SYNOPSIS

• Who we are
• What types of firms needed
• Where to find opportunities
• How projects are awarded
• When opportunities will be available
• Opportunities to ask Why?
OFFICE OF ACQUISITION MANAGEMENT (A/LM/AQM)

• AQM manages, plans, and directs the Department’s acquisition programs and conducts contract operations in support of activities worldwide. AQM provides a full range of professional contract management services including acquisition planning, contract negotiations, cost and price analysis, and contract administration.

• AQM has five divisions each supporting various bureaus within the Department:
  1. Facilities, Design, and Construction Division (A/LM/AQM/FDCD)
  2. Diplomatic Security Division (DSD)
  3. Business Operations Division (BOD)
  4. International Programs Division (IPD)
  5. Worldwide Division (WWD)
The Facilities Design and Construction Division (FDCD) is the primary contracting office responsible for supporting OBO programs.

Director: Robert Powell

Architecture and Engineering Branch
David Vivian, Chief
OBO & A/OPR A&E/construction

Construction Branch
James Thomas, Chief
OBO Construction

Major Support Contracting Branch
John Hite, Chief
OBO Construction, O&M, & PSCs including Overseas Posts & secure purchases
The American Consulate General in Frankfurt Germany has a Regional Procurement and Support Office (RPSO) that supports the purchasing needs of many of the other American embassies abroad, particularly those in Europe, the Near East, Africa, and Asia.
RPSO – Fort Lauderdale, Florida

A Regional Procurement Support Office was established at the US Department of State’s Florida Regional Center to support the procurement needs of the American Embassies, consulates, and other posts located in the Central/South American countries, the Caribbean, and Canada.

- The majority of RPSO’s purchases are under $100,000. Acquisitions include; medical supplies and equipment, computer and peripherals, software, large household appliances, expendable and nonexpendable office supplies, furniture, subscriptions and books, educational materials, vehicles and spare parts, construction materials and supplies, and other miscellaneous goods and services. Construction and A/E services are also procured.
WHAT TYPES OF FIRMS ARE NEEDED?

Companies who can provide:

- Real Estate Services
- A/E Design Services
  - World Wide A/E Design Service for Rehabilitation/Renovation and New Construction
  - Sustainability
- A/E Support Service
- Construction and Design/Build Services
- Engineering Services
- Commissioning Services
- Scheduling Consultants
- Value Engineering Services
- Roofing Services
- Fire Systems
- Modular Construction Services
- Seismic Services
WHERE DO I FIND OBO OPPORTUNITIES?

- All requirements (except for sole-source set asides for disadvantaged small businesses and small purchases under $25,000) are announced and [www.fedbizopps.gov](http://www.fedbizopps.gov) and other construction trade publications when the projects are ready to be designed, constructed, or Government furnished materials are to be purchased. Check daily for new design and construction projects, and supplies and services.

- Also check the OBO website [https://overseasbuildings.state.gov](https://overseasbuildings.state.gov). It contains all current FedBizOpps announcements, as well as list of firms that are either under contract or prequalified for future construction work.
HOW PROJECTS ARE AWARDED

The Department’s acquisition process is governed by:

• Federal Acquisition Regulation (FAR, 48 CFR Chapter 1)
• Department of State Acquisition Regulation (DOSAR, 48 CFR Chapter 6)
Contracting by negotiation procedures are generally used for competitive and noncompetitive negotiated acquisitions, and for when award is made on a best-value (technical and price) basis.

- Request for Proposal (RFP) is issued defining the requirement and requesting technical and pricing information. It also describes how the award decision will be made.

- A/LM/AQM responds to questions from potential offerors with answers and solicitation amendments as necessary. Questions and answers are forwarded to all potential offerors.

- Proposals are evaluated by the Government based on the evaluation criteria in the RFP- e.g. technical, cost/price, past-performance.

- If necessary, negotiations (discussions) are held to resolve deficiencies and other issues, including price, with the offerors in the competitive range and revised proposals are submitted and evaluated.
FAR 36: CONSTRUCTION & A/E CONTRACTS

- FAR Subpart 36.2- Construction
- FAR Subpart 36.3- Two-Phase Design-Build Selection Procedures
- FAR Subpart 36.6- Architect-Engineer (A/E) Services
Capital and Major Projects

- Projects over $5 million are subject to the Percy Amendment (22 U.S.C. 302), which gives a 10% monetary preference to U.S. firms.

- Projects over $10 million or that include technical security are subject to the Omnibus Diplomatic Security and Anti-terrorism Act of 1986 (22 U.S.C. 4852), requiring cleared firms and firms that meet the U.S. Persons requirement.

