

Overseas Buildings Operations' Industry Day



A/LM/AQM

2 November 2005

Presented by:


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Facilities Design and Construction Division

Office of Acquisitions Management

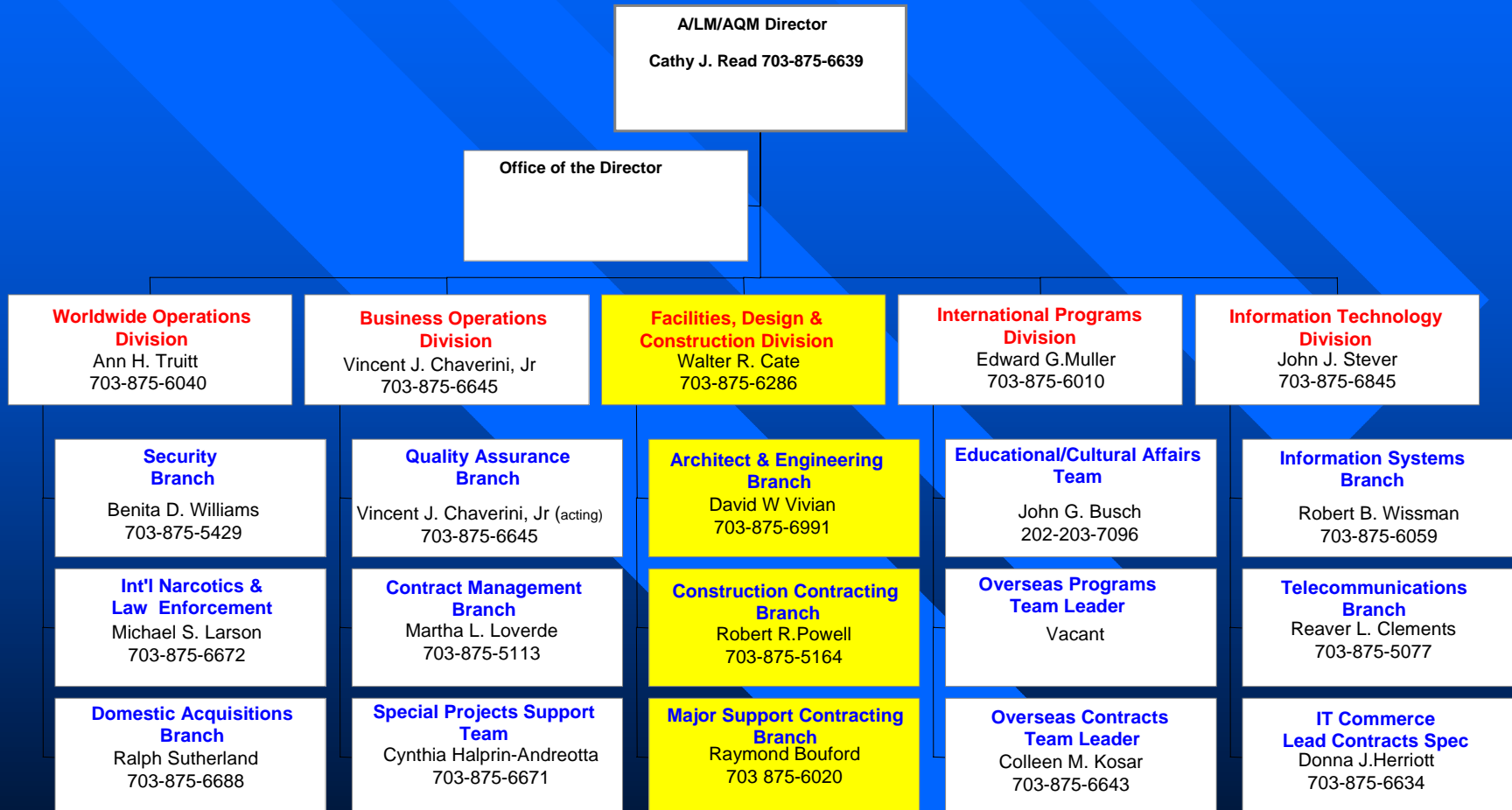
Overview

- Office of Logistics Management (A/LM)
- Office of Logistics Management, Acquisitions Management (A/LM/AQM)
 - Types of Supplies and Services.
- Facilities Design Construction Division (A/LM/AQM/FDCD)
 - Types of Supplies and Services for the Office of Overseas Buildings Operations (OBO)
 - Architectural/Engineering Branch
 - Construction Branch
 - Major Support Branch
- Regional Procurement Support Offices (RPSO)
- The Contracting Process
 - FAR Parts 13-15, and FAR Part 36
 - Request for Proposal, Evaluation, and Award Procedures
- How do I get work from OBO?
- Conclusion

The background of the slide features a series of parallel diagonal stripes in two shades of blue, creating a sense of movement and depth. The stripes run from the top-left towards the bottom-right.

Office of Acquisitions Management (A/LM/AQM)

Office of Acquisitions Management



