



2007 Island Business Opportunities

Naval Facilities Engineering Command

October 8, 2007

Today's Presentation



- Naval Facilities Engineering Command
- Acquisition Tools
- NAVFAC 101 – How we do business...
- NAVFAC Small Business Program
- Guam Program Execution Strategy
- Other Opportunities

Naval Facilities Engineering Command



- Who we are...
 - Global Engineering Command supporting Navy, Marine Corps, DoD
 - 13,500 Military, Civilian and Contractor Personnel
 - Annual Revenue of \$7.6 billion

- What we do...
 - Facilities Acquisition
 - Planning, Design, Construction, Environmental, Utilities
 - Installation Engineering Support
 - Public Works, Facilities Maintenance, Utilities, Real Estate, Transportation, Environmental, Ashore ATFP, Ocean Engineering
 - Seabees/Contingency Engineering

NAVFAC in the Pacific



- NAVFAC Pacific, Pearl Harbor, HI
 - Fleet Civil Engineer, U.S. Pacific Fleet
 - DoD Military Construction Agent for Guam & Wake Island
 - Unlimited Navy Contracting Authority & specialized expertise
 - Real Estate
 - Utilities
 - Design Acquisition
 - Facilities Support Contracts
 - Construction Acquisition
 - Environmental Restoration & Planning
- NAVFAC Marianas, Guam: Navy facilities and environmental program management and execution on Guam, including:
 - Construction
 - Facilities Management
 - Utilities
 - Base Development & planning
 - Real Estate
 - Base Support Vehicles & Transportation
 - Engineering
 - Facilities Maintenance & Repair
 - Environmental
 - NEPA

Construction Acquisition Tools



- Single Award Contracts (primarily Military Construction)
 - Design-Build (Goal is 75%)
 - Design-Bid-Build
 - Design-Build to cost
- Multiple Award Construction Contracts (MACC)
 - Design-Build MACC
 - General Construction MACC
 - Specialized MACC (i.e. Paving, Electrical, Mechanical)
- Indefinite Delivery/Indefinite Quantity Contracts (IDIQ)
 - Job Order Contract (JOC)
 - Multi-Trade Contract
 - Single Source

Facility Support Contract Tools



- Base Operating Support Contract (BOS)
 - Performance Based
 - Performance Assessment
 - Standard Annexes (Standard NAVFAC Template)

- Short Term “Global Contingency Service Contract” (GCSC)
 - Natural Disasters
 - Humanitarian Efforts
 - Non-performance issues or potential breaks in service

- Single/Multi-Function Contracts (Fixed Price and/or Indefinite Quantity)
 - Base Services (i.e. Janitorial, Grounds, Pest Control, Demolition)
 - Housing Operations and Maintenance Services
 - Housing Change of Occupancy Maintenance

NAVFAC 101 - how we do business...



- Construction and services solicitations can be found at the Federal Business Opportunities website: <http://www.fbo.gov/>
- Companies must be registered with the Central Contractor Registration (CCR) at <http://www.ccr.gov/>
- Major Construction and Facility Service contracts are solicited as competitive “Best Value” versus “Low Bid”
 - Not who you know or just lowest price
 - Evaluation can include price, past performance, technical proposal, small business utilization, safety
- Safety matters!

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Best Value Procurement



- Understand the Ground Rules
 - Solicitation will state evaluation criteria and relative importance
 - Navy evaluates based on information in the proposal, and other available information on past performance
 - Past performance matters
- Understand the “Grading System”
 - Evaluation Factors Section is critical:
 - Contains the criteria that will be used to evaluate your proposal
 - Specifies the relative importance of that criteria
 - Provides information on how the criteria will be applied (e.g., what constitutes an excellent vice satisfactory rating)
 - Use this information in deciding how to focus proposal preparation

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Proposal Preparation



- Follow the Solicitation “Instructions to Offerors”
 - Format as directed (e.g., how many volumes, what to put into those volumes, how many pages, etc.)
 - Not the time to get creative – if information is requested in Section 1 of Volume 2, put it there
 - Comply with any page limitations – Navy evaluators not allowed to review any pages in excess of the limitation
- Writing Your Proposal
 - If you are unsure of something in the solicitation, seek clarification, in writing, from the Contracting Officer
 - Put your best effort forward the first time – never assume that you will be given an opportunity to have discussions/fine tune your proposal
 - Taking exception/putting conditions on your proposal is risky - may make your proposal unacceptable
 - Ensure your price proposal is a reasonable reflection of your technical proposal

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Proposal Submission & Debriefing



- Mechanics:
 - Ensure your proposal is signed and that it includes an acknowledgement of the receipt and acceptance of all amendments
 - **Make sure your proposal is submitted ON TIME**; a late proposal, with very rare exceptions, will not be evaluated
- Request a Debriefing
 - Debriefings provide valuable information – significant weaknesses and deficiencies, overall prices and technical ratings of debriefed offeror and successful offeror, overall ranking, and summary of rationale for award (FAR 15.506)
 - Can be learning opportunity even if you are the successful offeror
 - Debriefings must be requested, in writing, within 3 days of being notified of award decision

Federal Contracting Small Business Opportunities



Federal Acquisition Regulation 19.201(a)

It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns. Such concerns must also have maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance.

