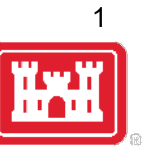




# SAME TULSA POST MEET-THE-CORPUS 2020





# EVENT LAYOUT





# WHY THE APP?

- Networking – access to other attendees
- Speaker/SWT Information
- Briefing Slides
- Rating of Speakers
- Sponsorship
- Session Feedback
- Live Polling
- Photos





# HOW TO DOWNLOAD



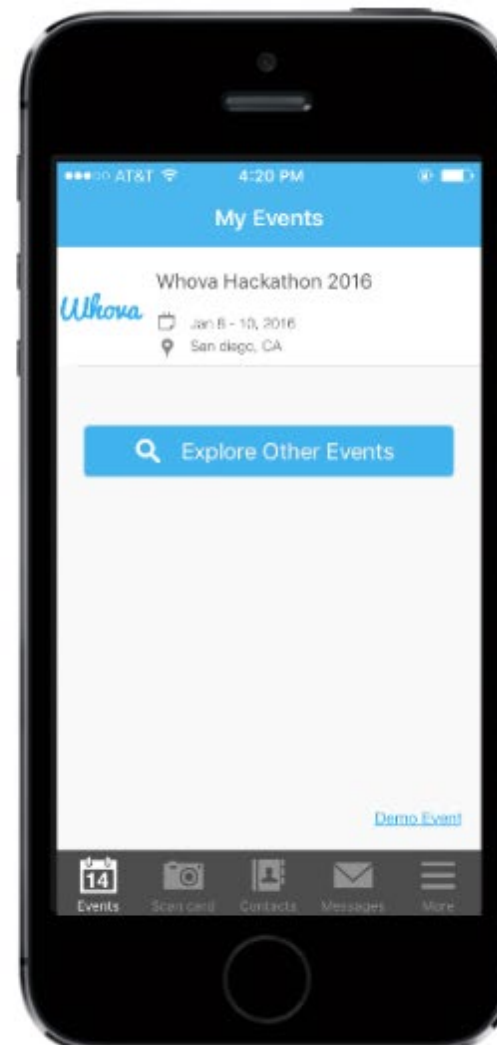
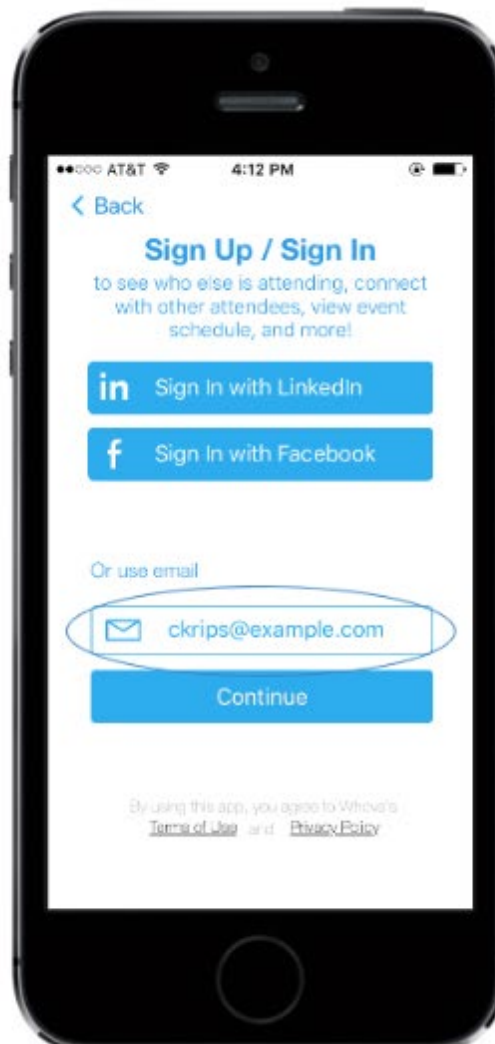
## Download the Whova App

Search "Whova" in the App Store on your iPhone or in Google Play on your Android phone.



## Sign in and preview your event

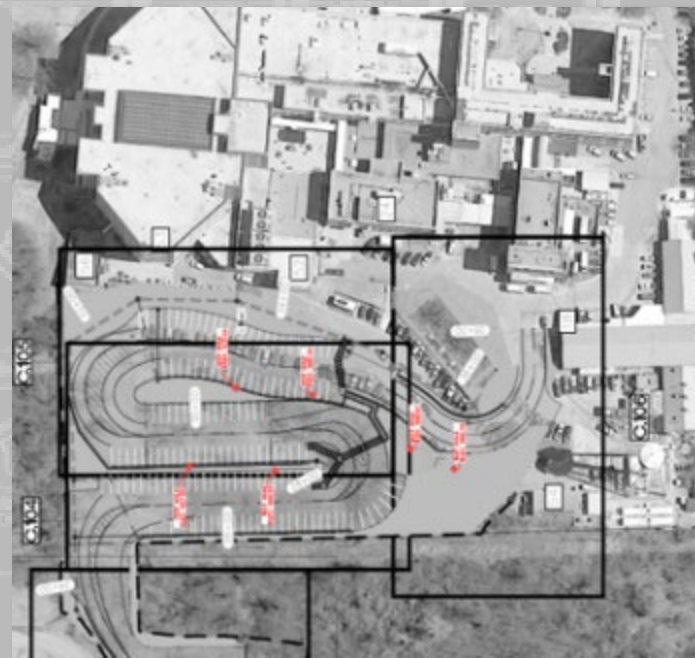
Open the app and register with the same email listed in the "Admins" section shown in step 1. Once you sign in, you should see your event in "My Events." Check it out!



# SAME TULSA POST MEET-THE-CORPS DAY(S)

Speakers:

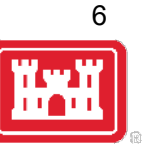
- COL Scott Preston
- Mr. Lee Conley
- Mr. Wade Anderson
- Mr. Buddy Barnes
- Ms. Loretta Turner
- Mr. Gene Snyman



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# SCHEDULE



## Day 1 – 3MAR20

1000	Opening (BR3-4)	Gene Snyman, Deputy for Business Development
1010	Welcome / Tulsa Post Update	Wade Anderson, Chief, Engineering and Construction – SAME Tulsa Post President
1025	National SAME Update	Buddy Barns, SAME National President
1045	Government Introductions	Gene Snyman
1100	Tulsa District USACE Update	COL Scott Preston, Commander, Tulsa District
1130	District Overview and Future Work	Lee Conley, Deputy District Engineer, Programs Loretta Turner, Chief Military and Interagency Env Br, Regional Planning Env Center (RPEC)
1215	Lunch/Networking Break	
1245	Breakout Sessions	
	<ul style="list-style-type: none"> <li>▪ Small Business Update (MR2)</li> <li>▪ RPEC Update (BR4)</li> <li>▪ Contracting Update (BR1)</li> <li>▪ Engineering Update (BR2)</li> </ul>	Gene Snyman, Angela Cash (Procurement Technical Assistance CTR), Tere Shook (SBA) Loretta Turner, Scottie Fiehler (Army Env, RPEC), James Waldo (Air Force Env, RPEC) Brian Hutchison-(Chief, Construction Contracting) Chris Strunk– (Ch, Military Engineering Br) Shawn Painter-(Ch, Engineering)
1330	Face-to-Face with Tulsa District and Industry Representatives	
1530-1830	Extended Networking Session – Event Foyer	

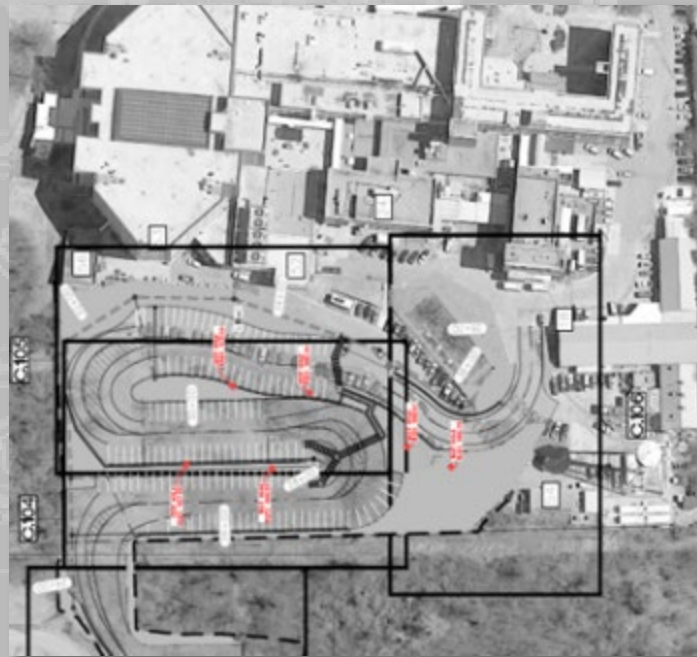
## Day 2 – 4MAR20

0730-0900 Extended Networking Session – Event Foyer  
 0800-1200 One-on-Ones (CityPlex Towers 1m East)

# SAME TULSA POST

Wade Anderson, P.E.  
SAME Post President 2020

Tulsa Post Update



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# Discover Tulsa Post

- SAME Tulsa Post provides opportunities for our members and guests to collaborate with the Federal Government and other public and private entities in the realms of networking, mentoring, education, readiness, scholarships, professional growth and leadership development.
- Tulsa Post Theme for 2020:  
**Run to the next 100 years of SAME – Leading the Way in Industry-Government Collaboration to Support the Nation’s Security**
- Get Involved – You will Be Glad You Did!