All slides will be available on our website.

A/LM/AQM

- **Services Summary:** IT Services and Equipment, Networking and Telecommunications; Overseas Facilities; Cooperative Agreements and Grants; Worldwide Protective Services; Domestic Facilities
- **Operational**
 - Worldwide Operations Division (WWD)
 - Information Technology Division (IT)
 - International Programs Division (IP)
 - Facilities Design and Construction Division (FD CD)
- A/LM/AQM is headquartered in Rosslyn, VA. Regional offices are located in Ft. Lauderdale, Florida and Frankfurt, Germany.



Facilities Design and Construction Division (A/LM/AQM/FDCD)

FD CD

- Composed of three branches:
 - Architect/Engineering (A/E)
 - Construction (CON)
 - Major Support (MSB)
- Major customer is the Bureau of Overseas Buildings Operations

A/LM/AQM/FDCD

Facilities, Design & Construction Division
A/LM/AQM/FDCD, SA-6, L-600

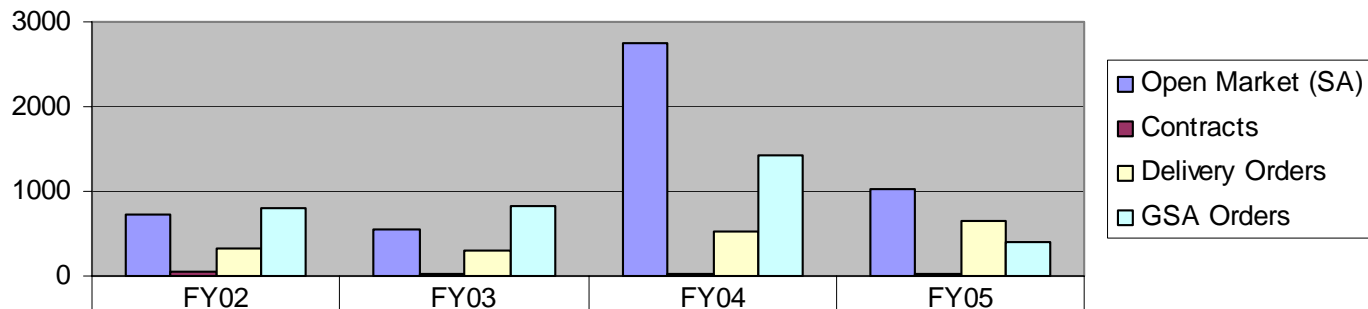
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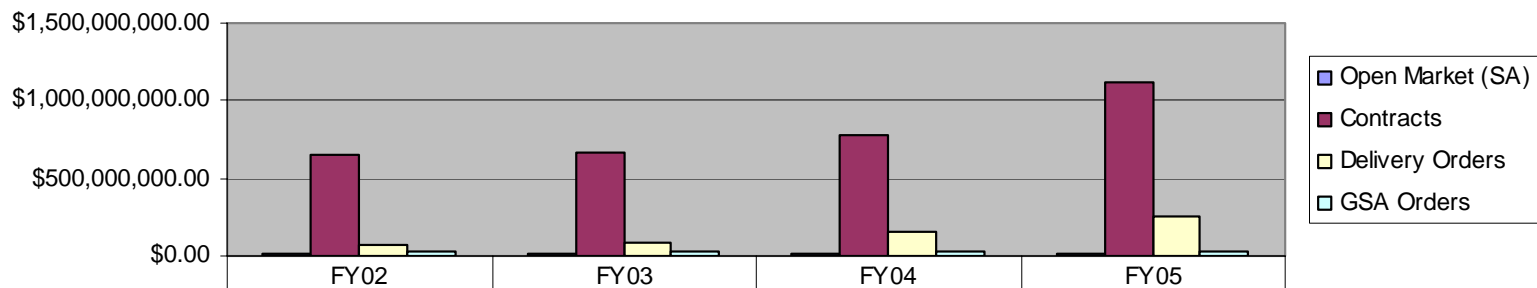
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A/LM/AQM/FDCD DIVISION AWARDS (excluding modifications and PSC's)



