

Opportunities and Approaches

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Acquisition Decisions

- Acquisition Planning
 - ▶ Formal process: annual plus project specific
 - ▶ Involves entire project delivery team
- Contract toolbox
 - ▶ Indefinite delivery (ID/IQ or 'D') contracts
 - ▶ Project specific contracts ('C' contracts)
 - ▶ D/B/B vs.D/B vs. Adapt Build



In-house vs. Contract

- Contract 100% of construction & remediation
- Military Design
 - ▶ In-house ~25% A/E contract ~75%
- Civil Works Design
 - ▶ In-house ~ 65% A/E contract ~ 35%
- Environmental Study/Design
 - ▶ In-house ~ 10% A/E contract ~ 90%



AE Contract Considerations

- Past Performance
- Specialized experience/qualifications
- Customer Preference
- Equitable distribution of work or to meet contract minimums
- Acquisition Authority:
 - ▶ PARC approval required for >\$50M total and >\$10M single year or contract (PIL 2009-07-1)



Construction Contract Considerations

- Customer Preference
- Timing
- Funding
- Project type/complexity
- Market influences



Where do I find opportunities?

- District's Annual Open House
- Society of American Military Engineers (SAME)
- KP-SAME Annual Small Business Workshop
- SAME Industry Days
- District contacts
- **FedBizOps!**



2013 ID/IQ Opportunities

Type	#	Length	Value	Issue Date
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Design:

Mil & Civil Works AE (Unrestricted)	up to 4	5 years	\$9M each	1QFY13
Mil & Civil Works AE (SB)	up to 2	5 years	\$5M each	3QFY13
Army Reserve AE (Unrestricted)	up to 5	5 years	\$9M ea	2QFY13
Army Reserve AE (SB)	up to 2	5 years	\$ 4M ea	4QFY13



FY13 ID/IQ Opportunities

Type	#	Length	Value	Issue Date
Construction MATOCs:				
SDVOSB	up to 5	5 years	\$ 20M pool	9 Jan 13
HUBZone	up to 5	5 years	\$200M pool	4QFY13
SDVOSB	up to 5	5 years	\$160M pool	4QFY13
Small Business	up to 5	5 years	\$240M pool	4QFY13
Dredging	1	2 years	\$14M	2QFY13
Roof Repair/Replacement	up to 10	5 years	\$200M pool	4QFY13



FY14 ID/IQ Opportunities

- Operations MATOC
- Mussel Survey
- Roofing Inspection Nationwide for the Army Reserve



Useful Websites

- www.fedbizopps.gov (search on W912QR)
- www.lrl.usace.army.mil Louisville District homepage
- www.lrd.usace.army.mil ID/IQ contracts list:
 - => How do I contract with the Corps
 - => ID/IQ Contracts
 - => LRL



Contacts for Contracts

- **Upcoming Projects**

- ▶ Fred Grant (Military) 502.315.6842
- ▶ Sharon Bond (CW) 502.315.7460

- **Contracting**

- ▶ Denise Bush, 502.315.6209

- **Small Business Office**

- ▶ Jacque Gee, 502.315.6111

- **Environmental Contracts**

- ▶ Chris Karem, 502.315.6285

- **A/E Contracts (CW and Military)**

- ▶ Rosemary Gilbertson 502.315.6503



What's Important in FY13

- Smaller projects – need innovative, cost effective solutions
- Quality – more critical than ever!
- Construction Cost Estimating – ditto
- Realistic Schedules – don't promise what you can't deliver
- Designer Instructions to the Field



Questions?



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