NAVFAC SMALL BUSINESS Goals and Contracting

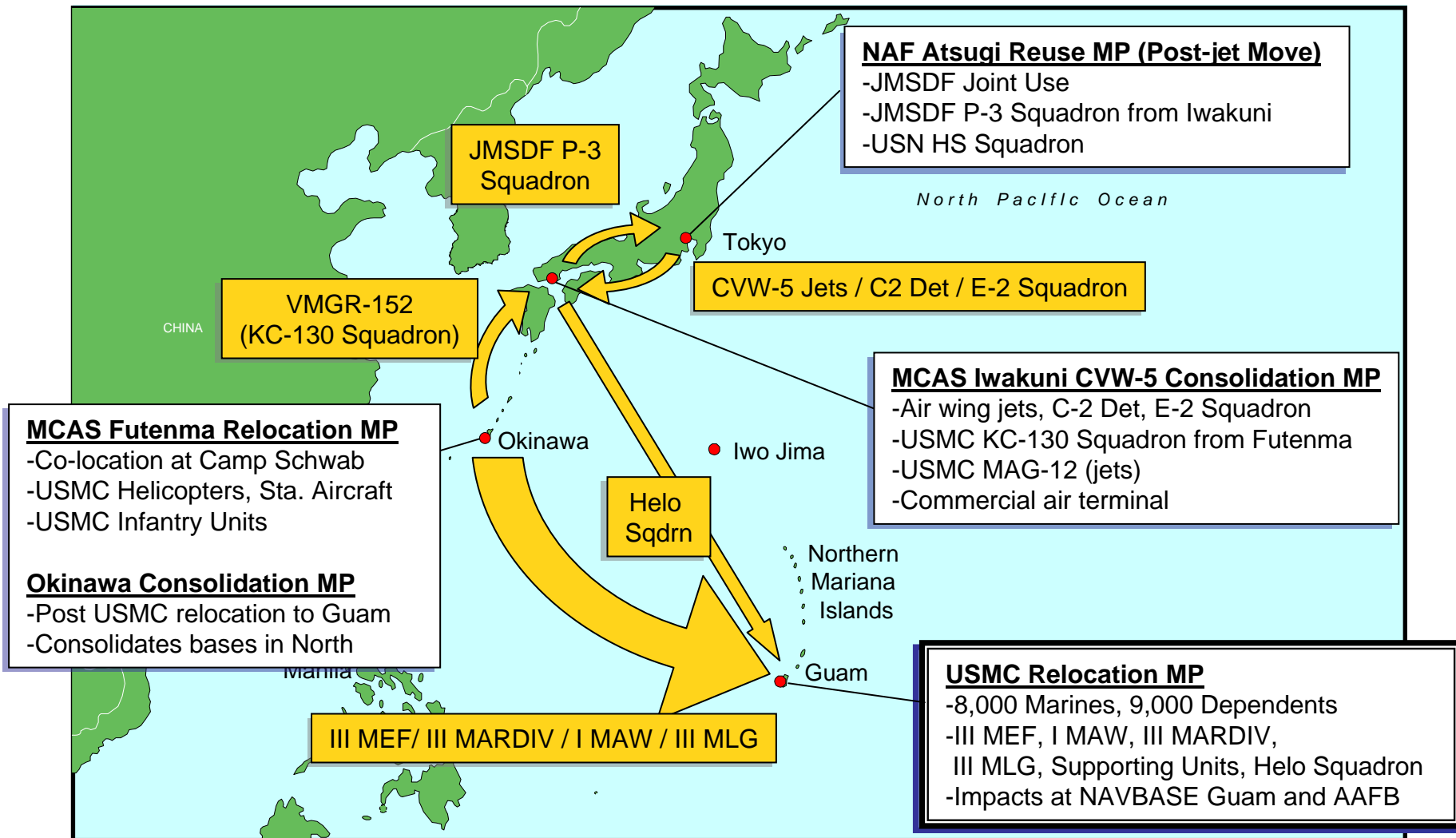


Type of Business	Prime Contract Awards	Large Business Subcontracts
Small Business	41%	77%
Small Disadvantaged Business	19%	16%
Women-Owned Small Business	7%	14%
Historically Under-Utilized Business Zone	9%	1.4%
Service Disabled Veteran-Owned Small Business	0.6%	0.1%

Take advantage of:

- HUBZONE status – 10% competitive preference (relative to large businesses), and competitive set-asides
 - Guam is a HUBZONE
 - CNMI is a HUBZONE
- Service-Disabled, Veteran-Owned Small Business competitive set-asides
- Small Disadvantaged Business competitive solicitations within SBA Regions and sole-source (<\$3.5M)

DPRI Overview (USN/USMC)



