2017
SAME-DEPARTMENT OF STATE
SMALL BUSINESS & BUREAU OF OVERSEAS BUILDINGS OPERATIONS
INDUSTRY DAY
October 5, 2017 • Washington, D.C.
Safety First!

Please take notice of the exits in case of an emergency.
Silence Please!

Please silence your mobile devices.
Q&A

Please walk up to the mic for questions during the allotted time.
Welcome & Thank You to Our Sponsors!
U.S. Army Corps of Engineers Briefing

Janet Phillips, Chief of Security Assistance, HQ U.S. Army Corps of Engineers
USACE SECURITY ASSISTANCE PROGRAM

SAME Workshop
Oct 2017

Janet Phillips, PMP
Chief, Security Assistance
HQUSACE
Agenda

- USACE Overview
- Existing Workload
- Future Solicitations
- Contracting Points of Contact
- Industry Days Security Cooperation Industry Courses
- DSCA Congressional Notifications and Major Arms Sales
The U.S. Army Corps of Engineers has approximately **35,000** dedicated Civilians and Soldiers delivering engineering services to customers in more than **130 countries** worldwide.

**Mission** – Deliver vital public and military engineering services; partnering in peace and war to strengthen our Nation’s security, energize the economy and reduce risks from disasters

- Military Construction
- Host Nation Construction
- Civil Works
- International & Interagency Support
- Contingency & Disaster Support
WHAT DOES USACE BUY?

- Master Planning & Project Planning and Design
- Construction Management Services
- Engineering, Design, Management, and Inspection Services
- Dredging
- Operations and Maintenance (Levees; Locks; Dams; Canals; Bridges)
- Contingency & Disaster Response & Recovery
- Environmental Management & Services
- Real Estate Services
- Cost Engineering / Government Estimates
- Value Engineering
- Coastal Storm Damage Reduction
- Modeling
- Independent Technical Review
WHAT TOOLS DO WE USE?

• Multiple Award Task Order Contracts (MATOC/IDIQ)

• Single Award Task Order Contract (SATOC)

• Stand Alone Contracts (C-Contracts)

• Sole Source
USACE Security Assistance
Countries with Existing Workload

NORTHCOM/SOUTHCOM
Brazil
Canada

AFRICOM
Burkina Faso
Chad
Djibouti
Ghana
Kenya
Liberia
Mali
Mauritania
Morocco
Niger
Uganda

CENTCOM
Afghanistan
Bahrain
Egypt
Iraq
Jordan
Kuwait
Lebanon
Qatar
Saudi Arabia
Tajikistan
U.A.E
Yemen

EUCOM
Armenia
Georgia
Israel
NATO
Romania

PACOM
Bangladesh
India
Korea
LOOK FOR CONTRACT OPPORTUNITIES AT FEDERAL BUSINESS OPPORTUNITIES (FBO)

Access FBO, at FedBizOpps.gov. Procurement opportunities with a value of at least $25,000 are published at the website.

Monitor the FedBizOpps website – look for the projects mentioned in this briefing (use key word search),

What WON’T you find there? You won’t find task order solicitations for multiple award contracts, which are restricted to Multiple Award Contract holders that are awarded as IDIQ contracts.

What else WILL you find at FedBizOpps? “Sources Sought” announcements. These are solicitations of interest, and a means for Government to conduct market research. Your responses may influence how a federal agency “packages” any eventual solicitation.
FULL AND OPEN FUTURE SOLICITATIONS

• Saudi RSNF Design and Construct MH60 Facilities, Ready to Advise (RTA) Oct/Nov 2017
• Jordan Construct Missile Storage, RTA Oct/Nov 2017
• Bahrain Construct On-Base GFOQ, RTA Oct/Nov 2017
• Kuwait Unaccompanied Officers Quarters, Camp Arifjan, RTA Nov/Dec 2017
• Iraq, Construct Intel & Military Security School, Taji Air Base, RTA Dec 2017
• Jordan LSA Roads & Utilities, RTA Dec 2017
• Kuwait Repair Transfer Yard Railway, RTA Dec 2017
• Kuwait Construct Sewage Treatment System, RTA Feb 2018
• Kuwait HAZMAT Material Removal, RTA Feb 2018
FULL AND OPEN FUTURE SOLICITATIONS

• Israel multiple facilities, RTA Feb/Mar 2018
• Kuwait Nasser Ramp, Al Jaber Air Base, RTA June 2018
• Jordan Dormitory, RTA June 2018
• Jordan Aprons, RTA July 2018
• Kuwait Repair South Runway, RTA Sept 2018
• Kuwait Repair North and South Hammerhead Taxiways, RTA Sept 2018
• Kuwait Install BAK, RTA Sept 2018
• Honduras Barracks at Soto Cano, RTA Oct 2018
• Honduras 2MegaWatt Photovoltaic Farm at Soto Cano Air Base, RTA July 2018
UNIQUE REQUIREMENTS
KOREA AND JAPAN

Far East District (South Korea)
- Will be advertising new AE opportunities in FedBizOpps starting in May 2017. US firms are eligible to apply (for AE requirements only).
- Utilizes host nation firms for construction of MILCON and SRM workload, with the exception of SCIF requirements.