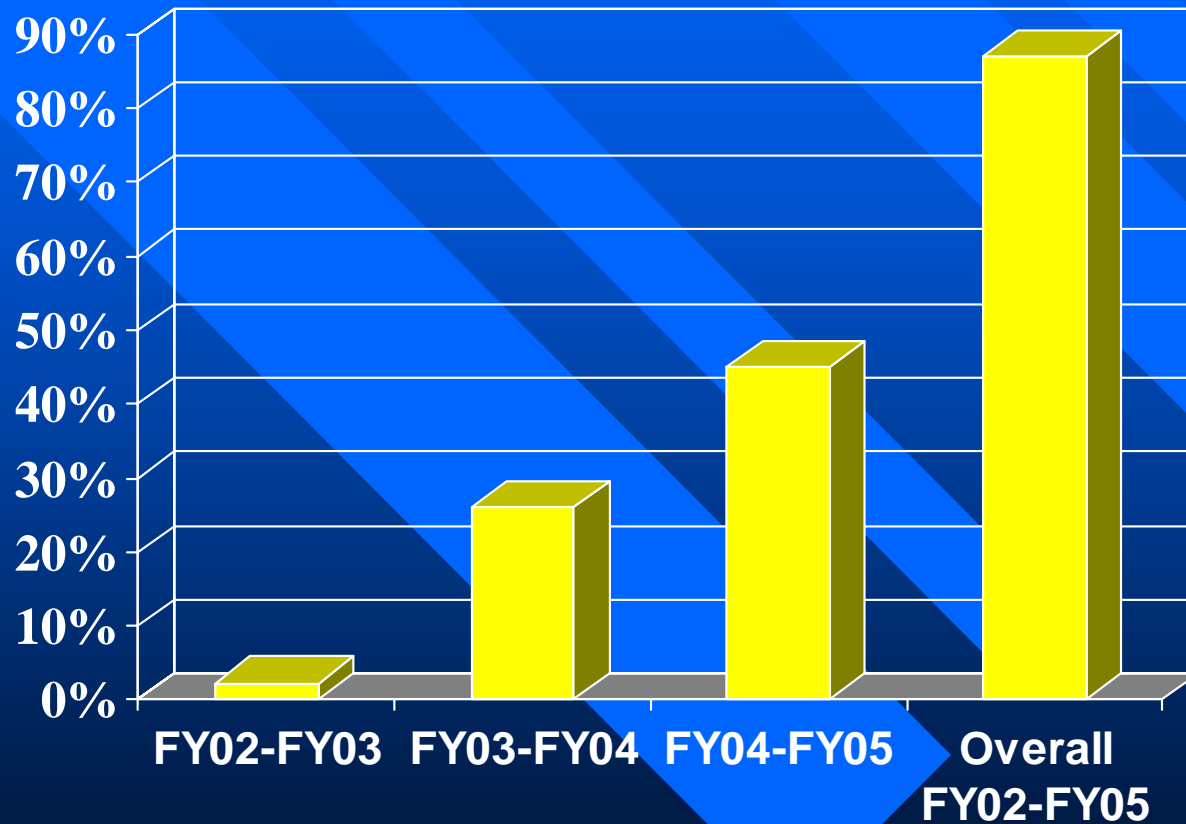
Open Market (SA)	714	550	2758	1033
Contracts	38	36	33	35
Delivery Orders	333	308	521	649
GSA Orders	796	824	1437	388



