

	FSC QUESTIONS	FSC RESPONSES
1	What is the Navy's general acquisition strategy for base support contracts in the region? Specifically, what is the anticipated split between full and open and restricted competition?	NAVFAC Southeast uses a formal acquisition planning process (including market research) to shape scoping decisions for service contracts in compliance with procurement policy and regulation. Maximizing competition and efficiency/effectiveness within policy and regulation guidance is the general strategy.
2	What is the Navy's general view regarding the bundling of various services contracts at an installation/in a region into larger, multi-faceted contracts?	NAVFAC Southeast uses a formal acquisition planning process (including market research) to shape scoping decisions for service contracts in compliance with procurement policy and regulation. Maximizing competition and efficiency/effectiveness within policy and regulation guidance is the general view.
3	Many procurements are solicited as "Best Value." However, upon award, the apparent trend has been to go with the apparent "Technically Acceptable, Low Price" offeror. How does the Navy rationalize that?	All procurements solicited as best value negotiated acquisitions using the tradeoff process require a substantial amount of documentation, a robust evaluation, and a detailed review process to ensure the final award decision is consistent with FAR 15.101-1, Tradeoff process. Also we are seeing a number of strong technical proposals in response to most solicitations. When you have a number of equally strong technical proposals, price is likely to become more of a determinant.
4	With Navy budgets expected to be reduced in the near and foreseeable future, what impact will that have on the scope of existing facilities support contracts? Will there be a push to reduce scope of existing contracts in order to stay within funding limitations, or might there be a push to consolidate multiple contracts under one in order to reduce overhead costs?	NAVFAC Southeast's projected execution for service contracts is \$278M in FY12. Improving efficiency and effectiveness is always a goal. Reprocurements are "scrubbed" to ensure requirements reflect services and service levels that reflect budget realities - expect that to continue. Acquisition planning and procurement regulations shape consolidations.
5	Across NAVFAC, there is an apparent "disconnect" between FECs regarding how the performance of contractors are evaluated and reported. Does the Navy (NAVFAC) have plans to develop a single set of evaluation criteria for FSC contracts? If so, when can we expect to see that guidance deployed and implemented?	NAVFAC has a Business Management System (BMS) to standardize and leverage knowledge management across the corporation. NAVFAC deployed revised source selection guidance in July 2011. This guidance incorporates Department of Defense Source Selection Guidance issued in March 2011. NAVFAC SE utilizes this guidance. Most of our FSC procurements include the same primary non-price/technical factors. However, the complexities of individual procurements drive the requirements for evaluation criteria in each Source Selection Plan and resulting solicitation. NAVFAC is constantly reviewing our processes to identify improvements and effect necessary changes.
6	Can NAVFAC please discuss your current Budget for FY12 for NAVFAC Southeast with details pertaining to the types of projects and locations?	NAVFAC Southeast's projected execution for service contracts is \$278M in FY12. See list of upcoming FY12/13 projects included in the Industry Forum Brief.
7	What are your budget for the different areas within the Southeast Region?	NAVFAC Southeast's projected execution for service contracts is \$278M in FY12. See list of upcoming FY12/13 projects included in Industry Forum Brief.
8	In Facilities Support Contracting, will there be a possibility of small construction and/or expansion work? How will this work be funded?	FSC/BOS contracts may include maintenance and repair work above the Firm Fixed Price (FFP) limits as Indefinite Delivery Indefinite Quantity (IDIQ). IDIQ is funded by customers as the need arises.
9	Are there specific NAICS codes that NAVFAC Southeast Jacksonville will issue solicitations under?	NAICS codes are included in each pre-solicitation notice, synopsis, and resulting solicitation. NAVFAC SE uses NAICS codes defined by the scope of individual requirements. The list of available NAICS codes is posted at: http://www.census.gov/epcd/www/naics.html
10	What are NAVFAC's Southeast trends for current contracting opportunities, is NAVFAC trending toward more best/value solicitations or low price technically acceptable?	NAVFAC Southeast uses the best value tradeoff process for our complex service requirements. We use the best value lowest price technically acceptable process for our smaller, less complex procurements, which are clearly defined and expected to be low risk.
11	Does NAVFAC intend to continue use of ten-year award option contracts for FSC or change to other incentive provisions such as award-fee?	DoD procurement initiatives have significantly changed contract durations. Expect most FSC contracts to be three year or five year contracts.
12	We are experiencing growing delays in responses to inquiries on contract issues and other routine contract administration actions such as RFIs, REAs, and contract modifications. Can NAVFAC review current issues impacting this and any planned corrective actions?	NAVFAC Southeast can address this concern on an individual basis. Please raise this concern with your Contracting Officer first.