Japan District
- Solicitations are for Local Sources only. Local sources are those sources physically located and licensed to conduct business in Japan
- Utilizes IDIQ contracts with Japanese A-E firms and US A-E firms with Japanese partners or subcontractors for engineering and design services
- Utilizes IDIQ Construction Contracts with host nation firms
IDIQ OPPORTUNITIES
ALASKA AND HAWAII

Alaska District and Honolulu District

- Utilize Indefinite Delivery-Indefinite Quantity (IDIQ) contracts to place task order under, for most engineering, design, and environmental services, and construction-lower dollar value projects
- Current IDIQ contracts have varying expiration dates and capacities
- Several new and replacement actions in various stages of the acquisition process now.

Alaska District — Look for upcoming IDIQ requirements for Environmental Services and AE services

Honolulu District — Look for upcoming IDIQ requirements for Construction, which include Design Build Construction IDIQs.
- 15 IDIQ contracts with varying expiration dates and capacities
- Several new and replacement actions in beginning stages of the acquisition process now
Contracting Points of Contact

• Mr. Ronnel Booker, Chief of Contracting, Middle East District (MED)
  runnel.booker@usace.army.mil  (540) 665-2994

• Ms. Michelle Pearman, Deputy, Contracting, Middle East District (MED)
  michelle.r.pearman@usace.army.mil  (540) 665-3673

• Mr. Scott Helmer, Chief of Contracting, North Atlantic Division (NAD)
  s0ctxsmh@usace.army.mil  (347) 370-4624

• Mr. Glenn Adams, Chief of Contracting, Europe District (NAU)
  glenn.adams@usace.army.mil  +49 611 9744 2723

• Ms. Sara Logsdon, Chief of Contracting, Mobile District (SAM)
  sara.g.logsdon@usace.army.mil  (251) 690-3347
Contracting Points of Contact

• Mr. Aldone Graham, Acting Chief of Contracting, Alaska District (POA)
  aldone.r.graham@usace.army.mil  (907) 753-2528

• Ms. Marilyn Clark, Chief of Contracting, Honolulu District (POH)
  marilyn.f.clark@usace.army.mil  (808) 835-4400

• Mr. William Mills, Chief of Contracting, Japan District (POJ)
  william.d.mills@usace.army.mil  81-46-407-8830 (Japan)

• Ms. Lisa Billman, Chief of Contracting, Far East District (POF)
  lisa.c.billman@usace.army.mil  82-2-2270-7206 (Korea)

• Mr. John Jacobson, Regional Contracting Chief, Pacific Ocean Division
  john.a.jacobson@usace.army.mil  (808) 835-4760
Europe District:
When: November 2017
Where: NY,NY Will be advertised on FEDBIZOPS

Mobile District:
When: Estimated between April and June 2018
Where: Probably Honduras, Will be advertised on FEDBIZOPS
Security Cooperation Industry Courses

The Defense Institute of Security Cooperation Studies (DISCS) provides courses.

DISAM Industry Training Link:


Recommend taking the Security Cooperation Executive course:

Some of the other courses offered online are:

- Security Cooperation Management Familiarization
- Security Cooperation Management Industry
- International Programs Security Requirements
Congressional Notifications

Chapter 5, Section 5 of the Security Assistance Manual

http://www.samm.dsca.mil/chapter/chapter-5#C5.5

• Design and Construction for Members of NATO, Australia, Israel, Japan, the Republic of Korea, and New Zealand require Congressional Notifications for cases $300M or more.
• Design and Construction for all other purchasers including NATO organizations require Congressional Notifications for cases $200M or more.

Major Arms Sales Link: http://www.dsca.mil/major-arms-sales
HOW CAN INDUSTRY HELP?

Looking to industry to bring its wide-range of experience and expertise to bear in delivering high quality projects for our diverse client base

– The U.S. Army Corps of Engineers relies exclusively on industry to construct all of our projects, as well as design many of them, so we need as broad of participation as we can get to best serve our service members, public clients and U.S. taxpayers alike.

Respond to Sources Sought Notifications

– The U.S. Army Corps of Engineers uses these responses to aid in sourcing decisions and having industry input at this early stage is vital to sound decision making.

Participate in Industry Outreach Events

– The U.S. Army Corps of Engineers values the input we get from our industry partners. If you believe we can improve through process or requirement revision, let us know.
STRATEGIES FOR FINDING OPPORTUNITIES

• Go to the District Small Business page and review upcoming solicitations
• If you’re a large business use the responses to sources sought and recent awards to contact the Small Business to see if there are teaming opportunities
• Use the DODAAC, NAICS Codes, and Key Words in FBO.gov.
  – Search for solicitations
  – Find recent awards
• Contact the District Small Business Chief
• Research what is needed for bonding for the International project
• Have or be able to obtain Facility Clearance for potentially classified contracts
• Demonstrate
  – Multi-project experience for MATOC
  – Experience specific to the requirement
  – Success with similar projects
DISCUSSION/QUESTIONS

For more Information Contact:

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Thank You to Our Sponsors!