SAS AE Contracting Process

Part 2. Project Information

- ◆ Describes specifics of project:
 - ❖ Location
 - ❖ Square Footage
 - ❖ General Design Features (facility, site, etc)
 - ❖ Specific Design Features (AT/FP, SPiRiT, etc)
 - ❖ Specification information

SAS AE Contracting Process

Part 3. Selection Criteria

- ◆ Built around general FAR and DFARS criteria.
- ◆ Must be project specific.
- ◆ Must indicate order of importance of criteria and sub criteria.
- ◆ Uses criteria that will be important discriminators.
- ◆ Must not be unnecessarily restrictive.

SAS AE Contracting Process

Part 3. Selection Criteria

FAR 36.602-1 / DFARS 236.602-1

Primary

- ❖ Specialized Experience and Technical Competence
- ❖ Key Personnel Professional Qualifications
- ❖ Work Management/Capacity
- ❖ Past Performance
- ❖ Knowledge of Locality

Secondary

- ❖ Location of Firm
- ❖ Volume of Recent DOD Work
- ❖ Participation of Small Businesses and Small Disadvantaged Businesses

SAS AE Contracting Process

Part 4. Submission Requirements

- ❖ **What, When, How and Where to submit proposals**

The New SF 330

- ❖ **Full implementation – June 2004**
- ❖ **Savannah District implementing electronic submissions**

- **File sizes are limited**
- **Information is secured with passwords**
- **To register:**

<https://sasweb.sas.usacw.army.mil/ae%20selection%20process>

Links also to SF 330 Form, AE Selection System, Electronic Bid System and Fed Business Opportunities

SAS AE Contracting Process



HOW WE CHOOSE

SAS AE Contracting Process

A-E Evaluation Boards

Preselection & Selection (FAR 36.602)

- ◆ Composed of in-house professional personnel with experience in engineering, architecture, construction, project management and acquisition.
- ◆ Using agency invited to participate if appropriate.
- ◆ Reviews firms' qualifications using criteria in the synopsis.
- ◆ Must be reasonable, consistent and fair.

SAS AE Contracting Process

AE Evaluation/Selection Process

◆ PRE-SELECTION

- ❖ Determination of most highly qualified firms

◆ SELECTION

- ❖ Final ranking of most highly qualified firms (short listed)
- ❖ Interview with the short listed firms
- ❖ Selection is made and approved

◆ NOTIFICATION/DEBRIEF

SAS AE Contracting Process

AE Evaluation/Selection Process

THE PRE-SELECTION PHASE

- ❖ Determine those highly qualified firms which have a reasonable chance of being considered as most highly qualified – board consensus required.
- ❖ If submittals are incomplete, they will be eliminated at this time.

DETERMINATION OF MOST HIGHLY QUALIFIED FIRMS (SHORT-LISTED FIRMS)

- ❖ Based on Performance Risk
- ❖ Compared to other firms
- ❖ Board consensus required

SAS AE Contracting Process

AE Evaluation/Selection Process

◆ **THE DEBRIEF**

- ❖ All firms are allowed a debrief
- ❖ Firm must request the debrief within the specified time –normally 10 days from date of notification letter
- ❖ May be telephonic or in person

SAS AE Contracting Process

AE Evaluation/Selection Process

◆ **THE IMPORTANCE OF A DEBRIEF**

- ❖ **Overview of the Selection Process**
- ❖ **Learn what separated your firm**
- ❖ **Possible improvements for future competition**

SAS AE Contracting Process

Typical Results

FOR LARGER FIRMS

- ❖ IDC's for district use – usually require work on multiple task orders simultaneously
- ❖ Large Projects requiring separate contracts due to complexity and amount of A-E fee
- ❖ Larger firms typically have the capacity, technical expertise and depth of experience for these types of contracts. However, with the right team, small businesses can win (and have won) on unrestricted competitions

SAS AE Contracting Process

Typical Results Cont.

