



ACQUISITION STRATEGIES & OPPORTUNITIES

SAME Small Business Conference

20 November 2013

**Venece McNeley
Director, Office of Small
Business Programs**

Acquisition Strategy



Today's Market

- **Military Construction workload continues the downward trend.**
- **O&M projects remain constant with continued emphasis on energy efficiency and security.**

Product Delivery

- **Design-Build remains primary vehicle (60% target)**
- **Design-Bid-Build**
- **Shift to more In-House design to enhance/maintain core technical competencies**
- **Standard Capital Improvements Evaluation Factors in Source Selections across Command**

1. Technical Approach

2. Experience

3. Past Performance

4. Safety

5. Technical Solution

6. Energy & Sustainable Design

7. Small Business Utilization

Typical Acquisition Approach



- **Full and Open Competition**
- **Set-Aside for Small Businesses**
- **8(a) Business Development Program**
- **Multiple Award Construction Contracts**
 - Small Business reserves within MACCs.
 - Fair Opportunity within MACCs.
- **Indefinite Delivery Indefinite Quantity A&E Contracts**
 - Follow-on Task Orders are negotiated.
- **Indefinite Delivery Indefinite Quantity Construction Contracts**
 - Paving, Roofing, Painting, Utilities, other specialty trades.
- **Facility Support Service Contracts**
 - Base Operating Services contracts.
 - Vehicle Rental, Maintenance, Custodial, Grounds, etc.

Business Line Acquisition Strategies



- **Capital Improvements Acquisition Strategy**

- **Construction/MILCON**

- **>\$50M: Single Contract Awards.**
 - **\$4M-\$50M: Task Orders on MACCs.**
 - **<\$20M: Small Business Program MACCs.**
 - **<\$4M: 8(a) Business Development Program sole source.**
 - **<\$150K: Simplified Acquisition Procedures.**

- **Design**

- **>\$15M, 5 year: Small Business Program set asides.**

- **Environmental Acquisition Strategy**

- **RAC/CLEAN Contract MACs.**

- **Environmental MACs.**

- **Firm-fixed Price initiatives.**

- **43% Small Business target.**

MILCON Project Solicitation & Award Forecast



- www.navfac.navy.mil
 - Small Business
 - Opportunities
 - Acquisition Strategies & Forecasts
 - MILCON Solicitation & Award Forecast