# Local Board Members



# COME JOIN US!



# 2019 Highlights

- Membership is Steady
- Financially Solvent
- Meet the Corps
- STEM Camp Sponsorships
- Cost Engineering Workshop
- Resilience Workshop
- Initiated OSU Student Chapter
- Increased STEM Scholarships
- Tulsa/OKC Post Partnership
- Run to 2020 SAME – Tulsa History





# Run to 2020 and Beyond

Sponsors



Top Run Finishers





# 2020 Program Meetings

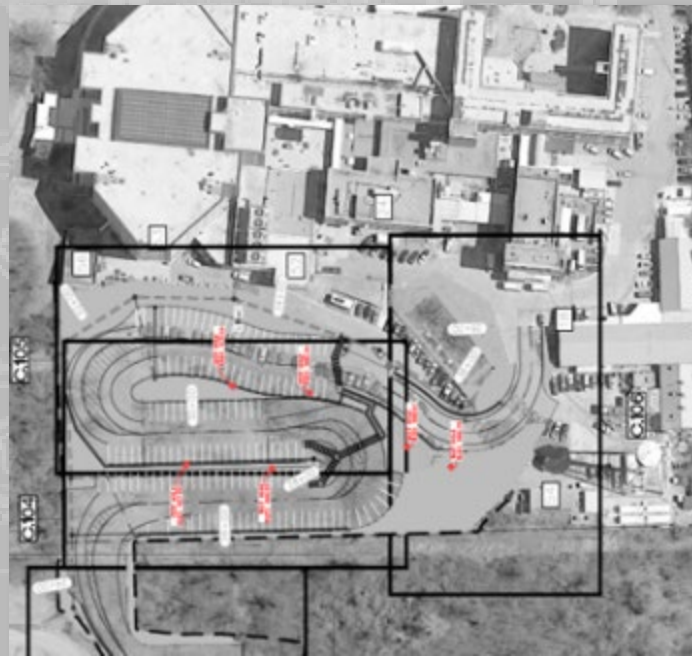


- **March 3-4<sup>th</sup> – Meet the Corps Event, *River Spirit Resort, Tulsa, OK***
- **April 14<sup>th</sup> – Webber Falls Dam – Removal of Sunken Barges, *CityPlex, Tulsa, OK***
- **April – Community Service Event (*Date, Time, Location TBD*)**
- **May – Keystone Dam Modification Presentation, Tour, Picnic (Combined Monthly & Young Member Event) (*Date TBD*)**
- **May 27-29 – 2020 SAME JETC in *Washington DC***
- **June 16<sup>th</sup> – USACE Tulsa Contracting Processes Gov/Industry Workshop, *CityPlex***
- **August 18<sup>th</sup> – Oklahoma Contracting Opportunities – Joint meet w/ ASCE, *CityPlex***
- **Sept 15<sup>th</sup> – Meet the Oklahoma State University Student Chapter, *Stillwater, OK***
- **October 20<sup>th</sup> – Resilience Workshop, *CityPlex, Tulsa, OK***
- **October/November – Community Service Event (*Date, Time, Location TBD*)**
- **October/November – Young Member Event (*Date, Time, Location TBD*)**
- **November 4-6<sup>th</sup> – 2020 SAME SBC in *Dallas, TX***
- **November 17<sup>th</sup> – Zink Dam Update (*Time, Location TBD*), *Tulsa, OK***
- **December 5<sup>th</sup> – Christmas Social, *Tulsa Historical Society, Tulsa, OK***

# SAME TULSA POST

LTC Wendell "Buddy" Barnes, F.SAME,  
P.E., USA (Ret.)  
SAME President 2020

SAME National Update



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# BRIEFING AGENDA



- Government Introductions - Gene Snyman, Business Development
- District Update - COL Scott Preston, SWT CDR
- Program - Overview Lee Conley, DDE
  - Civil Trends
  - Military Trends
- Work Areas
  - Architecture/Engineering
  - Military – MILCON
  - Military – Sustainment, Restoration, Modernization
  - Civil – Construction
  - Civil – Service
- RPEC - Update Loretta Turner, M&IE, RPEC
- Small Business - Gene Snyman, Business Development

# SAME TULSA POST

COL Scott Preston  
USACE Tulsa District  
Commander

District Update



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# USACE HISTORICAL VIDEO



<https://www.youtube.com/watch?v=F73py8ldFYk#action=share>



What is the **U.S. Army Corps of Engineers?**





# BIRTH OF TULSA DISTRICT



1930s – Dust bowl drought and the Great Depression

1936 – Landmark Flood Control Act creates Southwestern Division

1937 – Little Rock District reactivated

1939 – JAN 1<sup>st</sup> Denison District created

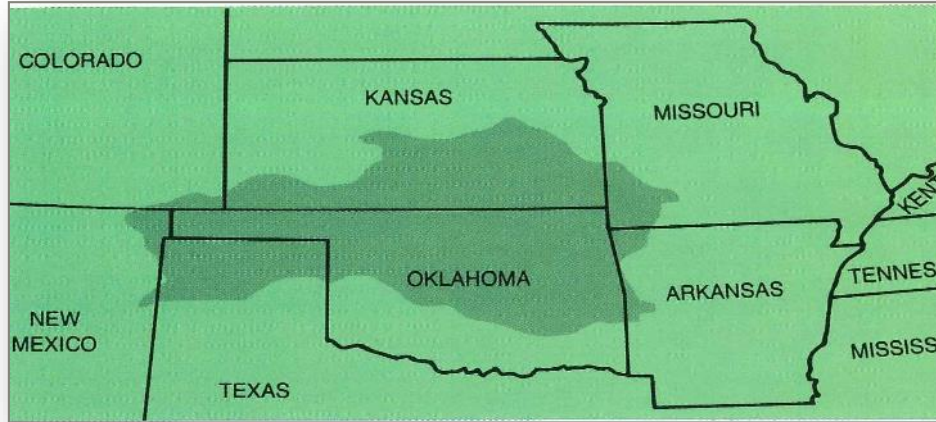
JUL 1<sup>st</sup> Tulsa District created