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13	Combination FFP/IDIQ FSC contracts cite that the maximum dollar value of the contract is the total dollar value of the FFP and IDIQ items, and that maximum shall not be exceeded except as may be provided by formal modification to the contract. Does NAVFAC consider contract modifications issued that add work and increase the contract value throughout the life of the contract as increasing the maximum dollar value of the contract, and how does this tie into to decisions to award and exercise option and award option years?	Formal modifications that add firm fixed price work and increase the contract dollar value result in increasing the maximum dollar value of the contract. Decisions to exercise option periods are specific to individual contracts.
14	It appears the Peer Review process is slowing the selection/award process significantly. Please explain the Peer Review process, rationale, costs, and benefits.	The Peer Review process promotes quality and consistency in DoD contracting. The process includes three pre-award reviews and a post-award review prior to every option period. For competitive procurements, pre-award peer reviews occur (1) prior to RFP issuance, (2) prior to request for final proposal revisions, and (3) prior to contract award. The objective of Peer Reviews of solicitations and contracts is to ensure consistent policy implementation, to improve the quality of contracting processes, and to facilitate cross-sharing of best practices and lessons learned throughout DoD (See Federal Register /Vol. 74, No. 144 /Wednesday, July 29, 2009).
15	For disaster or hurricane specific conditions, is there a requirement for special teams support? If so, will this be funded separately?	FSC contracts typically address contingency and preparation requirements for disaster/ hurricanes in Annex 2 Management and Administration. Specific work actions and funding will be specific to the contract and circumstance.
	SMALL BUSINESS QUESTIONS	SMALL BUSINESS RESPONSES
1	How will Small Business goals impact the procurement process as it relates to percentages and/or unbundling of existing contracts?	NAVFAC Southeast is a strong promoter of small business contracting and has exceeded small business goals for the past three years. FY 12 goals have been released and have increased from FY11. The Command will continue to review existing contracts for small business opportunities and base decision-making on market research.
2	Our Company is a small 'disable veteran' owned occupational safety & health consultation/training Company. What is the best way to position our company to gain consideration for government contracts, SSHO positions, etc.?	See Small Business Briefing
3	What is NAVFAC Southeast Jacksonville's 2012 Fiscal Small Business Budget	NAVFAC Southeast does not have a FY12 Small Business Budget.
4	Can you contract directly with a Service Disabled Veteran Owned Small Business?	An SDVOSB sole source award can be done in limited situations. See FAR 19.1406. However, competition is the preferred method for NAVFAC acquisitions.
5	In addition to an 8a business, what other types of businesses can you contract directly with?	We are able to contract directly with mandatory sources set forth in FAR Part 8. In limited situations SDVOSB and HUBZone sole source awards are permitted. See FAR 19.1406, 19.1306. However, competition is the preferred method for NAVFAC acquisitions.
6	Does NAVFAC anticipate making any significant changes in its small business utilization programs – more or fewer small business set-asides or higher or lower goals for small business utilization in the unrestricted contracts?	FY12 goals are slightly higher than FY11. NAVFAC Southeast has exceeded SB goals for the past three years.
7	What is the best way for an 8(a), SDB, and WBE to obtain work with the Navy?	See Small Business Briefing
8	Assuming all contracting will require a Sources Sought, what is your estimation on the split between Unrestricted and Small Business?	Market research determines whether to set aside a procurement for Small Business or to go unrestricted. Sources sought notices are not mandatory and are considered one of many tools used during market research.
9	Please confirm NAVFAC policy to award contracts to 8a firms as a single source?	NAVFAC Southeast abides by FAR 19.8 when utilizing the 8(a) program.
10	Please confirm NAVFAC policy for the bidding process to award contracts to 8a/mentor protégé joint venture firms?	NAVFAC Southeast does not have a specific policy for 8a/Mentor Protégé JV's. The program is a SBA program that helps 8(a) participants compete on federal contracts.

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11	Large to very large projects tend to be awarded to large national and regional companies while smaller sized projects are set aside for Small and Small Disadvantaged Businesses. Due to the success of the U.S Federal Small Business and 8A programs, several small businesses have grown out of the program to become medium-sized successful businesses. Does NAVFAC have any intentions to provide contracting opportunities that medium-sized businesses can compete on?	Federal Acquisition policies do not have medium sized set-asides. Full and open competitive requirements can be found on www.fbo.gov .
	SAFETY QUESTIONS	SAFETY RESPONSES
1	Will the safety goals and assessment become a more significant element in the proposal evaluation process?	Safety is currently a standalone factor in NAVFAC Southeast source selections.
2	On future MACC or IDIQ technical evaluations, will an explanation about a company's high DART rating be properly evaluated	All narratives/explanations are thoroughly evaluated during the process.
