



PORTUGUES DAM

CONTRACTING POINTS of INTEREST

Carlos D. Clarke, P.E.

Chief/A-E & Construction Branch

Contracting Division



Contracting Procedures

- Acquisition Planning
- Develop Solicitation Package
- Advertise Solicitation
- Evaluate Proposals
- Award
 - ◆ Central Contractor Registration (CCR)
 - ◆ Subcontracting Requirements



Contracting Procedures

- Acquisition Planning
 - ◆ Contract Types
 - ◆ Small Business Set Asides
 - ◆ Procurement Strategy



Acquisition Planning (*cont*)

- Contract Types (proposed):
 - ◆ Firm Fixed-Price (FFP) Construction Contract (Dam)
 - ◆ Indefinite Delivery Contracts (IDC): A/E & Support Service Contracts



Acquisition Planning (*cont*)

- Set-aside programs for small business concerns (construction)
 - ◆ SBA Section 8(a)
 - ◆ SBA HUBZone program
 - ◆ Service Disabled Veteran-Owned



Acquisition Planning (*cont*)

- Procurement Strategy (proposed)
 - ◆ Source Selection (RFP) approach
 - ◆ Technical factors, Past Performance, other non-technical factors & Price evaluations
 - ◆ Tradeoff between non-price factors and Price



Contracting Procedures

- Develop Solicitation Package
 - ◆ Establish technical requirements
 - ◆ Design
 - ◆ Obtain necessary approvals & permits
 - ◆ Develop specifications and design drawings
 - ◆ **Sequence of work (fixed work phases)**



Contracting Procedures

■ Advertise Solicitation

- ◆ Federal Business Opportunities

<http://www.fedbizopps.gov>

- ◆ Federal Technical Data Systems

<http://www.fedteds.gov>

- ◆ Jacksonville District Website

<http://www.saj.usace.army.mil/>



12 July 2007





Contracting Procedures

- Advertise Solicitation (*cont*)
 - ◆ Site visits & conferences
 - ◆ Question/Answer (Q/A) period
 - ◆ Issue solicitation
 - ◆ Pre-proposal conference
 - ◆ Final Q/A
 - ◆ Receipt of proposals



Contracting Procedures

- Evaluate Proposals
 - ◆ Source Selection Evaluation Teams (technical factors)
 - ◆ Review of non-technical factors
 - ◆ Price analysis (reasonableness)
 - ◆ Source Selection Authority
 - ◆ Determination of responsibility, responsiveness



Contracting Procedures

■ Award

- ◆ Award to responsive, responsible contractor
- ◆ Best value based on requirements of solicitation



Contracting Procedures

Central Contractor Registration (CCR) System

- Mandatory registration by DOD before any contract award
- Only exception to registration are VISA purchases
- For paper registration: 1-888-227-2423
- Online registration: <http://www.ccr.gov/>
- Registration assistance: 1-888-227-2423



Subcontracting

- Subcontract Plan Requirements
 - ◆ > \$1 Million for construction contracts
 - ◆ > \$500K for all other contracts
- Prime contractor must submit a subcontract plan for approval
- Prospective vendors/subcontractors must do their own networking



What Should I do?

- Monitor Fedbizopps (prime, subs & vendors)
- Seek opportunities to team, joint venture or subcontract
- Network – review list of interested contractors in Fedbizopps
- Attend site visits, pre-proposal conferences; obtain list of attendees



THANK YOU.