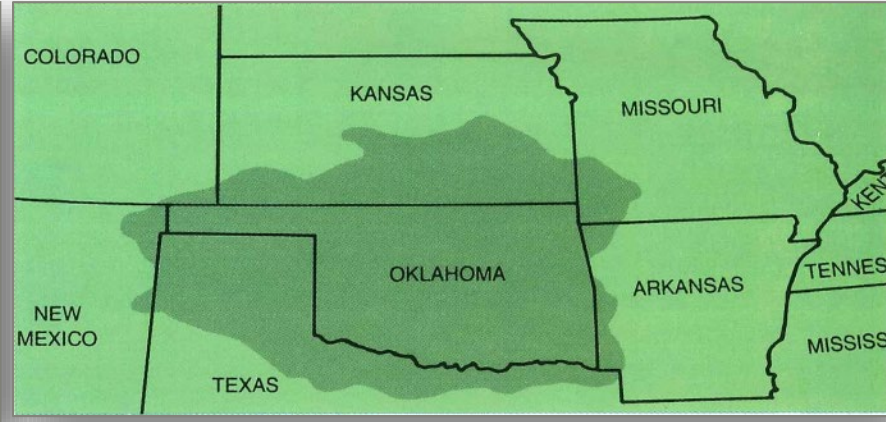
# TULSA BOUNDARIES



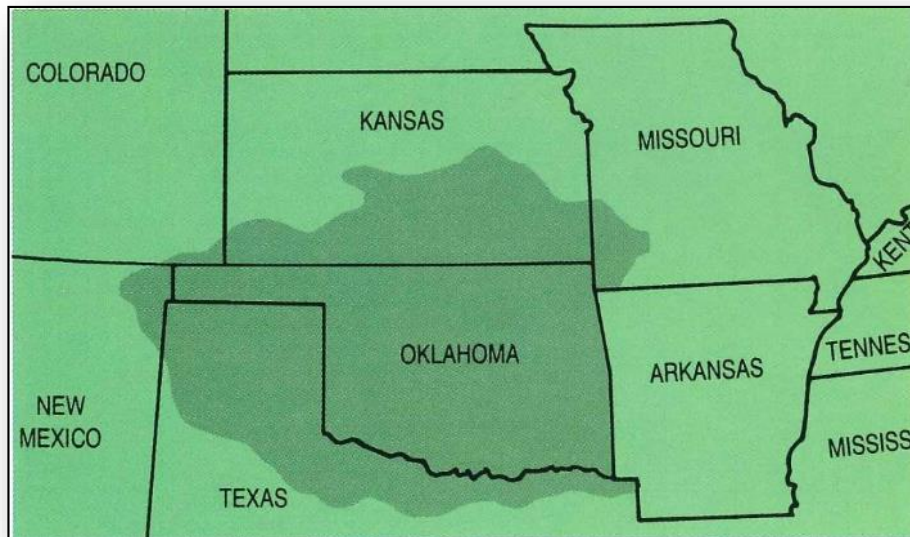
1939-1945



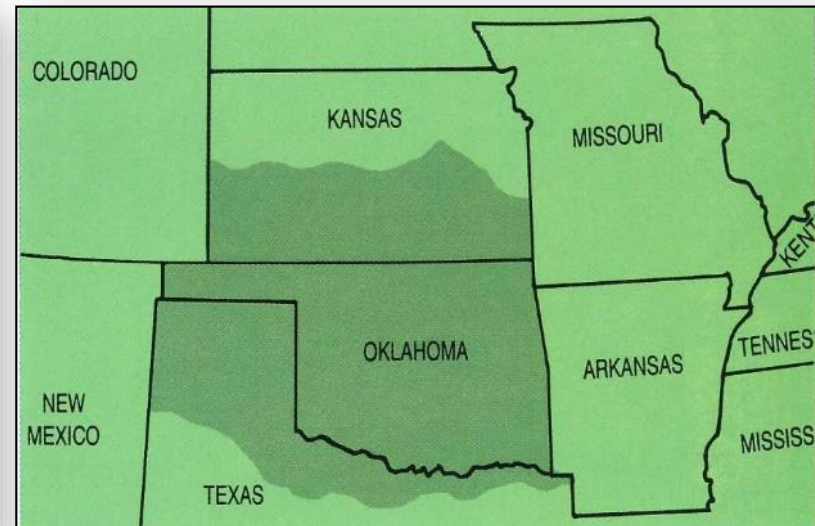
1945 - 1980



1980-1982



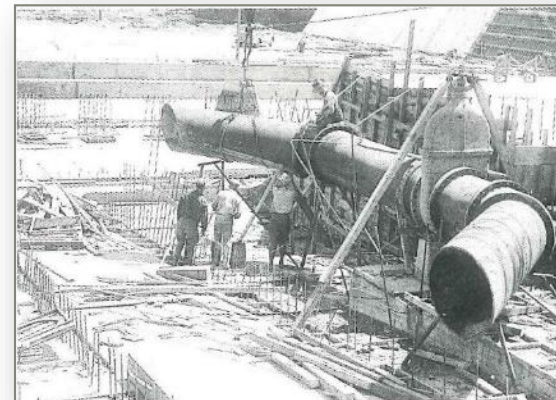
1982 - Present





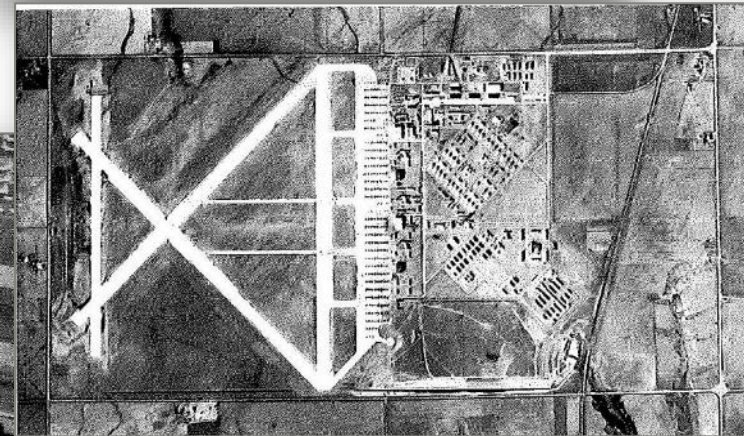
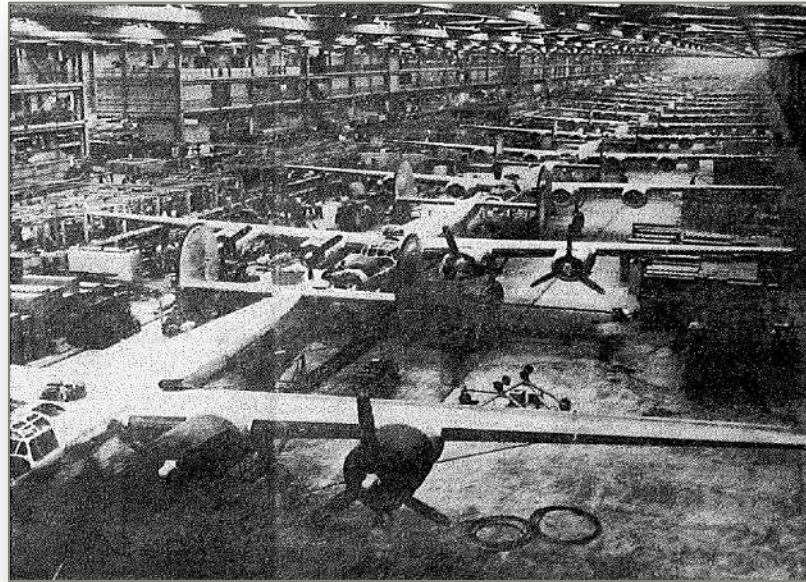
# CONSTRUCTION OF GREAT SALT PLAINS

SEPTEMBER 1938 – JULY 1941



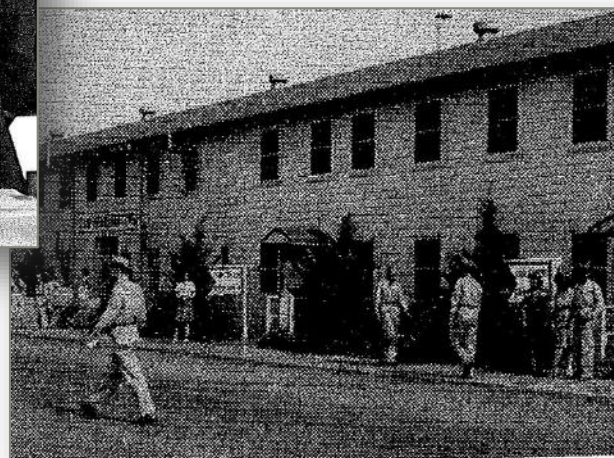
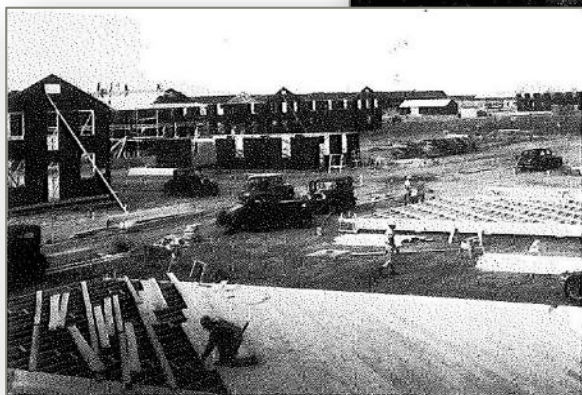
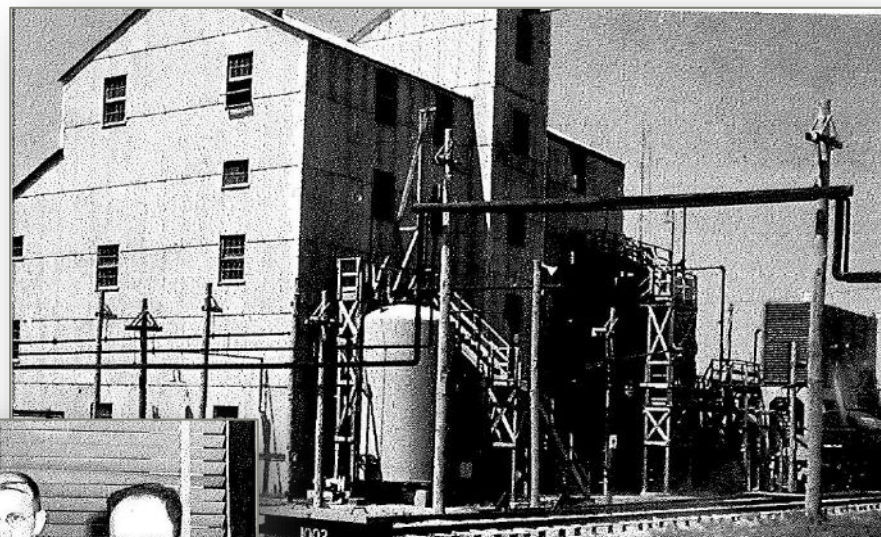


# TULSA DISTRICT AND WORLD WAR II



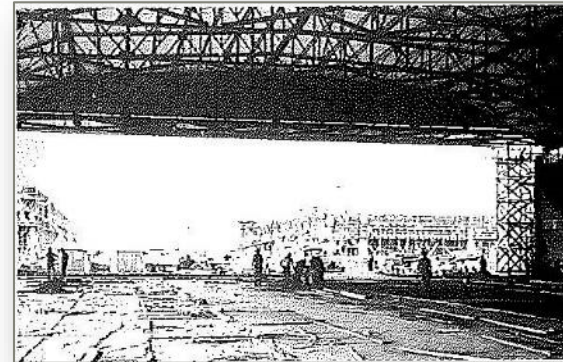
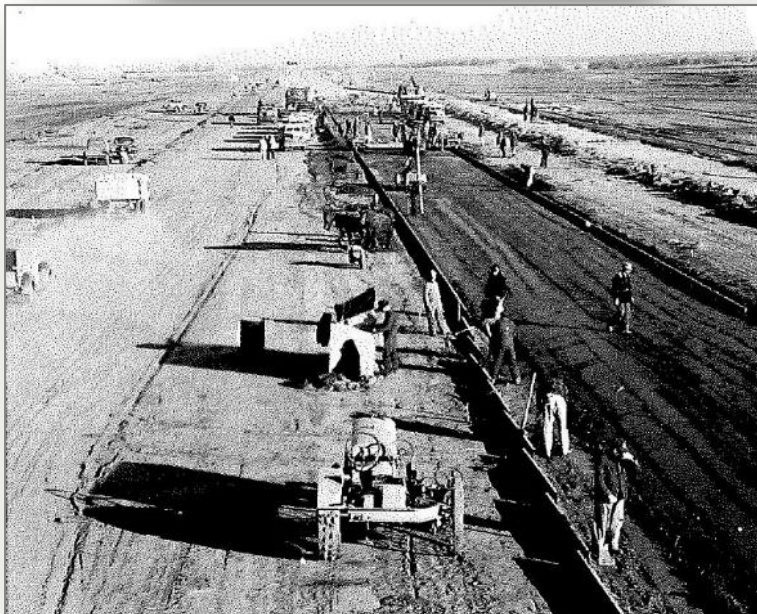
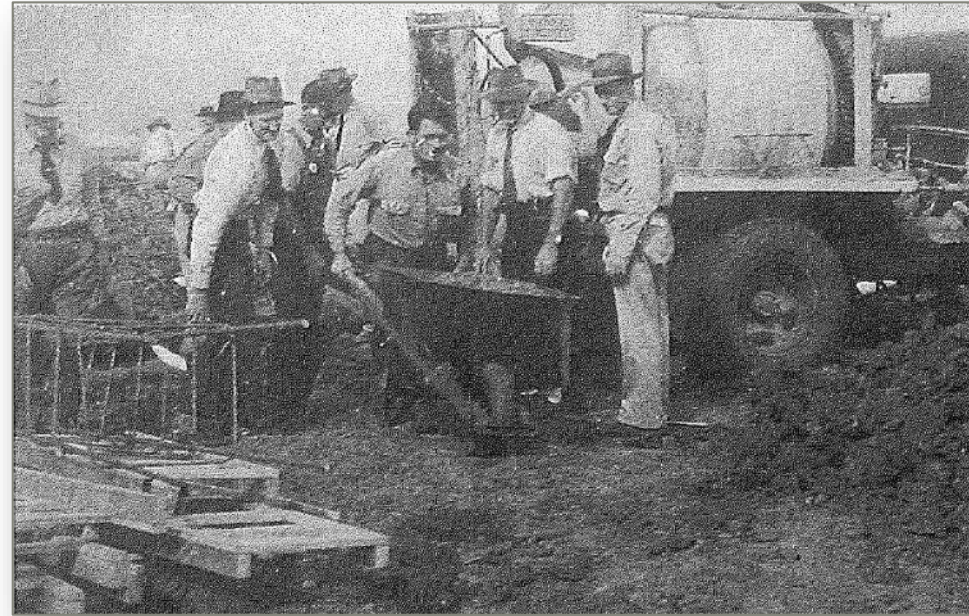
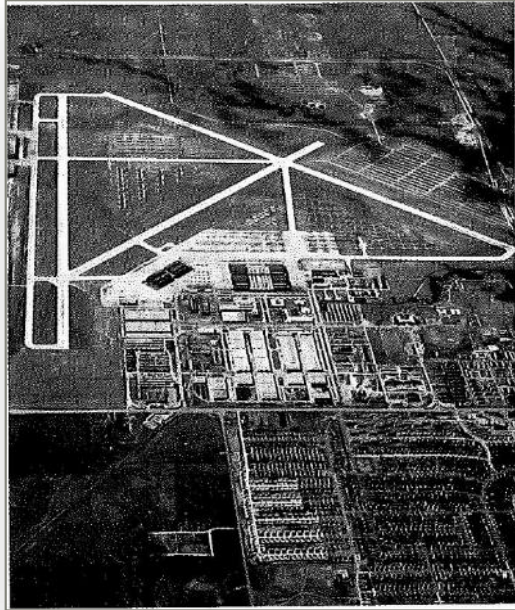