Open Market (SA)	\$9,533,881.84	\$8,378,325.74	\$14,496,070.52	\$15,175,586.71
Contracts	\$647,053,381.23	\$664,139,587.98	\$776,581,382.77	\$1,120,228,030.97
Delivery Orders	\$73,890,711.51	\$80,998,692.45	\$157,174,509.53	\$255,171,001.11
GSA Orders	\$26,723,491.92	\$21,294,873.51	\$26,697,425.19	\$25,800,458.09

OBO PROGRAM GROWTH

FY2002-FY2005



ARCHITECT/ENGINEERING & CONSTRUCTION BRANCHES

- These branches award contracts for the construction phase of design-bid-build projects and contracts for design-build projects.
- Firms must be pre-qualified for the major projects due to security clearance and U.S. person requirements. Pre-qualification criteria are listed in the FedBizOpps announcement and generally include financial capability, and experience constructing projects of similar size and scope.
- Smaller design/build and general construction projects: IDIQ's are in place for roof, mechanical, electrical, and security installations. These contracts may be **small business and 8(a) set asides**.

Construction Contractors

- Construction contractors receiving capital project or other significant awards in FY 2005

Contractors	Project	Award Amount
▪ B.L. Harbert International, LLC	NEC, Khartoum Sudan	\$ 65,805,391
“ “	NEC, Kigali Rwanda	\$ 80,774,048
▪ Caddell Construction Company, Inc.	NEC, Ciudad Juarez Mexico	\$ 66,479,000
“ “	Office Annex, Moscow Russia	\$ 77,195,000
“ “	USAID Annex, Katmandu Nepal	\$ 12,856,214
▪ Fluor Intercontinental, Inc.	NEC, Port-au-Prince Haiti	\$ 74,408,634
▪ H.B. Zachry Company (International)	NEC Quito Ecuador	\$ 71,113,164
“ “	USAID Building, Managua Nicaragua	\$ 10,725,008
▪ CCE, LLC	Office Annex, Bogotá Colombia	\$ 20,375,669
▪ Kellogg Brown & Root Inc.	NEC, Skopje Macedonia	\$ 49,476,891
▪ Desbuild Incorporated	USAID Annex, Kingston Jamaica	\$ 12,407,755
▪ W.G. Yates and Sons Construction	NEC, Mumbai India	\$ 86,881,576
▪ Framaco-Epik-Metis Framaco International	USAID Annex, Accra Ghana	\$ 17,749,994
“ “	USAID Annex, Bamako Mali	\$ 14,655,305

ARCHITECT/ENGINEERING BRANCH

- **For most future projects, the delivery method will be Design-Build Projects; however, design firms may be needed for Design-Bid-Build Projects.**
- Contracts with full-service firms or firms with consultants.
- Task Orders awarded against **GSA/MOBIS** contracts for OBO's management support services, which recently included OBO's Performance Measures and Overseas Long-Range Building Plan.
- Qualification-based selection is done in accordance with the Brooks A-E Act. Selection boards include a Pre-Selection Board, Architectural Advisory Board, and an Architectural-Engineering Council. The Source Selection Official is the Director of Overseas Buildings Operations.
- Indefinite Delivery Indefinite Quantity (IDIQ) Contracts - For design projects under \$15 million.