MILCON Solicitation/Award Forecast									
FOR PLANNING PURPOSES ONLY									
This list is not, nor is it intended to be a prediction of what military construction projects may ultimately be solicited. Projects may not be approved, and project specifics may vary prior to solicitation and/or award. Projects not included on this list may be solicited. Dates shown are for advance planning only. See FEDBIZOPS for actual solicitations.									
Acquisition Method Abbreviation Definitions - BVSS: Best Value Source Selection, RFP - LP: Request For Proposal - Low Price & Past Performance, IFB/ICB: Invitation For Bid/International Competitive Bid									
Responsible Component	P number	Project Name	Activity Name	Design Method	Acquisition Tool	Acquisition Method	Programmed Amount	Projected Solicitation Date	Projected Award Date
NAVFAC Europe and SW Asia	PX85	WATER DISTRIBUTION LINE	NAVSTA ROTA SP	Design Bid Build	MAC - General	RFP - LP	\$5,100,000	24-Nov-2008	13-Jan-2009
NAVFAC Europe and SW Asia	907	AIRCRAFT MAINTENANCE HANGAR	CAMP LEMONIER DUBOUTI	Design Build	Global Contingency Contract (GCC)	RFP - BVSS (One Step)	\$12,830,000	15-Dec-2008	20-Mar-2009
NAVFAC Europe and SW Asia	909	AIRCRAFT PARKING APRON	CAMP LEMONIER DUBOUTI	Design Build	Global Contingency Contract (GCC)	RFP - BVSS (One Step)	\$15,250,000	15-Dec-2008	20-Mar-2009
NAVFAC Europe and SW Asia	910	TELCOM FACILITY	CAMP LEMONIER DUBOUTI	Design Build	Global Contingency Contract (GCC)	RFP - BVSS (One Step)	\$3,330,000	15-Dec-2008	20-Mar-2009
NAVFAC Europe and SW Asia	925	WATERFRONT DEVELOPMENT PHASE 1	NAVSUPACT SAHRAIN	Design Bid Build	Stand Alone Construction Contract	RFP - BVSS (One Step)	\$35,500,000	18-Mar-2009	30-Jun-2009
NAVFAC Europe and SW Asia	411	FUEL STORAGE TANKS & PIPELINE REPLACEMENT	NAVSUPACT SOUDA BAY GR	Design Bid Build	Stand Alone Construction Contract	RFP - BVSS (One Step)	\$5,000,000	18-Mar-2009	30-Jun-2009
NAVFAC Europe and SW Asia	PX82	CHANNEL AND HARBOR DREDGING	NAVSTA ROTA SP	Design Bid Build	Stand Alone Construction Contract	IFB/ICB	\$34,000,000	21-Jun-2009	02-Oct-2009
NAVFAC Marianas	0103	RECONFIG INTERIOR GPOQ #4 FLAG CIRCLE NIMITZ HILL	PWAC GUAM	Design Build	MAC - SA DB	RFP - BVSS (Two Step)	\$242,000	25-Jul-2008	28-Sep-2008
NAVFAC Mid-Atlantic	175	RELATIONS MAGAZINES REPL	NAS BRUNSWICK ME	Design Build		RFP - LP	\$8,225,000	17-Jan-2008	25-Mar-2008
NAVFAC Mid-Atlantic	891	CFP LAND ACQUISITION INC 1	NCKP WASHINGTON COUNTY NC	Land Acquisition		RFP - BVSS (One Step)	\$15,000,000	31-May-2007	31-Aug-2007
NAVFAC Mid-Atlantic	135	CFP-BACHELOR ENLISTED QUARTERS	MCAS CHERY POINT NC	Design Build	Stand Alone Construction Contract	RFP - BVSS (Two Step)	\$30,100,000	11-Nov-2008	27-Mar-2009
NAVFAC Mid-Atlantic	112V	MARITIME SUBSURFACE SENSOR OPS FACILITY	NAVAL STATION NEWPORT RI	Design Build	Stand Alone Construction Contract	RFP - BVSS (One Step)	\$75,320,000	12-Nov-2008	15-Apr-2009
NAVFAC Mid-Atlantic	223V	RENOVATE V47 FOR COMBAT CRAFT FACILITY	NAVSTA NORFOLK VA	Design Build	MAC - Industrial	RFP - BVSS (One Step)	\$7,140,000	13-Nov-2008	31-Mar-2009
NAVFAC Mid-Atlantic	615	APRON EXPANSION PHASE 1	MCB CAMP LEJEUNE NC	Design Bid Build	Stand Alone Construction Contract	RFP - BVSS (One Step)	\$8,830,000	13-Nov-2008	30-Mar-2009

- Updated monthly
- For planning purposes
- See FEDBIZOPS for actual solicitations

Long Range Acquisition Forecast



"DISCLAIMER" United States Code Title 15, Section 637(A)(12)(C), requires the Department of the Navy to prepare a forecast of expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The LRAF contains NAVFAC Indefinite Delivery/Indefinite Quantity requirements that are

