Society of American Military Engineers (SAME)

2010 Industry Day Conference

Chester Stovall
May 25, 2010
OVERVIEW – CONTRACTING GOALS

1. Performance Based
2. Fixed Price/Fixed Unit Cost
3. Broaden & Increase Competition
4. Lower Award Prices
5. EPA Program Staff Oversight
6. Meet Small Business Goals
### 2009 Contracting Results

<table>
<thead>
<tr>
<th>Category</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business Total</td>
<td>87.4%</td>
</tr>
<tr>
<td>SDB + 8(a)</td>
<td>26.7%</td>
</tr>
<tr>
<td>WBE</td>
<td>1.6%</td>
</tr>
<tr>
<td>HUBZONE</td>
<td>17.0%</td>
</tr>
<tr>
<td>SDVOSB</td>
<td>26.1%</td>
</tr>
<tr>
<td>Total Contracting Dollars</td>
<td>$126 Million</td>
</tr>
<tr>
<td>Pre-Bid Average Attendance</td>
<td>60 people, (13 states)</td>
</tr>
<tr>
<td>Average Number Of Bids</td>
<td>10</td>
</tr>
</tbody>
</table>
BENEFITS OF SMALL BUSINESS EMPHASIS = LOWER BIDS

- Experienced By Self-Performance
- Bids Often Based on Lower Cost Structure
- Owner Likely Involved in Bid Estimate
WHAT WE’RE DOING

1. Performance Work Statement
2. Contract Structure
3. Solicitation Process - IFB
4. Building Awareness of Opportunity
KEYS - PERFORMANCE WORK STATEMENT

- Contract Officers Involved Early
- Required Results Clear & Detailed
- Positive &/or Negative Incentives
- Design Contains Initial State of Condition & Target Results/Specs
KEYS – CONTRACT STRUCTURE

- NAICS = 562910
- Usually Fixed Price, Some Fixed Unit Price
- No RFPS or Panels
- Monthly Invoicing
- Bonding 20% - 50%
KEYS – SOLICITATION PROCESS

- Minimize Confusion, Perception of Risk
- Pre-Solicitation, 15 Days on FBO.GOV
- Solicitation Open Total 45 Days
- Pre-Bids & Site Walks @ 15-Day Point
- ALL Q&As on Internet, No Email Response
- No ??? Accepted After Pre-Bid
- Required Experience for Successful Performance
- Clear on Responsiveness Requirements
Publicizing Solicitation
- FBO.GOV
- EPA.GOV/OAM

Encourage Pre-Bid Attendance
- Email Blast to CCR.GOV Based Lists
- PTACS, Chambers, Trade Groups
- Includes Focus on Potential Subs

Prime/Sub Networking
- Pre-Bid Meet & Greet
- Contact Info Online
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