3	Our company has a recently retired NAVFAC Safety Manager on staff who is authorized to train NAVFAC's 40 hour Construction Safety Awareness Course (EM 385-1-1). We now offer a 5 day Federal Construction Safety Awareness course to private sector contractors. Since NAVFAC does not offer its 40 hour course to the private sector, Is there some way to help us promote this course to potential contractor bidding on NAVFAC projects?	NAVFAC does not promote one contractor over another.
4	What interaction to the Site Safety department will the Contractor be required to support?	Specific duties and responsibilities depend on the specific contract language.
5	Has a clear policy been developed requiring contractors to report near-miss incidences?	Reporting of near misses is required in current Design Build safety specs, section 1.6.1.a. Anticipate Design Bid Build safety specs to reflect similar language soon.
6	An overview of Safety for NAVFAC Atl., TFR's, What are the Injuries and their Root Cause. What do they believe that both NAVFAC and their Contractors do to improve Safety Management at the sites?	NAVFAC SE KTR safety program focuses on three areas: 1) Subcontractor safety clause, 2) Self-reporting of near misses (culture change), and 3) Award and present each contractor that qualifies for NAVFAC's STAR letter at the completion of each project.
7	This attendee would like to see NAVFAC's example of the perfectly prepared Accident Prevention Plan, could NAVFAC just bring a few really good examples for the attendees to see and to look at during breaks?	Accident Prevention Plans are the property of the company who created them and NAVFAC does not release site specific APPs to competing companies without the express written consent of said company.
8	Does NAVFAC plan to implement the requirement for Prime contractors to enforce minimum Safety DART and EMR rates in awarding subcontracts?	Yes. Where subcontractor safety requirements are included in the specification the Prime is expected to enforce safety requirements per the specification. Specification language includes provision for additional consideration of critical/special circumstances.
9	Is there any discussion for NAVFAC to sponsor any EM 385 or OSHA training for Site Safety and Health Officers?	No discussion about NAVFAC sponsoring EM-385 or OSHA courses for the private sector.
10	At the LANTDIV Industry Forum in June, it was briefly mentioned that NAVFAC Southeast is piloting an effort to set minimum EMR and DART thresholds for use in approving subcontractors. Can you provide additional information on that and what the current status is?	Answered in the power point brief.
11	Should Contractors expect any changes to the requirements pertaining to the 40 Hour Hazard Awareness Training Course?	No changes are expected.
12	Can Contractors expect that the course will become more available?	Contractors obtain this course through the private sector. Unknown if companies will begin to offer this course on a more regular basis.
13	Can contractors expect any changes to the UFGS 01 35 26 Safety Specifications?	Changes in the UFGS safety specs occur on an average of every six months. Latest versions are posted on the NAVFAC Southeast public portal.

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	ENERGY QUESTIONS	ENERGY RESPONSES
1	One of the challenges in real energy savings involves a lack of execution and follow-through. Are there any plans to use a design, build, operate/measure type project for energy savings so one firm is responsible to show the savings promised?	All projects include Measurement and Verification (M&V) in the scope. We will have government QA personnel/process.
2	The Navy is not meeting it's directed Energy and Renewable Goals (None of the services are). What remedial actions are you taking to meet the Executive Order and how soon you be able to close the deficit?	The Navy continues to develop projects to help meet the 30% reduction in electricity by 2015 using the funding available.
3	Will the Navy use GSA and Core contract vehicles for the energy work?	No, we have our own AQ professionals and will develop specialized tools to execute the projects.
4	Does the Navy have programs similar to the Army for innovators to demonstrate new and emerging technologies on Navy sites?	Yes, Quarterly Energy Partnership meetings, GovEnergy, SAME, TechVal, industry trade shows, etc. are all examples of entry points for innovation.
5	What are the overall goals for SE for energy savings?	Same as Navy goals
6	Do you see steady state funding to meet these goals?	No definitive signs of steady state funding, but energy is a focus area.
7	My number one question or interest is information regarding renewable energy measures in 2012, specifically the use of photovoltaics?	SE has no plans to expand use of PV without special funding appropriations because of low payback.
8	What are the primary contracting vehicles/mechanisms they are planning to use to execute energy conservation/generation projects? (I.e. ESPC, USEC, Direct Funding, EUL, etc)	Navy SRM, PPA, UESC, ESPC, ECIP, etc.
9	Are there already significant amounts of energy projects identified, or is the majority of the effort still TBD?	The possibilities are endless. We are always trying to maximize technology implementation within our funding availability.