A/E IDIQ's

Numerous IDIQ's have been established for various architectural and engineering disciplines.

- These include general architectural/engineering services, residential design services, telecommunication services, roofing services, cost estimating services, and construction management support services.
- A wide variety of specialized engineering services including: mechanical engineering services, electrical engineering services, seismic engineering services, environmental engineering, value engineering services, elevator engineering services and fire protection engineering services.
- Develop preliminary designs (bridging documents).
- Several of these were set aside for small business and the 8(a) programs.

MAJOR SUPPORT BRANCH

- Acquires services and supplies, other than A/E and Construction, to support OBO.
- Although most construction materials are purchased by the general contractor, fire protection equipment, security doors, X-ray machines, electrical power equipment and other items are purchased by this branch for OBO. Interior furnishings are acquired via GSA FSS Blanket Purchase Agreements (BPA's) and open market.
- Service contracts include real estate services, pest control services, environmental, security, fire protection, furniture and furnishing installation, facility maintenance, RF testing, technical security, construction security and art insurance.

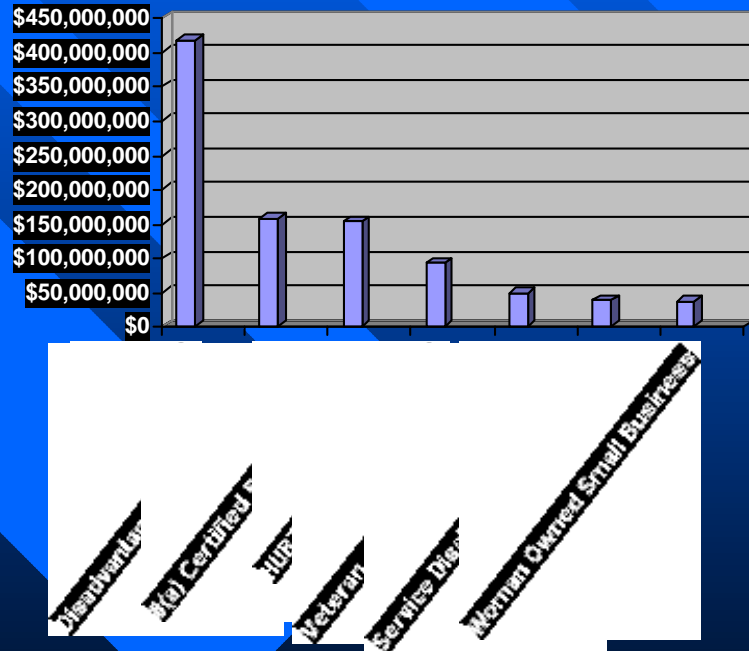
Small Business Awards for FY 05

Total Small Business FDICD Awards for FY 05 -

Percentage by small business
category:

- Small Business- 26.2%
- Disadvantaged Small Business- 9.8%
- 8(a) Certified Small Business Set-Aside- 9.6%
- HUBZone Small Business- 5.8%
- Veteran Owned Small Business- 3.05%
- Service Disabled Veteran Owned Small Business- 2.3%
- Woman Owned Small Business- 2.3%

Dollar Value of Small Business Awards in FY 05



DOS Small Business Goals FY06

Prime Contracts:

- 40% - Small Business
- 14% - Small, Disadvantaged Business [7% target for 8(a) and 7% target for non-8(a)]
- 5% - Small Woman-Owned Business
- 3% - HUBZone Small Business
- 3% - Service-Disabled Veteran-Owned Small Business

Subcontracts:

- 40% - Small Business
- 5% - Small Disadvantaged Business
- 5% - Small Woman-Owned Business
- 3% - HUBZone Small Business
- 3% - Service-Disabled Veteran-Owned Small Business

Regional Procurement Support Offices (RPSO)

RPSO Frankfurt, Germany

RPSO Frankfurt supports **Europe, Africa, the Middle East, and East and South Asia.**

- **Contracts** – preparation, review, award and administration
Projected FY 06 projects
 - Budapest Security Upgrade
 - Berlin Clay Roof
 - Jerusalem NOX
 - Bangkok Design/Build PSU
 - Kuala Lumpur Design/Build PSU
- **Simplified Acquisitions** – items range from household appliances, copiers, paper, paper shredders, vehicles, FE/BR doors and windows, to body bags and coffins.
- **Medical Orders** – orders are placed and tracked through follow-up on backordered items to coordination of shipments. Purchases are primarily made through the military distribution system, US Army Medical Material Center Europe (USAMMCE), but other sources are utilized.

