Welcome to Contractor Challenges in the EURAFSWA Footprint

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Contractor Challenges in the EURAFSWA Footprint

Striving for Cooperation and Collaboration

- Current challenges as Contractors and Government.

“The first step of solving any problem is recognizing there is one.”
- The News Room, HBO Television

- Moving forward and overcome the challenges.
Five Challenges...a Starting Point

- Government Cost Estimates
- US Fire Protection Requirements
- Host Nation Compliance
- Cyber Security
- Partnering: a Single Team, a Single Goal
Government Cost Estimates

- Government Estimators May Not Fully Understand Industry Costs in the EURAFSWA Region

Under-Estimation of Design Fees
Government: 5-7% / Industry: 6-14%
Design 5%, Eng Svc 2%, DOR Svc 1-2%, HNC 1%, Translation 1%, LEED…

Low Overhead, G&A, and Profit
Government Overhead - G&A: 10-30% / Industry: 35-110%  
Government Profit: 5-8% / Industry: 8-10

Dramatic Under-Estimation of Fire Protection Fees

Point: Some projects are under-estimated from the start.
US Fire Protection Requirements

- Government Requiring US Registered FP Engineers for Design and Construction Services

  Serious Cost Impact

  Host Nation May Require a Locally Registered FPE

  - Example of Issue: Camp Lemonnier, Djibouti

    On-going NAVFAC-SAME Cooperation
Host Nation Compliance

- SOW: AE must comply with all local laws, codes and Host Nation certification.
- Government Interpretation: Where conflict, AE must use most stringent code.

The Truth
(1) AE must meet all Host Nation requirements and comply with law.
(2) AE should meet as many US and UFC as possible thereafter.
(3) If mission insists: Get a Waiver, i.e. NSA Naples C4I

- Example of Issue: NSA Souda Bay, Crete
Cyber Security

- Government requesting foreign-national contractors to implement US Cyber Security norms such as DoD 8510.01 Risk Management Framework (RMF) within NIST 800-162 “Guide to Attribute Base Access Control (ABAC) Definition and Considerations.

  This includes: software installation, implement security levels, establishing user access protocol, login data and procedures.

- Contractors are Non-Secured, Foreign National Firms

- Example of Issue: NSA Naples
Partnering: a Single Team, a Single Goal

- Once Upon a Time…

- Less “PAK” and more “Partnering”

- Establish Regional Government-Contractor Committee

- The Bahrain Story
Partnering: a Single Team, a Single Goal

It’s a Start...
Questions

Domande - 質問 – Fragen
 أسئلة - Mga Katanungan – Preguntas