CURRENT NAVFAC IDIQ CONTRACTS - ANTICIPATED LONG RANGE ACQUISITION FORECAST

CONTRACTING OFFICE NAME	CONTRACT NUMBER	DESCRIPTION OF AWARD	DESCRIPTION OF REQUIREMENTS	MULTIPLE OR SINGLE AWARD CONTRACT	NAICS CODE	NAICS DESCRIPTION	DESCRIPTION OF PRODUCTS OR SERVICES	AWARD DATE	ESTIMATED ULTIMATE COMPLETION DATE	OPTION PERIOD	OPTION PERIODS REMAINING	CONTRACTING OFFICER'S BUSINESS SIZE SELECTION	SOLICITATION PROCEDURES	TYPE OF ASID
NAVFAC ATLANTIC	BARBARA TAYLOR (757) 322-4430													
USN-NAVFAC LANT	N62470-09-D-2993	IDIQ For A/E Services for Material and Waste Environmental Compliance	IDIQ A/E SERVICES FOR MATERIAL AND WASTE ENVIRONMENTAL COMPLIANCE ENGINEERING SUPPORT AT NAVY AND	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	9/30/2009	9/23/2014	5	3	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
USN-NAVFAC LANT	N62470-10-D-2006	Success Estimator software a		SINGLE AWARD	511210	Software Publishers	ADP SOFTWARE	3/9/2010	3/7/2015	5	4	SMALL BUSINESS	SINGLE SOURCE SOLICITED	NO SET ASID
USN-NAVFAC LANT	N62470-10-D-3000	IDIQ for Multimedia Complan	ARCHITECT-ENGINEER SERVICES	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	1/15/2010	1/14/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
USN-NAVFAC LANT	N62470-10-D-3003	Indefinite Delivery / Indefi		SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	3/9/2010	3/8/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
USN-NAVFAC LANT	N62470-10-D-3008	Homeporting Contract.	ARCHITECT-ENGINEER SERVICES -	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	3/29/2010	3/28/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
USN-NAVFAC LANT	N62470-10-D-3009	IDIQ for Multimedia Environm	MULTIMEDIA ENVIRONMENTAL COMPLIANCE ENGINEERING SUPPORT	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	7/12/2010	7/11/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
USN-NAVFAC LANT	N62470-10-D-5004	Revenue Requirements	THE CONTRACTOR SHALL PROVIDE PROFESSIONAL SERVICES AND ASSOCIATED DATA PERTAINING TO COST OF CAPITAL SERVICES IN SUPPORT	SINGLE AWARD	541211	Offices of Certified Public Accountants	OTHER PROFESSIONAL SERVICES	2/11/2010	2/14/2015	5	4	SMALL BUSINESS	SIMPLIFIED ACQUISITION	NO SET ASID
USN-NAVFAC LANT	N62470-10-D-5007	Professional Services Pertai	COST OF THE UTILITY RATES AND STUDIES	SINGLE AWARD	541930	All Other Professional, Scientific, and Technical	OTHER PROFESSIONAL SERVICES	4/5/2010	3/31/2011	1	0	SMALL BUSINESS	NEGOTIATED PROPOSAL/ID	SMALL BUSI

NAVFAC Office of Small Business Webpage

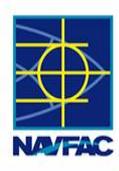


- Program Information
- Regional SB Contacts
- Achievement Records
- Opportunity Information
 - MILCON Forecast List
 - Environmental Forecast List
 - Long Range Acquisition Forecast
- Subcontracting Opportunity Information
- SB Directories
 - SDVOSB
 - WOSB
- Contract Guidelines
- MUCH MORE!

Check it Out !



<https://smallbusiness.navfac.navy.mil>



Advocacy Across the Map



NAVFAC NORTHWEST

- Stephanie Higgins, Deputy, Silverdale, WA 360-396-0038

Engineering & Expeditionary Warfare Center

- Ray Brothers, Deputy, Port Hueneme, CA 805-982-1254

NAVFAC SOUTHWEST

- Lora Morrow, Deputy, San Diego, CA 619-532-2248
- Patty Olivas Assistant Deputy San Diego, CA 619-532-2375