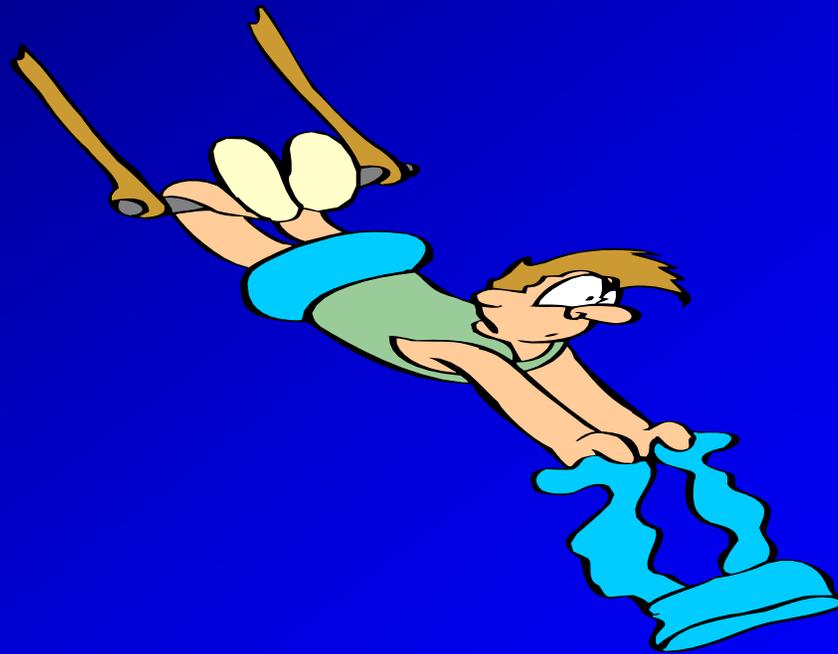
FOR SMALLER FIRMS

- ❖ IDC's for Value Engineering, Survey Work, Core Drilling
- ❖ Design Branch support IDC
- ❖ IDC's for use by installations
- ❖ Complex or technical contracts requiring specific expertise (I.e. Life Safety, structural evaluations, etc)

Districts strongly encourage partnerships between large and small firms so that the smaller firms can compete in the future for those contracts requiring greater technical expertise and depth of experience.

SAS AE Contracting Process

Things That Separate Firms



SAS AE Contracting Process

Things That Separate Firms

- ❖ Late arriving proposals
- ❖ Incomplete proposals – Parts missing
- ❖ Not addressing the selection criteria completely
- ❖ Failure to include the required resumes
- ❖ Project assignment on resume is unclear or blank

SAS AE Contracting Process

Things That Separate Firms Cont.

- ❖ Inadequate depth/capacity
- ❖ Key personnel without required registrations/certifications
- ❖ Project Manager with no experience doing DOD/COE Work
- ❖ No current relevant projects
- ❖ Poorly defined quality management plan

SAS AE Contracting Process

Things That Separate Firms Cont.

- ❖ Inadequate demonstration of relevant experience by the team
- ❖ No assurance team presented will perform the work
- ❖ Inadequate demonstration of past performance/poor ACASS Ratings
- ❖ No plan for coordination of work with subconsultants
- ❖ Not answering interview questions

SAS AE Contracting Process

HOW WE EXECUTE



No, not that way!!!!!!!!!!

SAS AE Contracting Process

Steps To Award

- ❖ **Request for Proposal letter**
- ❖ **Negotiation of Rates**
- ❖ **Awards**



SAS AE Contracting Process

How Do We Decide Which IDIQ Contract To Use?

- ❖ **Legal Consideration/Scope of Contract**
- ❖ Match Most Qualified AE With Specific Project (i.e. Blast Wall Design Expertise)
- ❖ Contract Utilization
- ❖ Remaining Capacity of Contract
- ❖ Customer Preference
- ❖ Performance on earlier task orders

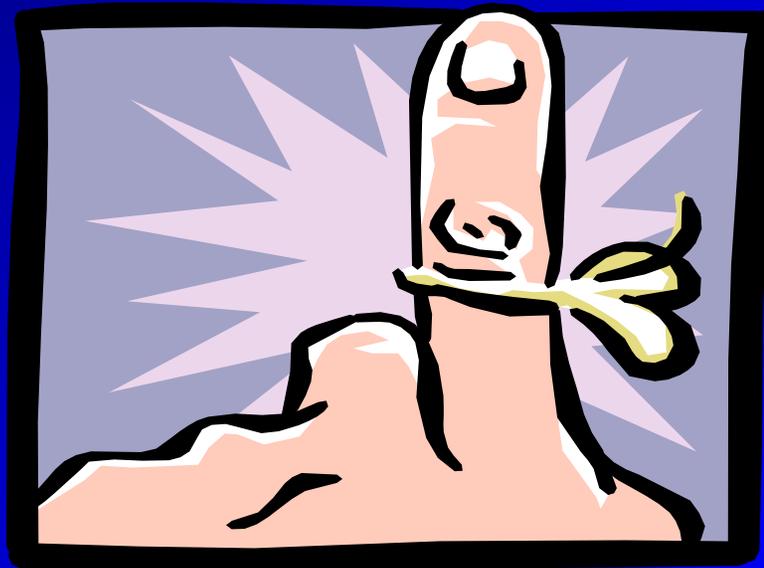
SAS AE Contracting Process

Multiple Award Solicitations

- ❖ More economical for both Corps of Engineers & AE's
- ❖ More flexibility in maintaining sufficient contracts to cover very dynamic workload
- ❖ Up to one year to award multiple contracts after announcement closes
- ❖ Opportunity for new firms to win a contract

SAS AE Contracting Process

Things to Remember



SAS AE Contracting Process

Things to Remember

- ❖ We don't train A-E firms
- ❖ The board takes nothing for granted – You must demonstrate all of your qualifications.
- ❖ The board does not make assumptions that will help you.
- ❖ **Be complete, Be clear, Be concise**



SAS AE Contracting Process

Things to Remember Con't

- ❖ Putting Fluff in your proposal may hurt you!