10	Will these efforts be managed at a regional level, or at an installation level? As a follow on, if regionally, will NAVFAC Southeast be looking for additional industry expertise to support the identification, procurement and execution of energy projects?	Managed regionally and executed locally using standard contracting procedures. We also have quarterly Energy Partnership meetings to explore new technologies. The point of contact is Brad Clark.
11	Is NAVFAC SE also interested in O&M technology and business rules as related to energy?	We are constantly engaged in leading technology across all aspects of our business. The point of contact is Brad Clark.
12	Is NAVFAC considering using EUL for energy projects and if so, what will be their contracting mechanism?	Last year we conducted a sources sought for Enhanced Use Lease (EUL) projects and received no cost-compatible ideas.
13	Is there an Energy Conservation Team currently on site? If so, what kind of interface will there be with the Contractor? If not, will we commission one?	Installation Energy Managers at each base to manage the installation level energy program. They are the gateway to the NAVFAC Energy Team.
14	Can we expect to see very shortly energy management and savings requirements becoming an integral part of every installation management and operations opportunity? (Not just in stand alone energy savings and management proposals)	Already included in our project solicitations (sustainability factor).
15	What initiatives are being implemented to improve building energy efficiency?	We have a Building Energy Monitor program in place and we are ahead of schedule to perform Building Energy Audits on our top 75% energy consuming facilities.
16	What energy saving initiatives will NAVFAC Southeast Jacksonville look to provide in the next 3 to 5 years?	Retrocommissioning (RCx), retrofitting, DDC/upgrades, Life Cycle Cost HVAC replacements, lighting, envelope improvements, etc. Significant focus will be on existing buildings.
17	Is NAVFAC SE performing energy audits/assessments of all Navy and Marine corps real property assets in the region? Or is on an ad hoc basis?	Yes, organized centrally and will be conducted at all Navy bases. The top 75% energy consumer.
18	How does NAVFAC Southeast envision facility support contracts to contribute to the push to reduce energy use?	Use energy efficient materials (FEMP list) and is required in all contracting tools.
19	Please explain the current energy Executive Orders, and DoD Policy and Guidance with respect to energy conservation including LEED-EB for existing facilities and how does NAVFAC Southeast intend to meet these policies with the limited budgets available. What is the plan to achieve and is it possible?	See today's brief.

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20	Will there be a benefit for selection of sustainable products to meet project requirements. (Pertains to Energy)	It is expected and required (FEMP list).
21	What percentage of funds will be used for Energy Audits, Studies, Design out of the funding allocated for FY12? What contract vehicles will you use?	There is no designated dollar amount.
22	What is the Status of the REM program, and how will this be impacted by projected cuts in the NAVFAC Workforce?	Base level energy program still in effect. Installation Energy Manager (IEM, old REM) on site to oversee and develop energy projects.
23	What projects has NAVFAC planned regarding HVAC Mechanical upgrades to existing chiller systems, to include energy efficiency opportunities? And will a portion of the project be set aside for Small Business classification?	If not included in a BOS IDIQ contract, projects all done by small business. Sustainment funds are currently used for breakdown or failure.
24	In the past, ES Companies complained about the Navy putting too much control on ESPC Contracts. Will the Navy be onboard with the Army and Air Force to relax the rules on third party financing under ESPC, PPA or UESC?	The Navy has no current plans on relaxing the rules.
25	How does NAVFAC Southeast intend to contract for Commissioning and RCx services?	Yes, initially via task order on existing MAC contracts for trusted and proven RCx providers. Over time, we will attempt to put a specific MAC in place for regional use.
MICS QUESTIONS		MICS RESPONSES
1	Seaport-e Contracts – What is the best way to obtain task order awards. I've talked to a lot of companies and most have not had any luck with this contract vehicle. Is the work being spread around in the consulting community?	SoutheastPort-e is the Navy's electronic platform for acquiring support Southeast services in 22 functional areas. Companies must be current MAC holder to compete for task orders. NAVFAC Southeast task orders issued via SoutheastPort-e are being spread among various contractors within the "Gulf Coast Zone (4)".
2	Can we get a list of contracting officers for the Navy and Marine Corps by base Southeast or is this on-line already? If online, please provide the URL.	NAVFAC Southeast does not publish a list of our contracting officers. The corresponding contracting officer's name can be found on FEDBIZOPS with the bid solicitation.
3	Can our NAVFAC Representatives provide an overview of some of the coming fiscal years new work to be let? 2012 and maybe what they feel will happen in FY 2013 as it pertains to new contracts.	See list of upcoming FY12/13 projects included in Industry Forum Brief.
ENVIRONMENTAL QUESTIONS		ENVIRONMENTAL RESPONSES
1	How does NAVFAC Southeast envision facility support contracts to participate in ongoing environmental programs at the installations?	Environmental questions are not addressed in the forum today.