# TULSA DISTRICT AND WORLD WAR II



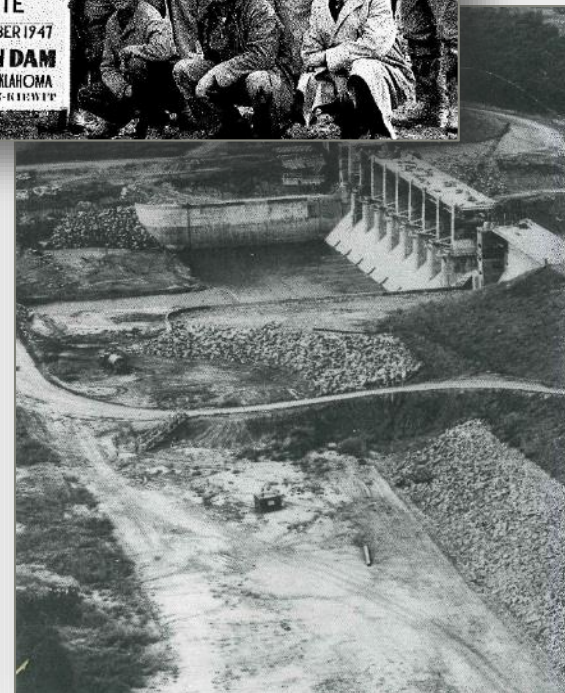
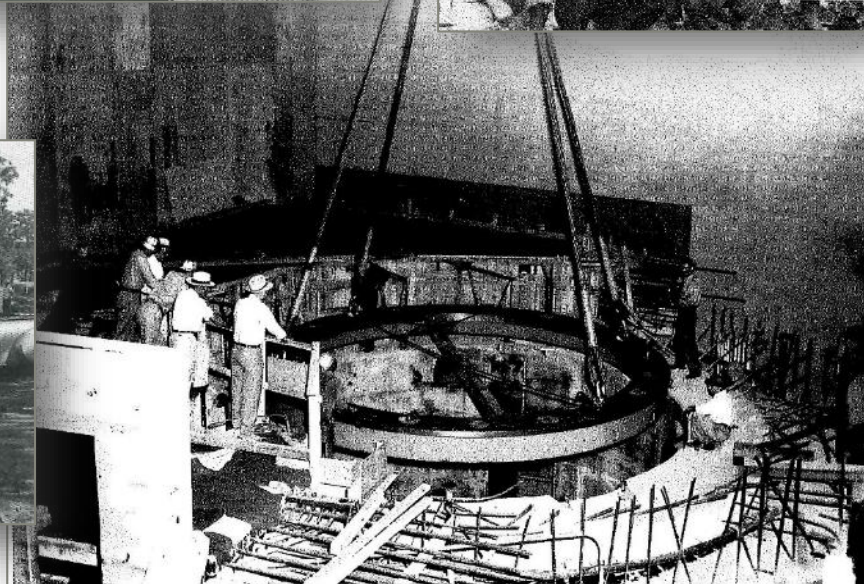
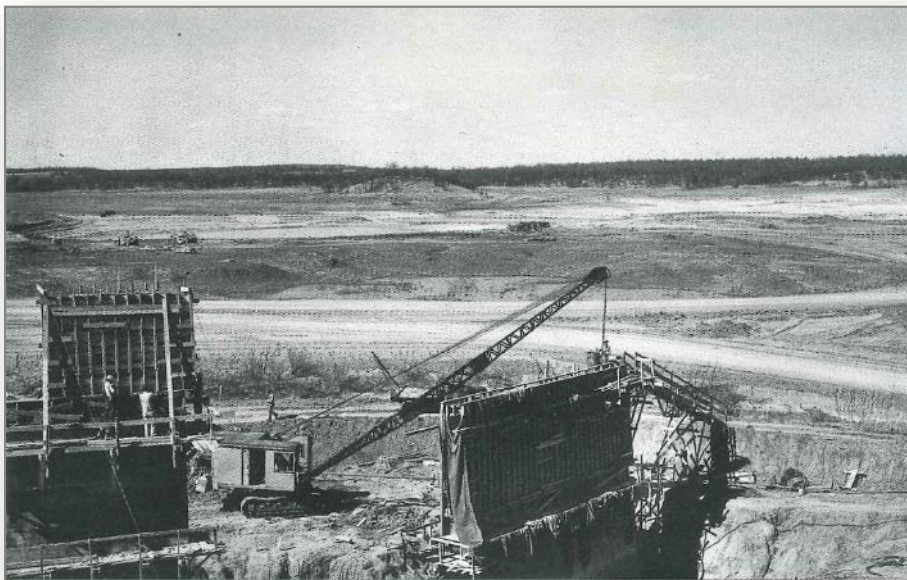


# CONSTRUCTION OF TINKER AFB



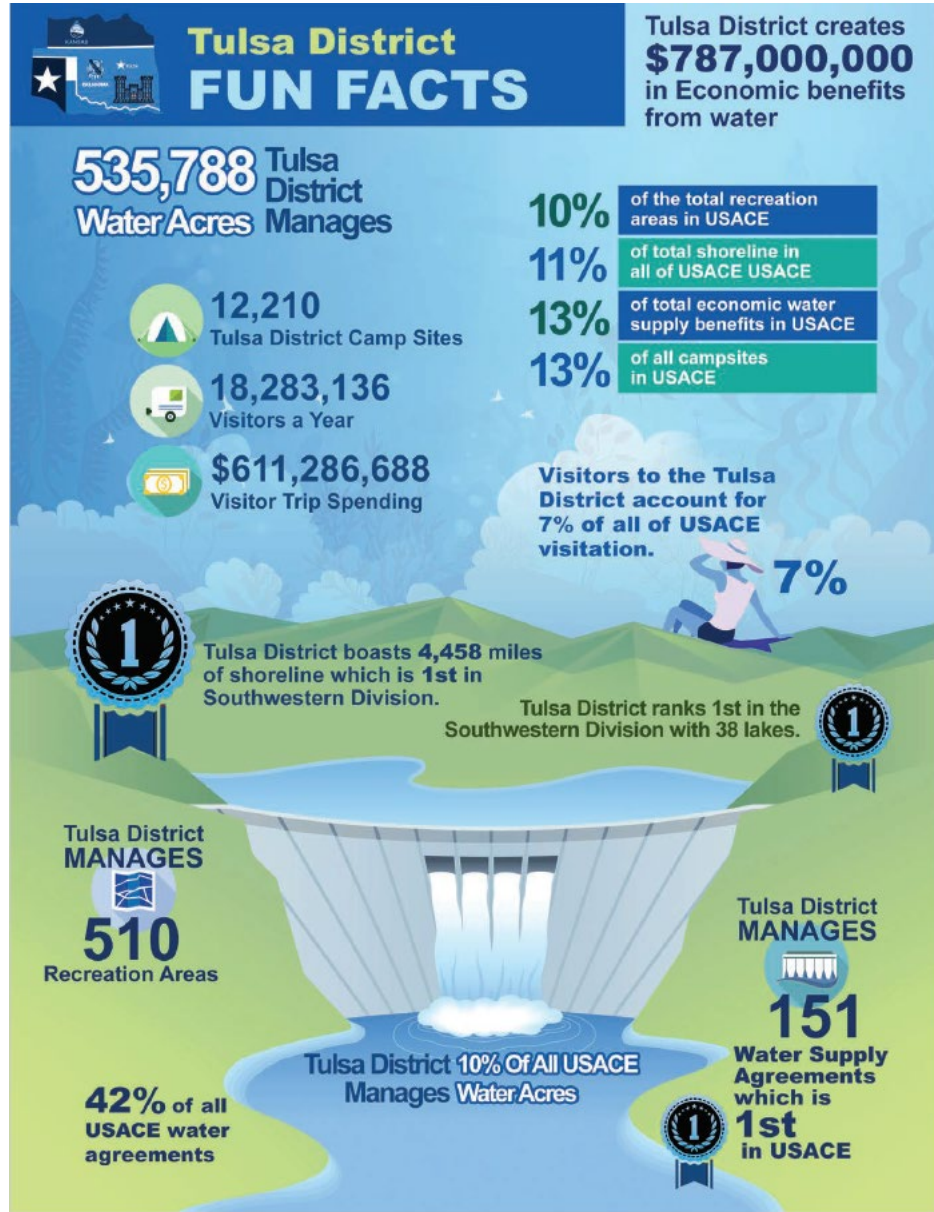


# TULSA DISTRICT EARLY CIVIL WORKS





# WHERE ARE WE TODAY?



## Mission

We provide critical civil and military infrastructure and services, for present and future generations, to strengthen and protect the South-Central Region and the Nation.

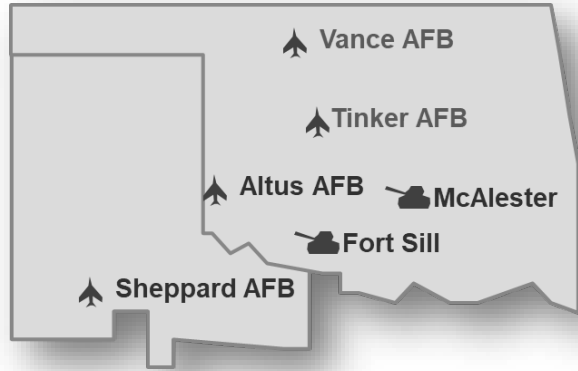
## Vision

An Empowered, World-Class Team, Delivering Solutions with Lasting Impact.





# WHERE ARE WE TODAY?



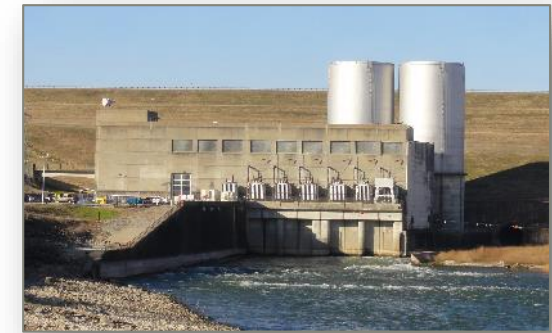
## Military / Interagency & International Support

4 x Air Force Bases  
 2 x Army Installations  
 2 x VA Hospitals  
 1 x Dept of Energy  
 MILCON: FY17 \$155M,  
 FY18 \$6.5M, FY19  
 \$190M, FY20 \$60M  
 SRM: ~\$200M/yr



## Inland Navigation – “MKARNS”

5 x Locks and Dams  
 3 x Major Ports  
     Catoosa  
     Muskogee  
     Oakley 33  
 \$9B Economic Impact



## Hydroelectric Power

8 x Power Plants  
 8 Million Customers  
 4 x Major Rehabilitations  
 585,000 kw  
 \$405M Total Program



# WHERE ARE WE TODAY?



## Flood Risk Management

38 x Corps Reservoirs  
12 x Section 7 Reservoirs  
16M Acre Feet of Flood Storage  
\$20.1B Flood Reduction Damages in Arkansas  
River Basin  
\$2.9B Flood Reduction Damages in  
Red River Basin



## Water Supply

42% of Corps Water Supply Contracts  
27 Lakes  
1160 Water Supply Customers  
2.2M People Served  
0.29 acre-ft still available for contract



## Environmental Stewardship

Protecting Endangered Species  
Enhances Municipal, Industrial,  
Irrigation Usage  
Improving Degraded Streams  
1.6M acre of federal land/water  
660k ac wildlife mgmt. areas