NAVFAC PACIFIC

- Jennifer McGuire, Deputy, Pearl Harbor, HI 808-472-1045

NAVFAC HAWAII

- Lisa Roth, Deputy, Honolulu, HI 808-474-4554

NAVFAC MARIANAS

- Albert Sampson, Deputy, Guam, 671-339-7090

NAVFAC MIDWEST

- Jan Kaiser, Deputy, Great Lakes, IL 847-688-2600 x108

NAVFAC HEADQUARTERS

- Venece McNeley, Director, Washington, DC 202-685-9129

NAVFAC WASHINGTON

- Nola Campbell, Deputy, Washington, D.C. 202-685-0088

NAVFAC MID ATLANTIC

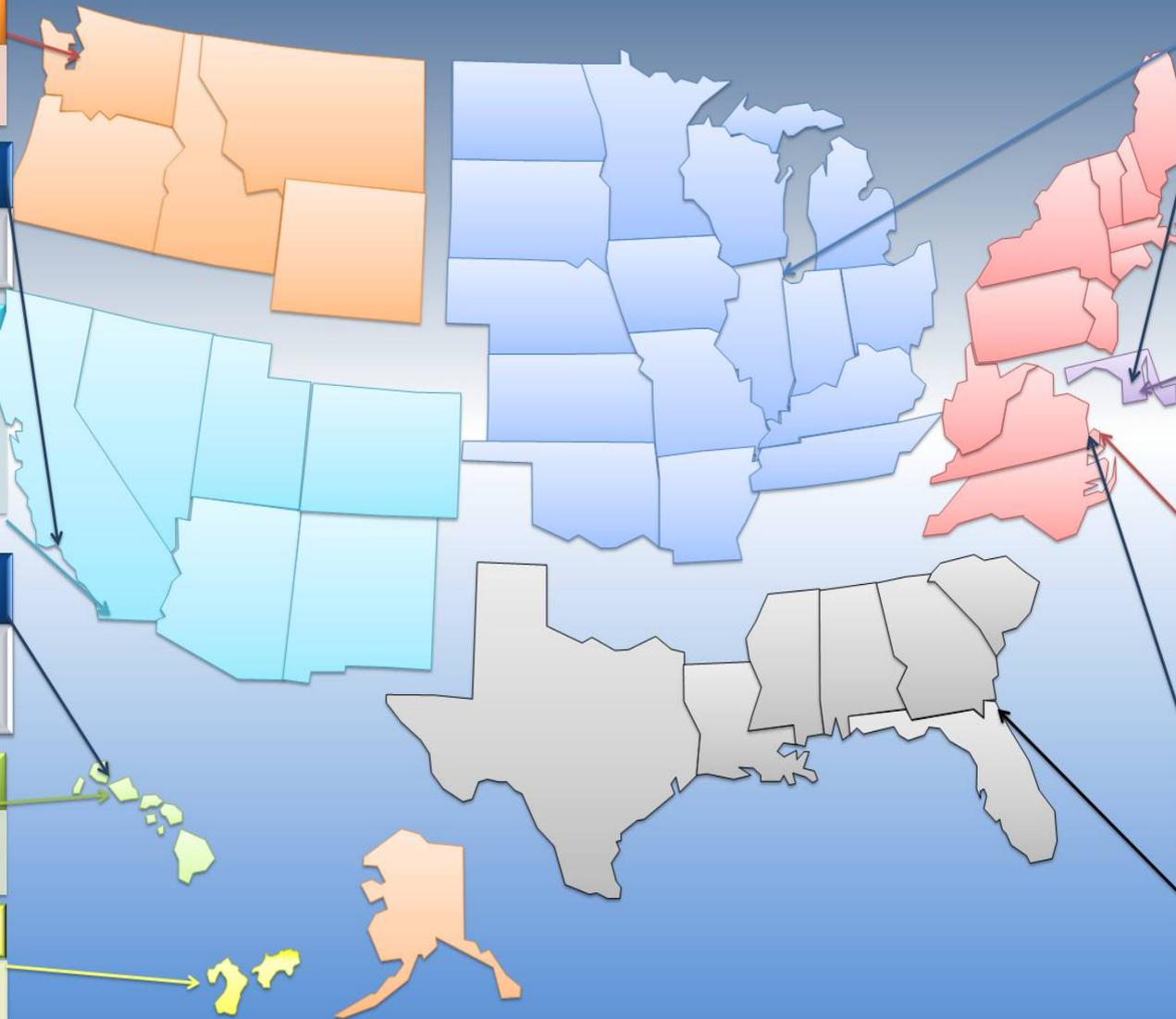
- Joe McGrenra, Deputy, Norfolk, VA 757-341-0092
- Kim Vallone, Deputy MCI-EAST, Camp Lejeune, NC 910-451-2582 x5289

NAVFAC ATLANTIC

- Barbara Taylor, Deputy, Norfolk, VA 757-322-4430
- Dawn Cail, Assistant Deputy, Norfolk, VA, 757-322-8308

NAVFAC SOUTHEAST

- Nelson Smith, Deputy, Jacksonville, FL 904-542-6624
- Jennifer Reeder, Assistant Deputy, Jacksonville, FL 904-542-6234





MIDWEST OPPORTUNITIES

SAME Small Business Conference

20 November 2013

**Wim Massey
Chief of Contracting Office
NAVFAC Midwest**

NAVFAC MW Business Volume (in \$M)