- For smaller design/build and construction projects not estimated to exceed $5 million, we use approximately 20 indefinite-delivery indefinite-quantity (IDIQ) contracts for both design-build and general construction. These include roof construction, renovations, and mechanical, electrical, and security installations.
• **Phase I:** Pre-qualification announced in FedBizOpps
  - Proposals based on the evaluation criteria described
  - Offerors determined to meet initial qualification by CO will be eligible to propose in Phase II

• **Phase II:** Formal solicitations issued for specific projects
  - Firms participate in project site visits, when applicable
  - Technical and price proposals are submitted
  - Proposals will be evaluated in accordance with the evaluation procedures contained in the solicitation
  - Contract awarded to the firm offering the best value to the Government. Best value via lowest priced/technically acceptable offeror or Tradeoffs.

**FAR 36.3: TWO-PHASE DESIGN-BUILD SELECTION PROCEDURES**
RFP STRUCTURE

A. Solicitation, Offer, and Award
B. Pricing Methodology
C. Statement of Work (SOW)
D. Packaging and Marking
E. Inspection and Acceptance
F. Deliveries and Performance
G. Contract Administration Data
H. Special Contract Requirements
I. Contract Clauses
J. List of Attachments
K. Representations, Certifications and Others Statements of Offerors
L. Instructions, Conditions and Notices to Offerors or Respondents
M. Evaluation Factors for Award
SECTION B: PRICING METHODOLOGY

FAR 16.202 Firm Fixed-Priced Contracts
“…not subject to any adjustment on the basis of the contractor’s cost experience in performing the contract.”
SECTION F: PERFORMANCE

• Fixed performance period
  – Starts at Notice to Proceed (NTP) issuance

• Liquidated Damages
  – If the Contractor fails to complete the work within the time specified in the contract, the Contractor shall pay liquidated damages to the Government for each calendar day of delay until the work is completed or accepted.
H.4 BONDING REQUIREMENTS

• Performance & Payment Bonds
  – Provided by and from sureties acceptable to the Government, in the amount of 100% of the contract price for the performance bond and 100% of the contract price for the payment bond.

• Alternate Security
  – As authorized by the Government and in accordance with Federal Acquisition Regulation (FAR) Section/Part 28.204, Alternatives in Lieu of Corporate or Individual Sureties.
  – The minimum value of the irrevocable letters of credit (ILC) shall be 25 percent of the contract value for each ILC. A separate ILC is required for each bond.
  – The amount for all required bonds shall be based on the established contract price.
  – Required submission within 30 days of contract/task order award
SECTION H: SPECIAL CONTRACT REQUIREMENTS

• Diplomatic Security Requirements For Clearances And Handling Classified, SBU, and Unclassified Project Information
• Contractor and Subcontractor Vetting
• Assignment of Non-US Citizens, Prohibited Countries
• Use of media & electronics guidelines
• Standards of Conduct
SECTION L & M

• **Section L: Proposal Preparation and Submission**
  – L.23 Proposal Preparation Instruction – WHAT to submit

• **Section M: Proposal Evaluation**
  – HOW the proposal will be evaluated
WHEN OPPORTUNITIES AVAILABLE IDIQs

- Worldwide Design/Build Construction IDIQs, Late 2017
- Commissioning Services, In Progress
- Scheduling Consultants, In Progress
- A/E Sustainability, In Progress
- A/E Design for Rehab/Renovation & New Construction, In Progress
- Seismic Services, Early 2018
- Classified Modular Construction, Spring 2018
- Roofing Design/Build Services, Summer 2018
- Value Engineering, mid 2020
- A/E Support Services, Late 2019
- UnClass CHUs, Late 2021
- Fire Systems, Spring 2019
- Real Estate Appraisal Services, Mid 2022
- Worldwide Design/Build Forced Entry Ballistic Resistance IDIQ’s, Late 2017
WORLDWIDE CONSTRUCTION PROJECTS FY18

- Brussels CSU
- Cairo Major Rehab
- Djibouti CMR Upgrade
- Helsinki MSGR
- Adana CSU
- Rio De Janeiro, Early Site Work
- Rio De Janeiro, CGR Rehab
- Hermosillo NCC
- Mogadishu Interim Facility
- Stockholm Major Rehab
- Tegucigalpa CMR Renovation
- Tegucigalpa NEC
- Nassau NEC
- Bogota Renovation
- Buenos Aires Major Rehab
- Jerusalem NCC
Successful OBO contractors

- Strong understanding of the Department’s construction security requirements
- Are aggressive with their procurement and logistics management
- Focus on and fully implement project schedules
- Provide high quality cleared American supervision and labor
- Take commissioning seriously
- Are aware of host country business registration

OBO contractors struggle when they

- Have a joint venture that doesn’t work
- Split procurement
- Don’t read the security specifications carefully
- Don’t take jobsite safety and health seriously
- Focus on claims vs. production
Contractor Challenges

• Logistics (getting labor and materials to sites)
• Finding qualified cleared workers
• Dealing with foreign governments (permits, customs, taxes)