# WHERE ARE WE TODAY?



## Recreation

- 38 x Projects
- 256 x Recreation Areas
- 494 x Outgrants
- 12k x Camp Sites
- 22.5M Visitors



## Emergency Management

- Support the Nation
- 2019 Flood Support
- Power Team



## Water Quality

- Monitor Dissolved Oxygen Levels
- Improve Downstream Water Quality



# WHERE ARE WE TODAY?



## **Tribal Construction**

20 Tribes supported  
\$127M in construction since 2009  
\$20M annually



## **Planning Assistance to States and Tribes**

Section 22 of WRDA 1974  
50/50 Cost Share  
\$7.2M Fed Funds since 1999  
FY2019 \$664k of Fed funds



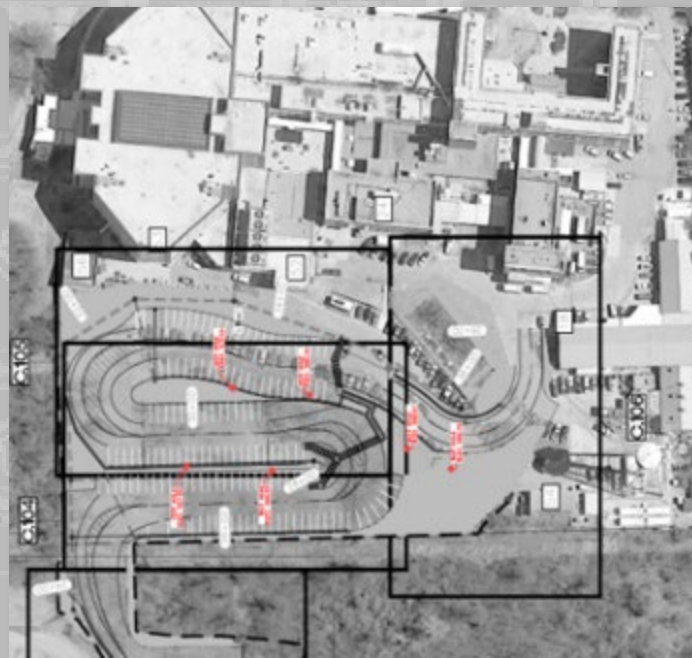
# QUESTIONS?



# SAME TULSA POST

Lee Conley  
USACE Tulsa District  
Deputy District Engineer for Programs  
and Project Management (DPM)

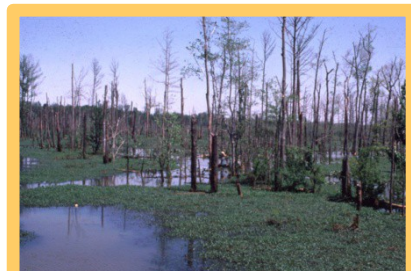
District Overview and Future Work



US Army Corps  
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# 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

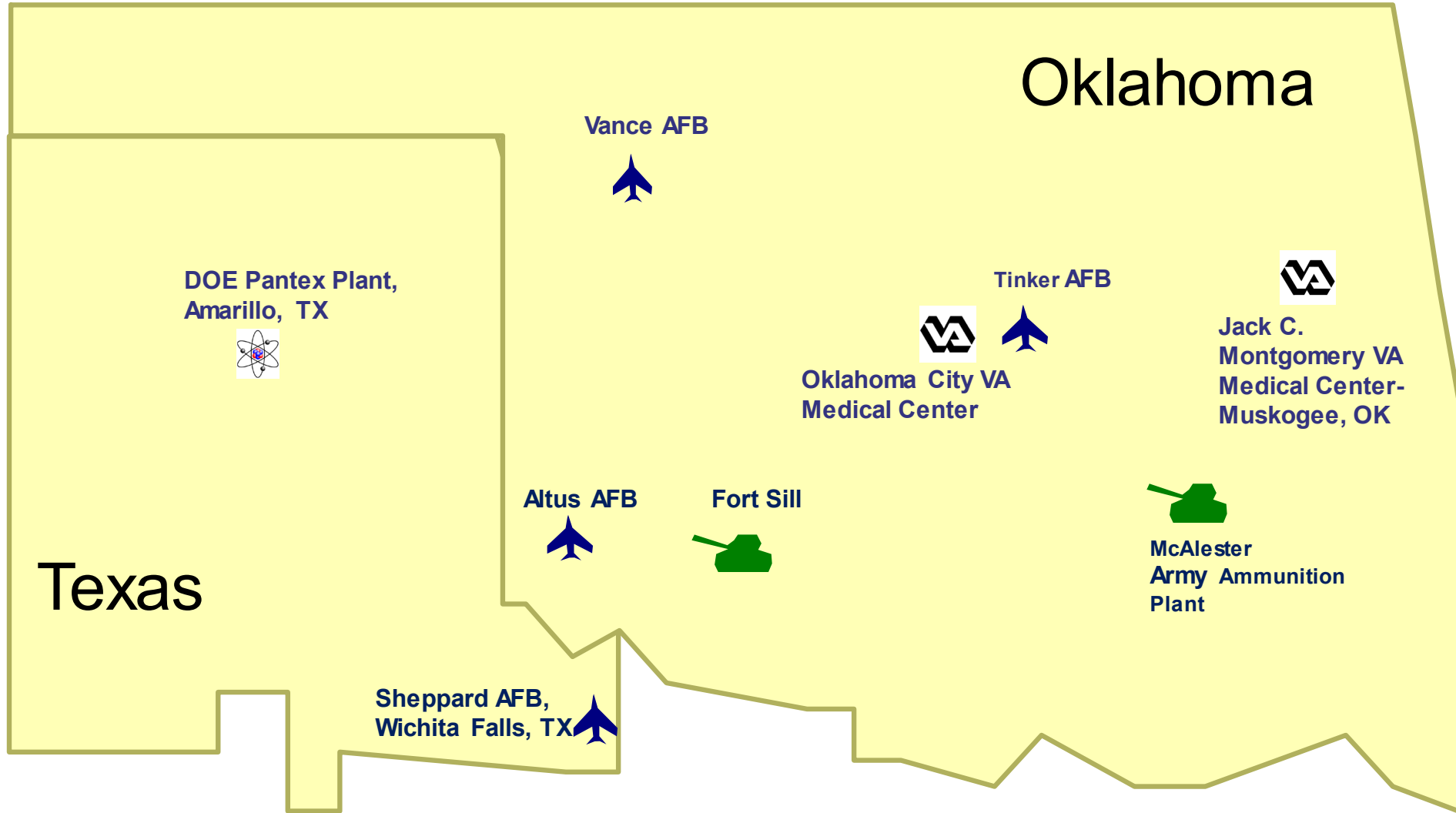


- Flood Recovery
- Tulsa-West Tulsa Levee impending Pre-Construction Engineering & Design
- KC46A bed down mission at Tinker AFB and Altus AFB first A/C arrived Jan 2019
- Hydropower Major Rehabilitations
- MKARNS backlog maintenance
- Posturing for Future Airframe (B-21) program at Tinker AFB
- Veterans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





# SWT MILITARY & INTERAGENCY SUPPORT



- 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
  - Full Suite of AE contracts were established in 2015 and after with 5 year Periods of Performance (General AE (LB/SB), Mech/Elect/Fire Prot (SB), Geotech/Material Sampling (SB), Hydraulics & Hydrology (SB), Mapping & Surveying (SB))
  - FY20 General AE Services (5LB @ \$15M / 4SB @ \$6M) Award 2QFY20
- Future Capacity
  - FY20 AE Survey – Replace in Kind to W912BV16D003/4
  - FY20 AE Survey (AF Real Estate)
  - FY20 AE Geotechnical \$9M
- 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
- 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

- Full Suite of AE contracts were established in 2015 and after with 5 year Periods of Performance (General AE (LB/SB), Mech/Elect/Fire Prot (SB), Geotech/Material Sampling (SB), Hydraulics & Hydrology (SB), Mapping & Surveying (SB))
- FY20 General AE Services (5LB @ \$15M / 4SB @ \$6M) Award 2QFY20

## – Future Capacity

- FY20 AE Survey – Replace in Kind to W912BV16D003/4
- FY20 AE Survey (AF Real Estate)
- FY20 AE Geotechnical \$9M

## – Future Work

- MILCON, SRM, Civil Works Construction/Services, IIS



# 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

Location	Requirement	ROM	Strategy	Advertise	Award
Sheppard AFB	Repair Tech Training CTR Bldg. 1020	\$10M-\$20M	UR	JUL 19	MAR 20
Fort Sill	Install Substation Interconnection (ER-CIP)	\$10M-\$20M	TBD	JUL 20	OCT 20
Tinker AFB	E-3G Software Integration Lab	\$10M-\$25M	TBD	JUN 20	SEP 20
Tulsa, OK	138th FW Fuel Storage Complex	\$10M-\$20M	TBD	MAY 20	SEP 20
Muskogee, OK	Jack C. Montgomery VA Global Stabilization and Lower Parking	\$10M-\$20M	UR	JUL 20	SEP 20
McAllister AAP	Ammunition Demolition Shop	\$25M-\$50M	UR	JAN 21	MAR 21
Fort Sill	Adv Individual Training Barracks Cplx Ph 2	\$50-\$100M	UR	JAN 21	MAR 21

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



Sardis Lake

## Flood Risk Management

- 38 Corps dams + 12 others
- 15,950,000 acre feet of flood storage
- Arkansas River Basin: \$26.8B in cumulative flood damage reductions
- Red River Basin: \$2.8B in cumulative flood damage reductions



Denison Dam, Lake Texoma

## Environmental Stewardship

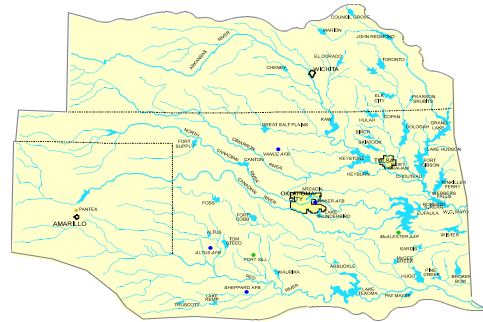
- 1.15 million acres of Federal land
- 660,000 acres of wildlife management areas

## Water Quality

- Enhances municipal, industrial, irrigation usage
- Protects endangered species
- Improves degraded streams



Red River Chloride, Area VI



Least Terns Nesting on Arkansas River



Denison Dam Turbine

## Hydroelectric Power

- 8 power plants produce 585,000 kw capacity
- Generates power to 8 million customers



Hawthorn Bluff Beach, Oologah Lake

## Recreation

- 510 recreation areas at 33 projects
- 18.3 million visitors
- \$770.6 million in total spending around Corps Projects



## McClellan-Kerr Arkansas River Navigation System

- 5 locks & dams
- 3 major ports



# CIVIL WORKS TRENDS



## – Investigations

- Assessment: **Steady**; PAS&T steady.
- Feasibility: 2 study underway. Most decision-making /approvals delegated to Regional level; ie faster track.
- Planning Assistance to States and Tribes (PAS&T): Currently \$289k toward completion of water resources initiatives in OK, KS and with the Tribes.
- Silver Jackets program to support State FRM needs currently have \$107k.