	FY13	FY14 (Projected)
Capital Improvements		
Work-In-Place (WIP)	\$ 111.8	\$ 110.2
Design-In-Place (DIP)	\$ 117.0	\$ 126.4
Public Works		
<i>Facilities-in-Place (FIP)</i>	\$ 29.0	\$ 29.0
<i>NWCF Facilities Mgt & Sustainment</i>	\$ 28.1	\$ 37.7
<i>NWCF Utilities & Energy Management</i>	\$ 61.7	\$ 64.8
<i>NWCF Base Spt Vehicle & Equipment</i>	\$ 29.4	\$ 29.5
Environmental		
<i>Environmental Services (In-House)</i>	\$ 1.7	\$ 1.2
<i>Compliance (excludes salary \$'s)</i>	\$ 1.6	\$ 1.5
<i>Environmental Restoration, Navy</i>	\$ 9.0	\$ 8.5
Asset Management		
<i>Real Estate-In-Place (RIP)</i>	\$ 2.9	\$ 3.1
Total	\$392.2	\$411.9

NAVFAC MW MILCON Forecast



FY	P. No.	Title	Location	Program Amount	Design Level	ACQ Method	ACQ Tool	Issue IFB/RFP	Planned Award Date
12	30	Reserve Training Center	Memphis TN	\$5M-\$10M	RFP-BVSS (two Step)	DB	Stand Alone	Sep-12	4/5/2013 A
13	130	Vehicle Maintenance Facility	Brooklyn NY	\$3M-\$6M	RFP-BVSS (one Step)	DB	MACC	12/7/2012 A	9/5/2013A
13	8143	Drug-Laboratory Replacement	Great Lakes, IL	\$20M-\$30M	RFP-BVSS (two Step)	DBB	Stand Alone	1/14/2013 A	8/22/2013 A
13	123	Reserve Training Facility	Yuma, AZ	\$3M-\$6M	RFP-BVSS (two Step)	DBB	Stand Alone	TBD	TBD
13	125	Joint MCRC/NOSC	Des Moines, IA	\$15-\$20M	RFP-BVSS (two Step)	DB	Stand Alone	Dec-14	July-15
14	139	Reserve Center & Admin Facility	Kansas City, MO	\$12M-\$18M	RFP-BVSS (two Step)	DB	Stand Alone	March-14	July-14
14	136	Aircraft Hanger Addition	Tinker AFB, OK	\$11M-\$14M	RFP-BVSS (one Step)	DB	Stand Alone	Oct-13	Jan-14
14	714	Special OPS Classroom/Barracks/Galley	Great Lakes, IL	\$29M-\$32M	RFP-BVSS (two Step)	DB	Stand Alone	Sep-14	Jan-14
14	31	Reserve Training Center	Memphis, TN	\$29M-\$32M	RFP-BVSS (two Step)	DB	Stand Alone	Mar-14	Sep-14

NAVFAC MW MARFORRES Program



MW selected as single NAVFAC facilities provider for USMC Reserve Forces (Est. \$10-50M annually)

Fiscal Year	Title	Location	Program Amount	Design Level	IFB/RFP Issue date	Award Date
FY14	Hangar 1050	Fort Worth, TX	\$1M - \$5M	DB	JUNE 13	SEP 14
FY14	Repair MCRC Facilities	Battle Creek, IL	\$1M - \$5M	DB	JUNE 13	SEP 14
FY14	Syracuse LAV Cover	Syracuse, NY	\$1M - \$5M	DB	JUNE 13	SEP 14
FY14	Galveston AAV Cover	Galveston, TX	\$1M - \$5M	DB	JUNE 13	SEP 14
FY14	Jacksonville LAV Cover	Jacksonville, FL	\$500K - \$1M	DBB	JUNE 13	SEP 14
FY14	Marietta Whole Center Repair	Marietta, GA	\$500K - \$1M	DBB	JUNE 13	SEP 14
FY14	Great Lakes Whole Center Repairs	Great Lakes, IL	\$500K - \$1M	DBB	JUNE 13	SEP 14
FY14	MCRC Harlingen Repairs	Harlingen, TX	\$500K - \$1M	DBB	JUNE 13	SEP 14
FY14	MCRC Peoria	Peoria, IL	\$500K - \$1M	DBB	JUNE 13	SEP 14
FY14	MCRC Boise	Boise, OH	\$500K - \$1M	DBB	JUNE 13	SEP 14