Guam Program Execution Strategy Objectives



- Enable Mission Requirements
 - Projects scheduled to meet required military capabilities
 - Construction upon completion of Environmental Impact Statement
 - Design/Build
 - Achieve full scope within programmed amounts
 - Minimize contractor overhead/Maximize product delivered
 - Mitigate inflationary pressures
 - Enable offsite production, and reduce imported workforce
 - Sustainable, efficient operating performance
 - Standard building components - reduce life-cycle costs, sustainability, simplify long-term operations, maintenance and repair
 - Standards for seismic activity and typhoons
 - Design and construct a coherent exterior architectural theme
 - Reflect/highlight USMC mission
 - Consistent with the overall Installation Appearance Guide
 - Harmonizes with the island environment

Guam Program Execution Strategy Objectives



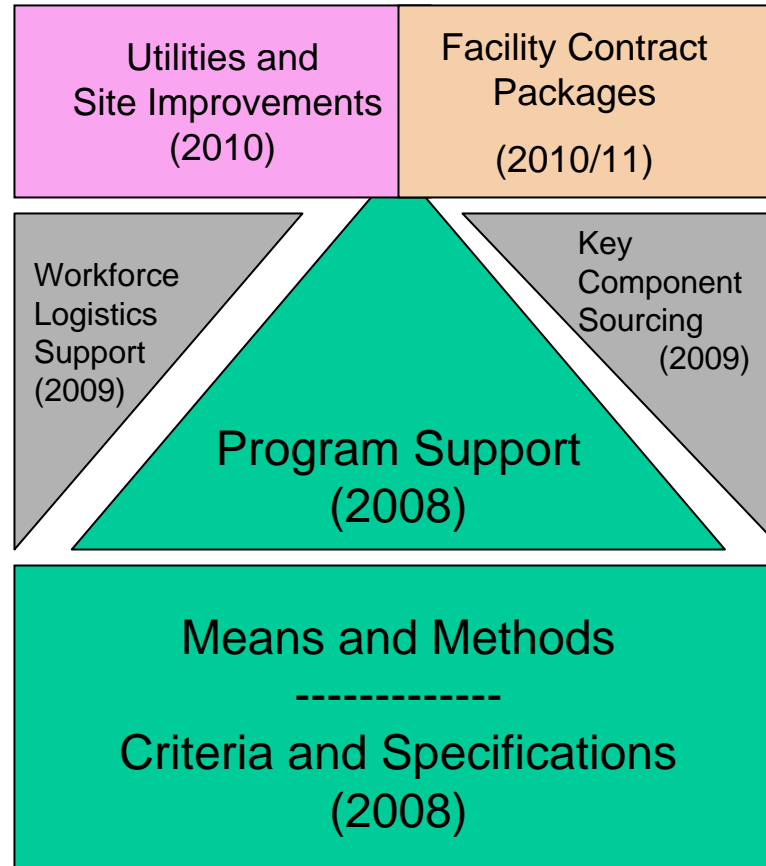
- Attract optimal industry partners
 - Tiered approach, considering potential for large, medium and small dollar value contracts
 - Include socio-economic programs - utilize small business
 - Long term relationship
 - Risk management for inflation, market conditions, bonding, etc.
 - Overhead and mobilization/de-mob costs distributed over program vice project
 - Improved profitability opportunities vs. inherent risks
- Limit Guam socio-economic impacts; including services such as berthing, messing, medical, security, etc.
- Accountability for funding from United States and Japan

Communication with Industry



- Guam Industry Forum Aug 07
 - Prior to forum, received numerous responses to our Request for Information
 - Incorporated information that industry shared in our strategy
 - Presented proposed overall Acquisition Strategy
 - Presentations posted on Forum web site (www.guamindustryforum.com)

NAVFAC Acquisition and



Program Management

Other Opportunities



Proj No	NAVFAC FY08 MAJOR CONSTRUCTION CONTRACTS	\$(000)
P-502	Kilo Wharf Extension	101,828
P-494	Harden Base Electrical Systems Phase 1	59,420
P-530	Fitness Center	45,250
P-262	Waste Water Treatment Plant Upgrade	40,870
P-532	Potable Water Distribution System Recap Phase I	31,450
H-481	Replace 73 Housing Units at Old Apra Phase II of II	57,167
H06922	Whole house Improvements, 33 Units, South Finegayan	9,475
P-780B	Upgrade Northwest Field Infrastructure PH2	10,000
P-9301	Community Based Veterans Administration Out-Patient Clinic	5,400
	NOAA Weather Facility (Pohnpei)	<5,000

Potential coming new Navy facility contracts on Guam:

- Electrical/Mechanical Multiple Award Construction Contract
- Paving Multiple Award Construction Contract
- Demolition Contract
- Family Housing Change of Occupancy Maintenance Contract
- Architect-Engineering contracts – Indefinite Delivery, Indefinite Quantity general facility design & facility planning

Additional Information



- For any additional questions, please contact:
 - NAVFAC Marianas Acquisition Director, Andy Wall at e-mail: Andrew.Wall@navfacmar.navy.mil or phone (671)339-6148
 - NAVFAC Marianas Small Business Advisor, Don Bruce at e-mail: Donald.Bruce@navfacmar.navy.mil or phone (671)339-7090
- Federal Business Opportunities:
<http://www.fbo.gov/>