## – Construction

- Assessment: **Down**; In a trough between Dam rehabs and studies maturing in to construction.
- Closing out two projects. \$0 budgeted in FY20.
- Hydropower: \$500M Major Rehabilitation Program over the next decade. Funded directly from SWPA, not in budget.

## – Operations and Maintenance

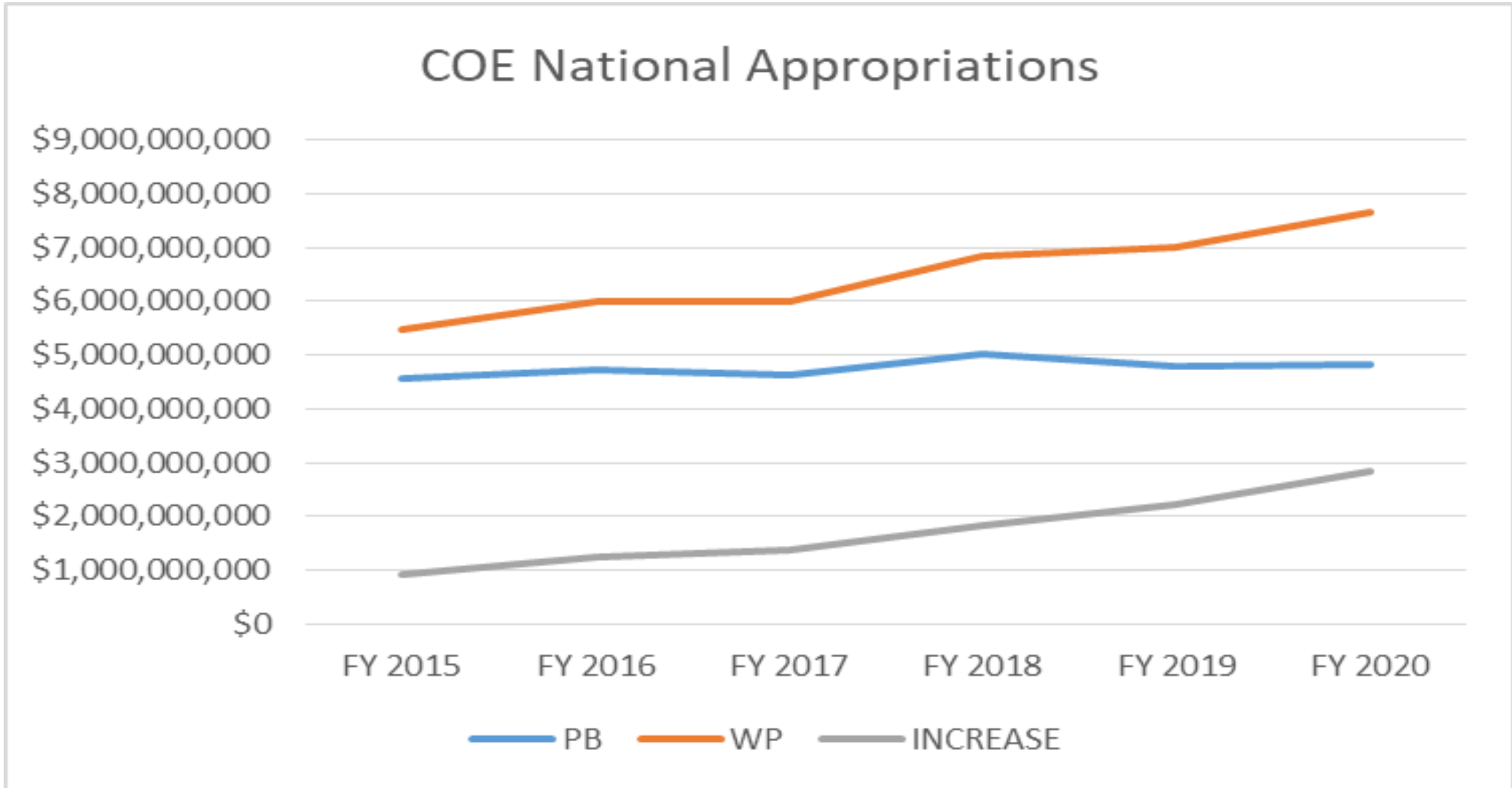
- Assessment: **Steady**; Exploring risk-based prioritization on high dollar items.
- Backlog on aging infrastructure marches forward; maintenance needs prioritized at the district and compete nationally.
- Flood Supplemental to repair Flood Damages at Corps Projects \$94M.

## – 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)



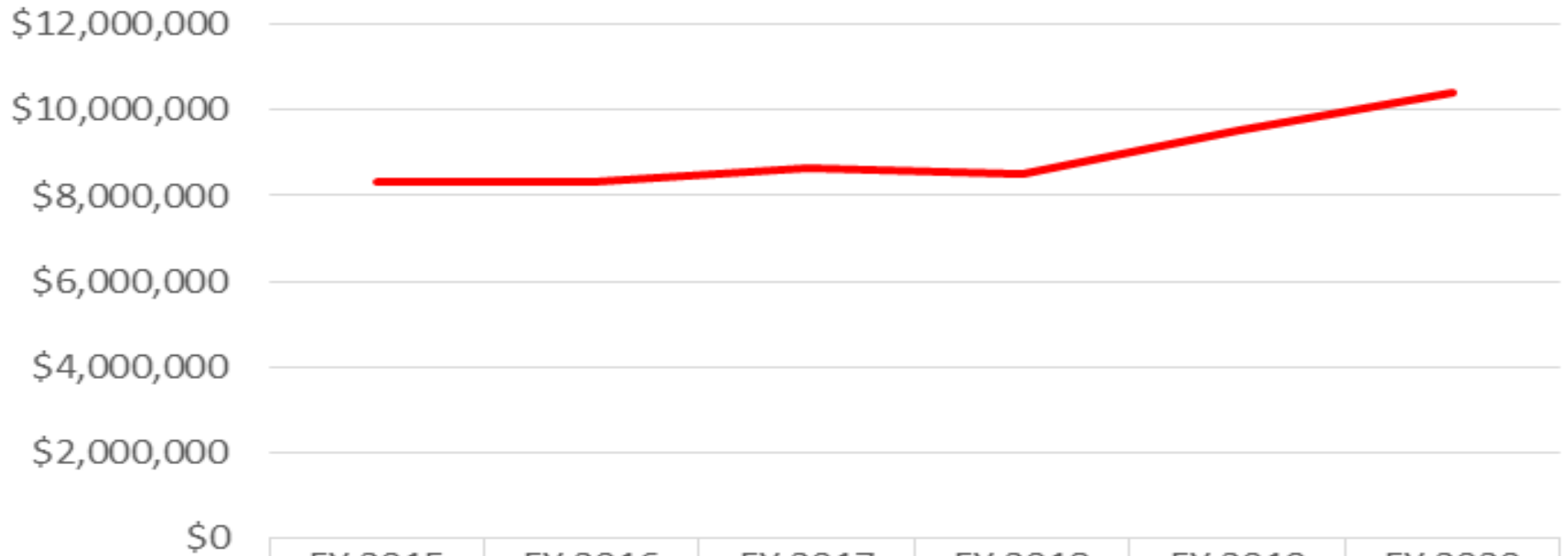




# TULSA DISTRICT CIVIL WORKS TRENDS



### SWT Appropriation Increase above President Budget



	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
INCREASE	\$8,322,000	\$8,339,175	\$8,643,000	\$8,500,000	\$9,520,000	\$10,394,000

— INCREASE



# 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

- Two CW POCAs in 2019 (\$4M & \$20M)
- Other D/B Construction capacity can be used as appropriate

## – Future Capacity

- Working CW (Horizontal MATOC) for award in FY20 **Source Sought Response Due 3MAR20**

## – FY20 Scheduled Maintenance (to be openly competed)



# CIVIL WORKS CONSTRUCTION PROJECTS

Requirement	Location	ROM	Category
Erosion Repair	Oologah, Birch, Skiatook, Gibson	\$3M-5M	Horizontal MATOC
Repair Toe Road, Outlet Channel	Kaw, Canton	\$1M-\$3M	Horizontal MATOC
Levee Repair	John Redmond	\$3M-\$5M	Horizontal MATOC
Repair Splitter Wall and Conduit	Pine Creek	\$500K-\$1M	Horizontal MATOC
Repair Abutment and Erosion	Keystone	\$1M-\$3M	Horizontal MATOC
Erosion Repair	McClellan Kerr	\$3M-\$5M	Horizontal MATOC
Cherokee Chute and Embankment Repair	WD Mayo	\$2M-\$5M	TBD (Invitation for Bid)
Emergency Gate and Wet Well	Sardis	\$1M-\$3M	Competed TBD
Tree Planting	Harrah, OK W912BV20Q0042	TBD	In Beta.Sam.Gov now



# 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 2<sup>nd</sup> 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](https://beta.sam.gov)

Location	Requirement	Advertise	Award
Council Grove	Debris Removal	In Beta.Sam W912BV20Q0047	Offer Due 27MAR20
Tenkiller/Webbers Fall Lks	Mowing	W912BV20Q0035	Offer Due 11MAR20
John Redmond	Park Cleaning	W912BV20Q0034	Offer Due 6MAR20
Sardis Lake	Park Custodial	W912BV20Q0041	Offer Due 6MAR20