RPSO Ft. Lauderdale, Florida

RPSO Ft. Lauderdale supports North, South, and Central America.

Ft. Lauderdale provides expertise for purchases of all sizes, and can handle every step of the acquisition process from the solicitation of bids and proposals, through the processing of purchase orders, and the solicitation and award of contracts.

<http://www.statebuy.state.gov/org/orgrpsof.htm>

Federal Acquisition Process

Contracting Process

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)

<http://www.statebuy.state.gov/>

FAR 13: Simplified Acquisitions

- Governs the acquisition of supplies and services **under** \$100,000 (generally set-aside for small businesses)
 - Over \$2,500, must compete
 - Over \$10,000 must be publicly announced
 - Over \$25,000 must be announced in www.FedBizOpps.gov

FAR 14: Sealed Bidding

Sealed bidding procedures are used when a requirement is clearly defined, discussions are not anticipated, and award will be made on price and price related factors alone.

- A/LM/AQM issues Invitation for Bid (IFB)
 - May host pre-bid conference to answer questions
- Contractor reviews IFB and submits a sealed bid **no later than the date and time specified**
- On date and time specified, all bids are opened and read publicly

FAR 15: Contracting By Negotiation

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 submitted by an established time and date.
- 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.
- Contract(s) awarded to the successful offeror(s).

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 Bidders
- M. Evaluation Factors for Award

FAR 36 Construction and 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
 - Implements the Brooks Architect-Engineer Act

FAR 36.2: Construction

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 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.
- **Phase I:** pre-qualification announced in FedBizOpps
 - Proposals based on the evaluation criteria
 - Firms must complete Omnibus Act Certification
 - Offerors determined to be qualified by the technical board will be eligible to propose in Phase II

FAR 36.2: Construction Cont.

- **Phase II:** formal solicitations issued for specific projects
 - Firms participate in project site visits
 - 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 is generally defined as the lowest technically acceptable offeror.
- Pre-qualified firms that submit acceptable offers, but that are not selected for award, may be entitled to a stipend

FAR 36.6: A/E

- Project are announced through FedBizOpps.
- AQM responds to questions with answers and solicitation amendments as necessary
- AQM receives responses to announcement, essentially a qualification package utilizing the **SF 330 (replacing the SF 254 and SF 255)**
- Firms are evaluated by the evaluation board based on the criteria in each RFP- technical competence, experience, capacity, past-performance, etc. (FAR 36.602-1)

FAR 36.6: A/E Cont.

- Discussions are held with at least 3 of the most highly qualified firms.
- An A/E evaluation board prepares a rank order selection report recommending at least 3 of the most highly qualified firms.
- The selection authority reviews the recommendation of the evaluation board, selects a firm (or firms in the event of multiple award IDIQ contracts) and sends final recommendation to the Contracting Officer (CO) for negotiations.
- RFP's are sent to the selected firm(s) for a proposal.
- The CO enters into discussions, in accordance with FAR Part 15 procedures, to negotiate a mutually satisfactory contract.
- If agreement cannot be reached, the CO enters into discussions with the next most highly ranked firm.

**How do I get work from OBO
and the Department of State?**

How Do I Get Work?

- All requirements, except for Small Business Administration 8(a) sole source set asides and simplified acquisitions under \$25,000, are announced in 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: <http://www.state.gov/obo>. It will contain all current FedBizOpps announcements, as well as lists of firms that are either under contract or pre-qualified for future construction work. This will assist many firms in locating a prime contractor for future teaming arrangements.