Public Works SRM Projects



FY	LOCATION	TITLE	PROGRAM AMOUNT
14	NS Great Lakes, IL	Repair Lift Station	\$1M – 5M
14	NS Great Lakes, IL	Replace High Voltage Electric Lines	\$1M – 5M
14	NS Great Lakes, IL	Replace Water Lines	\$500K – 1M
14	NSA Crane, IN	Replace Water Lines	\$500K – 1M
14	NSA Crane, IN	Repair Boilers and Boiler House	\$500K – 1M
14	NSA Mid-South, TN	Replace Wastewater Lines	\$500K – 1M
14	NS Great Lakes, IL	Study Water Plant Sedimentation	\$100K – 500K
14	NS Great Lakes, IL	Remove Settling Basin Solids	\$100K – 500K
14	NSA Crane, IN	Water Pump Repairs	\$100K – 500K
14	NSA Crane, IN	Repair Water Towers	\$100K – 500K
14	NSA Mid-South, TN	Repair Water Valves and Hydrants	\$100K – 500K
14	NSA Mid-South, TN	Repair Wastewater Manholes	\$100K – 500K
14	NSA Mid-South, TN	Modify Switch Station	\$100K – 500K

Public Works SRM Projects



FY	LOCATION	TITLE	PROGRAM AMOUNT
15	NSA Crane, IN	Repair Wastewater Treatment Plant	\$1M – 5M
15	NS Great Lakes, IL	Replace High Voltage Electric Line	\$1M – 5M
15	NS Great Lakes, IL	Replace Lift Stations	\$1M – 5M
15	NSA Mid-South, TN	Repair/Replace Wastewater Lines	\$1M - 5M
15	NSA Crane, IN	Replace Boilers	\$500K – 1M
15	NSA Crane, IN	Replace Water Lines	\$500K – 1M
15	NSA Crane, IN	Repair/Replace Wastewater Lines	\$100K – 500K
15	NSA Crane, IN	Replace High Voltage Electric Lines	\$100K – 500K
15	NSA Crane, IN	Repair Boiler House	\$100K – 500K
15	NSA Crane, IN	Repair Water Tanks	\$100K – 500K
15	NSA Crane, IN	Replace Fire Hydrants	\$100K – 500K
15	NS Great Lakes, IL	Replace Boiler	\$100K – 500K
15	NS Great Lakes, IL	Remove Settling Basin Solids	\$100K – 500K
15	NSA Mid-South, IL	Modify High Voltage Electric Lines	\$100K – 500K
15	NSA Mid-South, IL	Design to Replace Breakers	\$100K – 500K

Public Works eSRM/Energy Projects



FY	LOCATION	TITLE	PROGRAM AMOUNT
14	Great Lakes, IL	ESPC Phase II (48 Bldgs)	\$20M – 40M
14	NSA Crane, IN	Roadway Lighting Retrofit	\$100K – 500K
14	NOSC Toledo, OH	Recommission HVAC	\$100K – 500K
14	NOSC Milwaukee, WI	Recommission HVAC	\$100K – 500K
14	Great Lakes, IL	Repair Bldg 1H	\$3M – \$8M
14	Great Lakes, IL	Energy Project HID to LED Fixture	\$500K – \$1M
14	Great Lakes, IL	B3319 Boiler and Chiller Replacement	\$100K – 500K
14	Great Lakes, IL	B1909 Boiler and Chiller Replacement	\$100K – 500K
15	NOSC Minneapolis, MN	Facility Energy Improvements	\$100K – 500K
15	NOSC Columbus, OH	Facility Energy Improvements	\$100K – 500K
15	NSA Mid-South	Fixture Upgrade of Street Lighting	\$100K – 500K

Environmental Contracts



Contract Type	Scope	Location of Work	Contract Capacity/ Duration	Type	Projected IFB/RFP	Projected Award Date
Restoration Services	EMAC – Site remediation, remediation system operation, and removal actions,	Supports work across CONUS, primary work locations are in the Midwest	\$25-40M/ 5 yrs	SDVOB	Dec 2013	Jul 2014
Hazardous / Regulated Waste Management & Disposal	Hazardous and Regulated Waste Management, Support and Disposal Services	Supports installations in the Midwest and outlying facilities CONUS-wide	\$10 M/ 5 yrs	TBD	Feb 2014	Aug 2014
TOTAL			\$35M-50M			