# REGIONAL PLANNING AND ENVIRONMENTAL CENTER SOUTHWESTERN DIVISION

Loretta Turner  
Ch, Military & Interagency  
Environmental Branch  
RPEC



File Name



**MISSION / PEOPLE / TEAMWORK**



US Army Corps  
of Engineers®





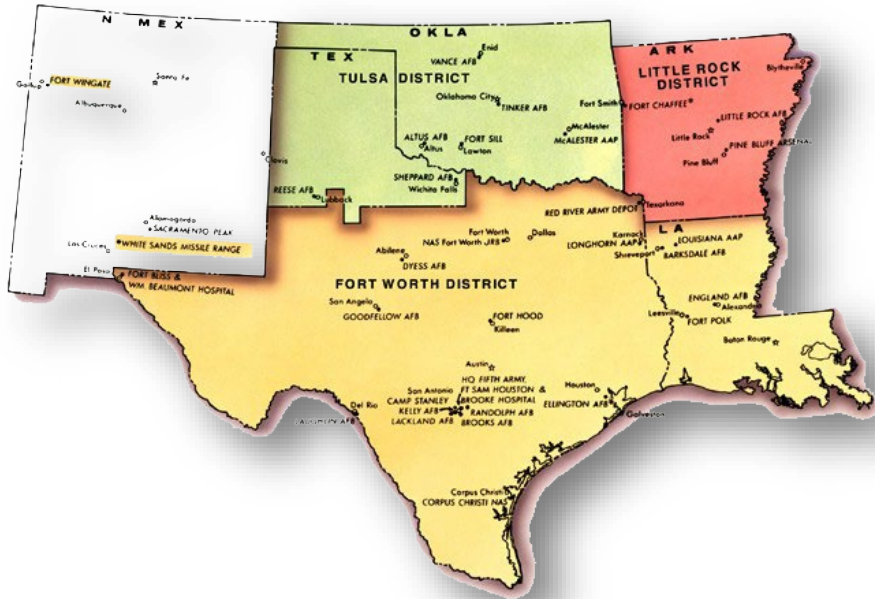
# CONTRACTING OPPORTUNITIES



- 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 Beta.Sam.Gov)
- Majority of reimbursable program requirements are awarded through existing IDCs and MATOCs
- Sole-Source driven by operational necessity



# RPEC SERVICE AREAS



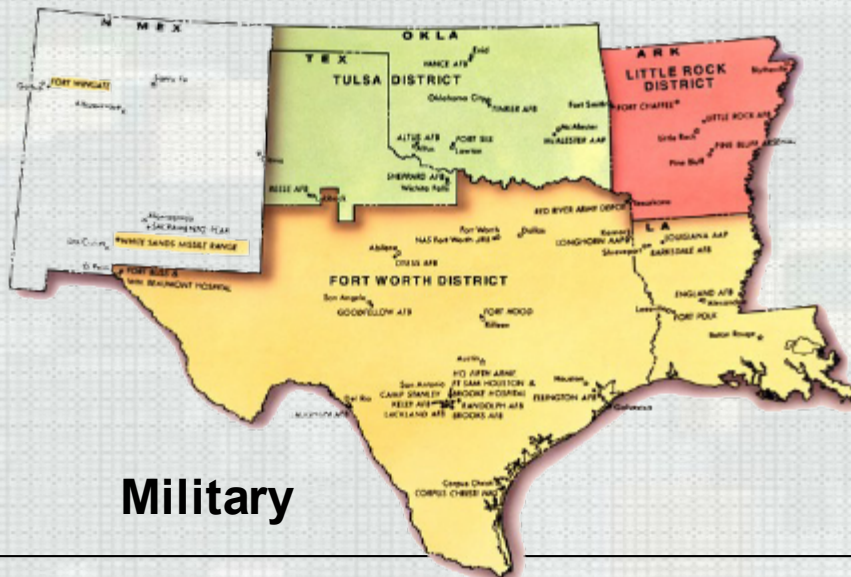
## –Southwestern Division

- 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

# RPEC Structure



**Military**



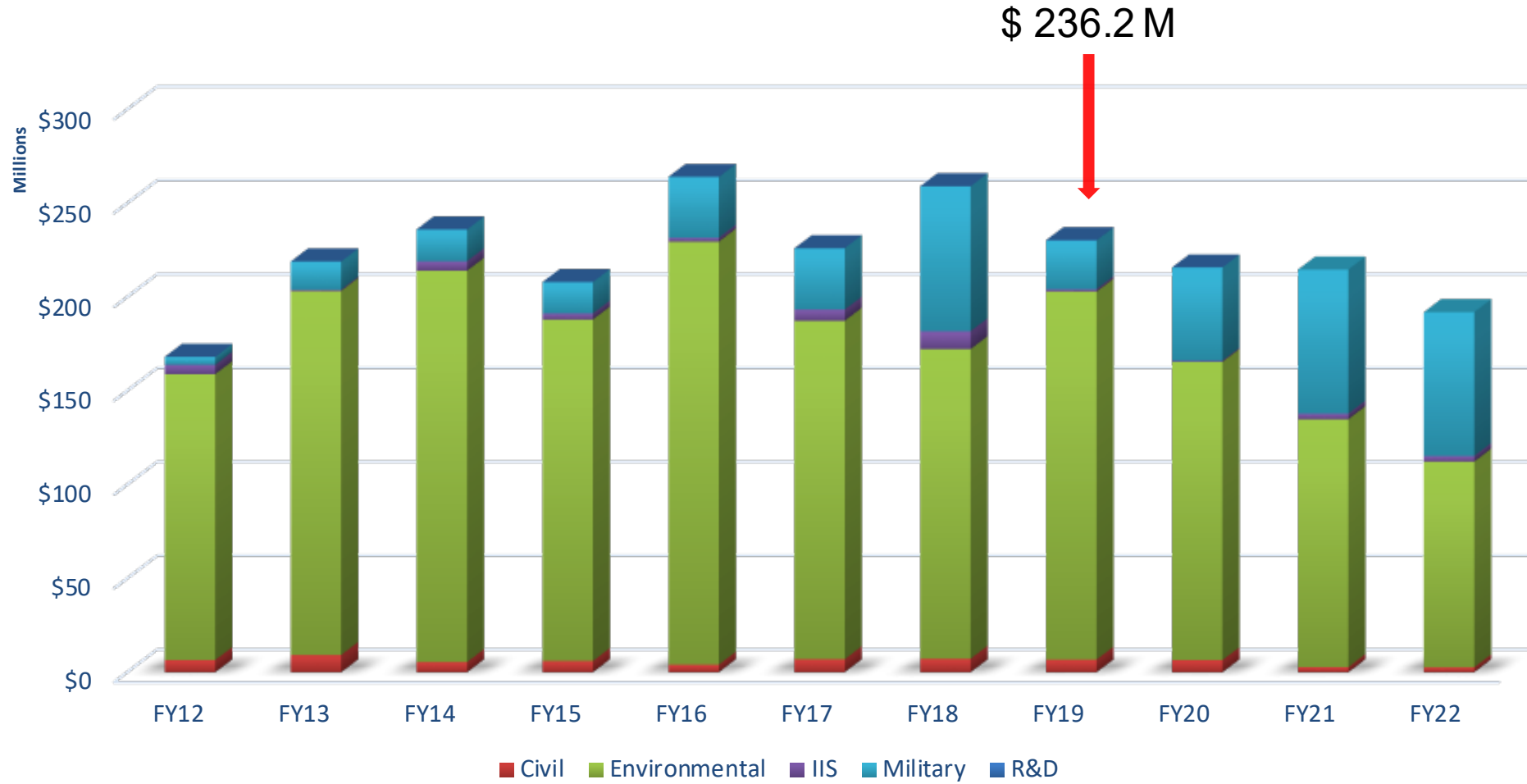
**Civil Works**







# PROGRAM EXECUTION AND OBLIGATIONS



- Majority of Revenue/Obligations is Military Environmental
- Military Portion is primarily Master Planning



# 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 FY19 UPDATE (DEC 2018)



Contract (Type)	Value	Business Class	Planned RFP	Planned Award
ECS: Environmental Services (MATOC IDC)	\$20.0M	Hub Zone	April 2020	July 2020
ERS: Remediation Services (MATOC IDC)	\$45.0M	SB	Feb 2019	April 2020
ERS: Optimized Remediation Contract OK/AR Group (C-Type)	TBD	SB	April 2020	4th Quarter 2020
ERS: Optimized Remediation Contract Texas Group (C-Type)	TBD	SB	Nov 2019	4th Quarter 2020
Haz Waste Services (SATOC IDC)	\$15M	8(a)	May 2020	Aug 2020



# RPEC POINTS OF CONTACT



## Military & Interagency Environmental Branch

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## Master Planning Branch

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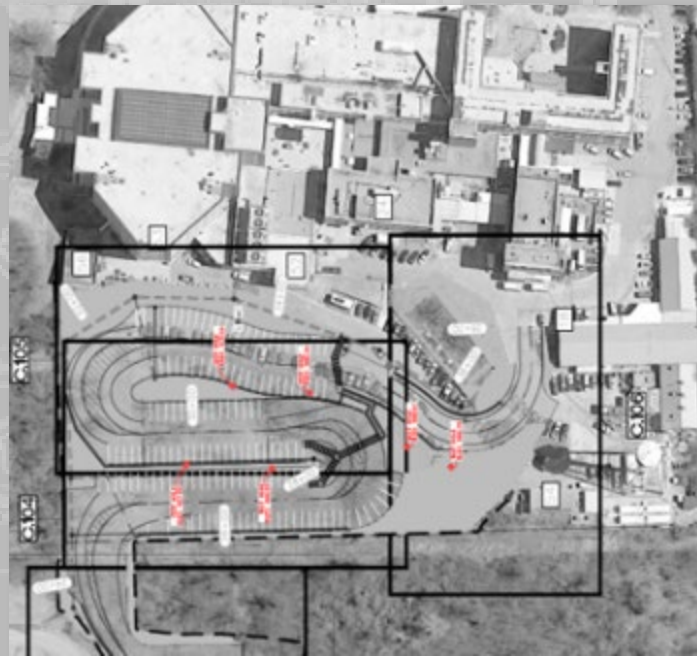
Joey Ball, Chief, Military Master  
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[Joey.b.ball@usace.army.mil](mailto:Joey.b.ball@usace.army.mil)  
817.886.1878