Acquisition Planning Schedule

Milestones (Phase One FAR 36.3)

- | | |
|---------------------------------|------------|
| ■ Pre Qualifying Announcement | 10/27/2005 |
| ■ Pre Qualifying Proposal Due I | 11/30/2005 |
| ■ Issue Pre Qualifying notices | 01/2006 |

Solicitations may be issued as early as February (if all pre qualified firms are cleared) with awards occurring from May through September, contingent upon funding availability.

Planned FY 2006 Projects

New Embassy Compounds

Beirut, Lebanon
Brazzaville, Republic of Congo
Djibouti, Djibouti
Guangzhou, China
Harare, Zimbabwe
Johannesburg, South Africa
Libreville, Gabon
Sarajevo, Bosnia-Herzegovina
Surabaya, Indonesia

New Office Annex Buildings

Abuja, Nigeria
Khartoum, Sudan
Skopje, Macedonia
Tbilisi, Georgia

OBO's Security Capital and Strategic Capital Program

FY 2007	FY 2008	FY 2009	FY 2010	FY 2011
Addis Ababa NEC	Asuncion NEC	Ankara NEC	Bratislava NEC	Bangui NEC
Antananarivo NEC	Bujumbura NEC	Bucharest NEC	Chiang Mai NEC	Buenos Aires NEC
Belgrade NEC	Baku NEC	Asmara NEC	Chennai NEC	Chisinau NEC
Kinshasa NEC	Bandar NEC	Colombo NEC	Cotonou NEC & NOX	Calcutta NEC
Mexico City NEC	Krakow NEC	Kiev NEC & NOX	Damascus NEC	Dakar NEC & NOX
Oslo NEC	Karachi NEC	Jakarta NEC	Dili NEC	Dubai NEC
Riga NEC	Maputo NEC	Milan NEC	Jerusalem NEC	Guayaquil LFO
Taipei NEC	Monrovia NEC	N'djamena NEC	Nouakchott NEC	Madrid NEC
Manila NEC	Peshawar NEC	St. Petersburg NEC	Paramaribo NEC	Mbabane NEC
	Pretoria NOX	Tunis School	Pristina NEC	Rio de Janeiro LFO
	Tripoli NEC	Santo Domingo NEC & NOX	Tijuana NEC	The Hague NEC
	Valletta NEC	Seoul NEC	Tel Aviv NEC & NOX	Vientiane NEC
	Ouagadougou NEC	Shanghai NEC	Toronto NEC	Windhoek NEC
	Hanoi NEC			

Conclusion

- Contracting requirements are handled by the Office of Logistics Management, Office of Acquisitions Management. The Facilities Design and Construction Division (FDCD) is the primary contracting office responsible for supporting OBO programs.
 - FDCD- <http://www.state.gov/m/a/c13734.htm>
- Our two regional procurement offices, one in Ft. Lauderdale and the other in Frankfurt, also provide procurement assistance to OBO and other USG entities.
 - RPSO- Frankfurt-
<http://germany.usembassy.gov/germany/rpso/>
 - RPSO- Ft. Lauderdale-
<http://www.statebuy.state.gov/org/orgrpsof.htm>

Conclusion

- A/LM/AQM website
<http://www.state.gov/m/a/c8020.htm>
- The following is available through the OBO website at <http://www.state.gov/oob/>
 - Certification Relevant to the Omnibus Act, U.S. Person requirements
 - List of Qualified Design-Build and General Contractors
 - Percy Amendment Certification
 - Recently Awarded Design Projects and Contractors



- Please drop by our booth for additional questions and answers. We also have pamphlets that list our addresses and telephone numbers, as well as those of our regional offices.

Small and Disadvantaged Business Utilization



Industrial Security Overview

Bureau of Diplomatic Security

Industrial Security Division DS/IS/IND