SAS AE Contracting Process

Things to Remember Con't

- ◆ Reviewing 30 to 70 proposals thoroughly is exhausting!

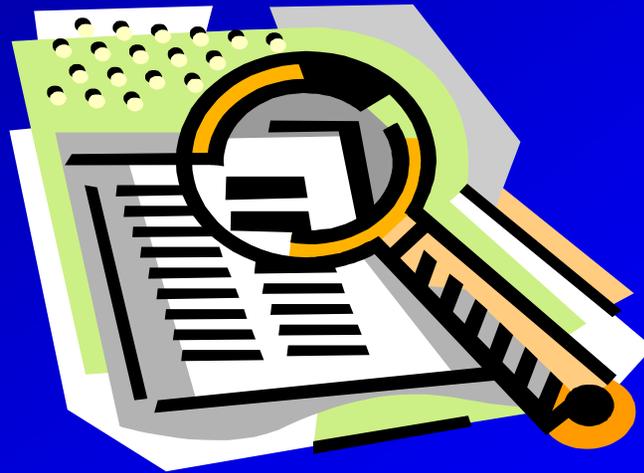


- ◆ Make your proposal easy to read, easy to obtain the critical info
- ◆ Follow the format.

SAS AE Contracting Process

Things to Remember Con't

- ❖ Don't use small print to put more into your proposal. Use font size as requested.



SAS AE Contracting Process

Things to Remember Con't

- ❖ The Interview is important
- ❖ Carefully pick your 10 projects
- ❖ A project done as a task order under an IDIQ is considered a project
- ❖ Do your homework about the district you want to win work.



SAS AE Contracting Process

THINGS TO REMEMBER CON'T

Current processes/standards that you must embrace:

- ❖ Charettes – Planning & Design
- ❖ AT/FP
- ❖ Sustainable Design
- ❖ Standard Designs
- ❖ Design Build
- ❖ MCACES & Paces Cost Estimating
- ❖ SpecsIntact Software



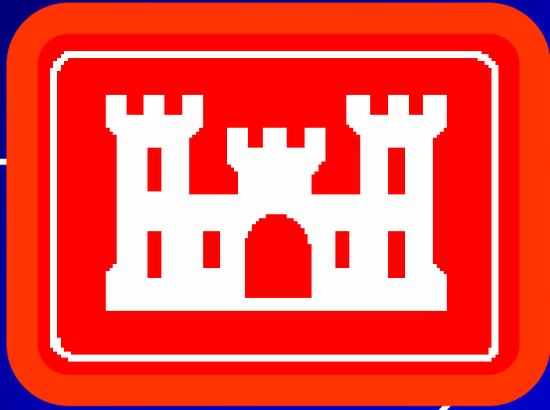
SAS AE Contracting Process

Websites for current A-E Contracts Within Savannah District

<http://www.sas.usace.army.mil/ct/ctpage.htm> **Click Active
Contracts.**

WEBSITE FOR SMALL BUSINESS POINT OF CONTACT

Leila Hollis, Acting Deputy for Small Business, 912-652-5105,
E-mail: Leila.Hollis@sas02.usace.army.mil



Questions?

Contact Offices

Office	Phone #	FAX #
Architect-Engineer	(912) 652-5645	(912) 652-5074
Civil Works Projects	(912) 652-5214	(912) 652-5819
Military Projects	(912) 652-5332	(912) 652-6006
Environmental	(912) 652-5625	(912) 652-6012
Operations & Maint.		
Construction	(912) 652-5343	(912) 652-5065
Dredging	(912) 652-5058	(912) 652-5065
Small Business Office	(912) 652-5105	(912) 652-5828

District Web Site

www.sas.usace.army.mil

Other Websites

- ◆ **Army Transformation/TIM**
<http://www.hqda.army.mil/acsimweb/CIMhomepage.shtml>
- ◆ **Design Review & Checking System (DR Checks)**
<http://www.cecer.army.mil/td/tips/product/details.cfm?ID=462>
- ◆ **Army Transformation/Ft Future**
<http://www.usace.army.mil/military.html#Installation>
- ◆ **Army Transformation Experimentation**
<http://tradoc.monroe.army.mil/index.html>