Chief, Civil Master Planning  
Section  
VACANT

# SAME TULSA POST

Gene Snyman  
Tulsa District Business Development

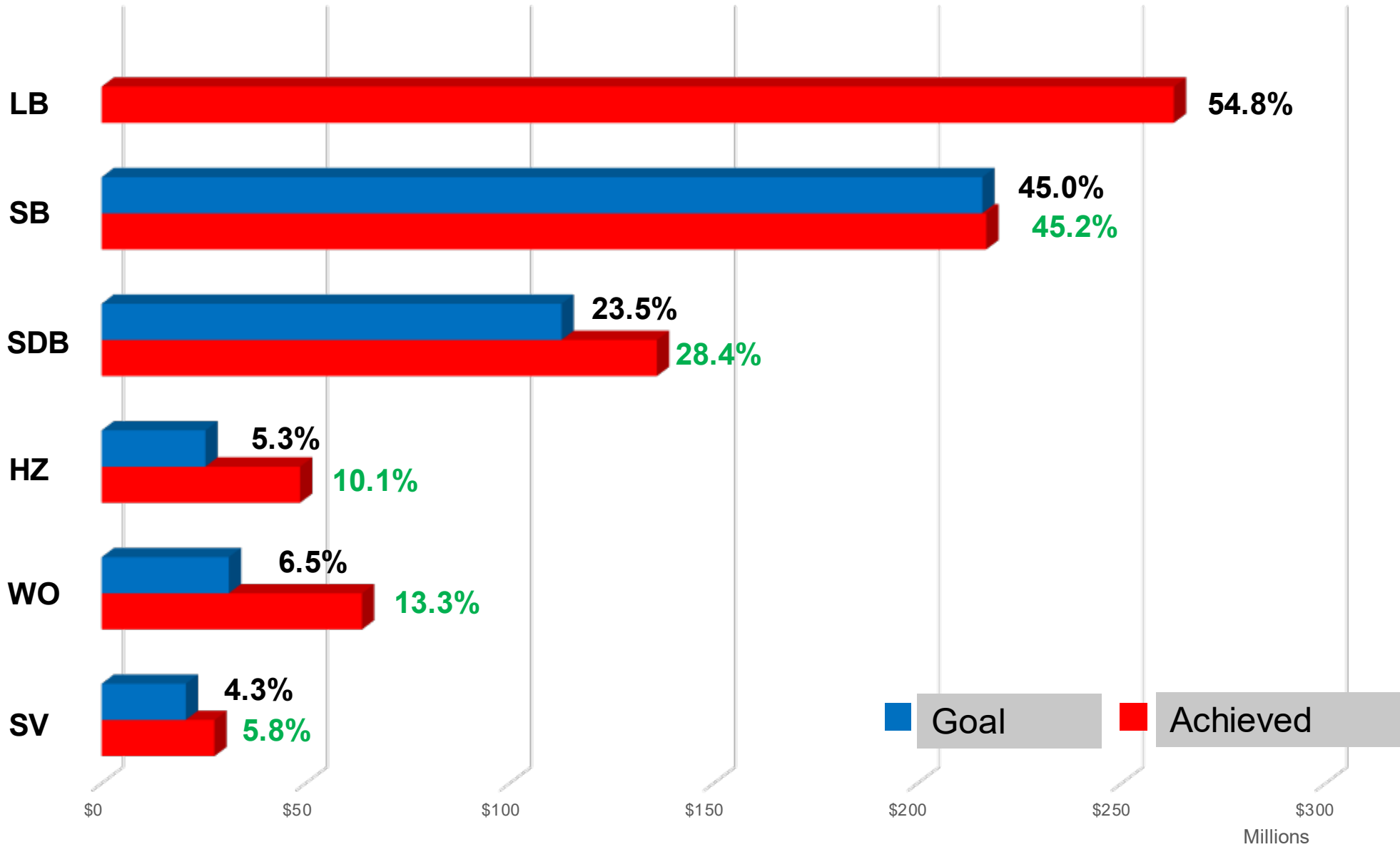
FY19 SB Statistics  
Beta.Sam.Gov



US Army Corps  
of Engineers®



# FY19 SWT SMALL BUSINESS





# BETA.SAM.GOV ISSUES



- Needs Boolean Searches (And/Or/Not)
- Like almost every other searchable site – use pre-set time frames (Yesterday, Last 7 Days, Last 30 Days, etc)
- Not Mobile Friendly
- No NAICS code search option
- No Place of Performance/Award searches
- Search is by word entered – not by Department/Agency/Sub-Agency
- Lacks the vital ability to set up and save automatic searches
- No ability to transition saved searches from FBO to Beta.Sam
- Advanced search controls on the left column are too cumbersome to use and requires scrolling down the opportunities list
- Better to have a dedicated advanced search window rather than the long column on the left of the search results



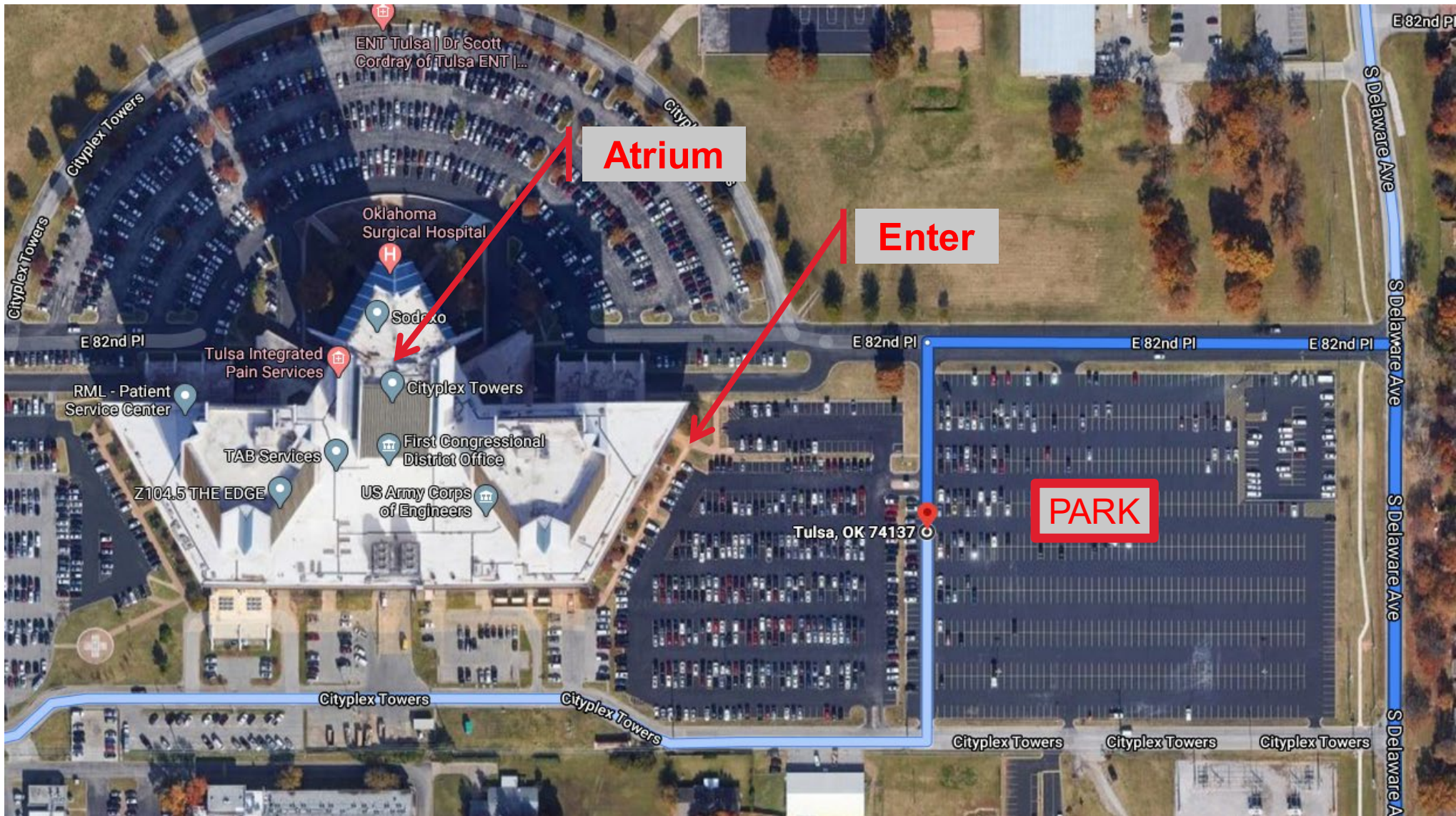
# ONE-ON-ONES TOMORROW





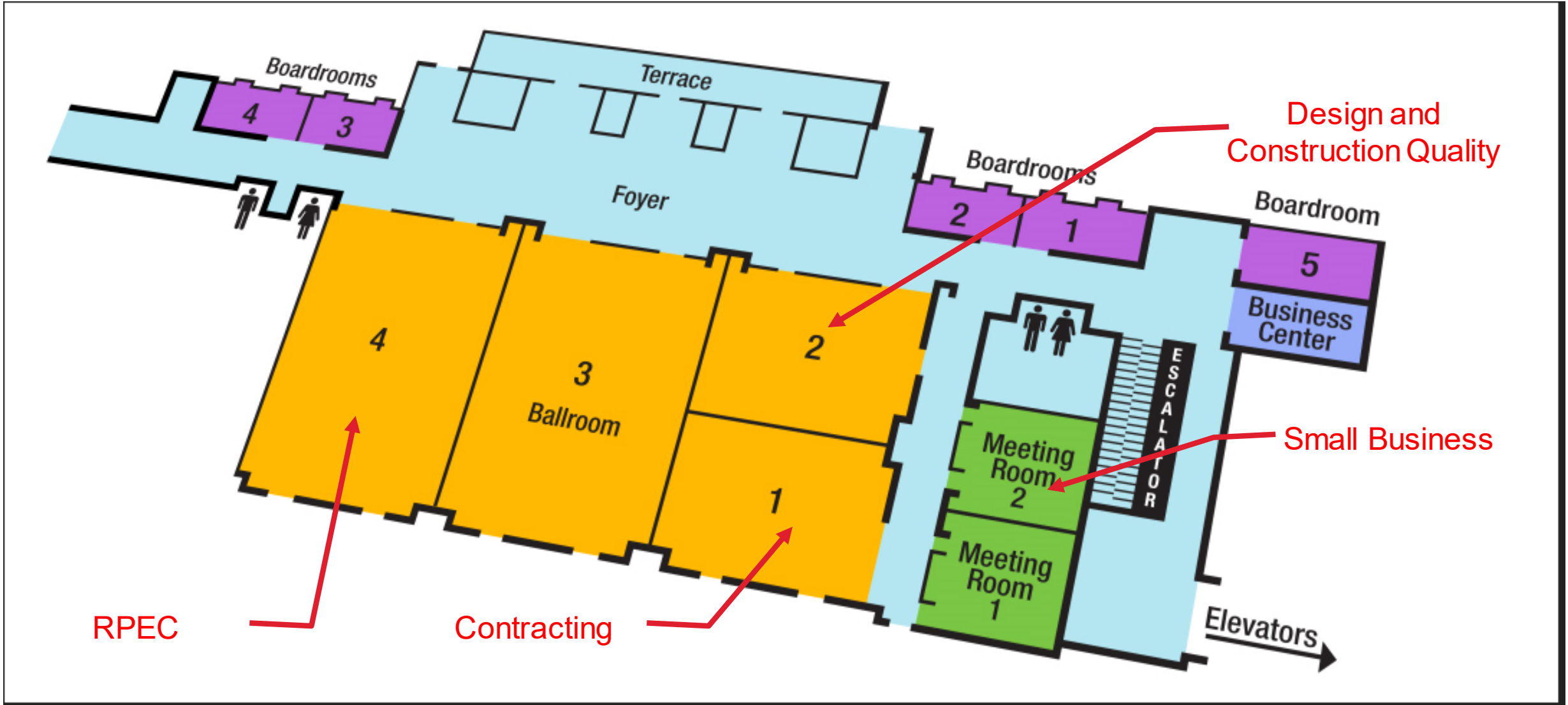


# ONE-ON-ONES TOMORROW – CITYPLEX ATRIUM





# BREAKOUT SESSIONS



# Questions?

Gene Snyman

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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**.

