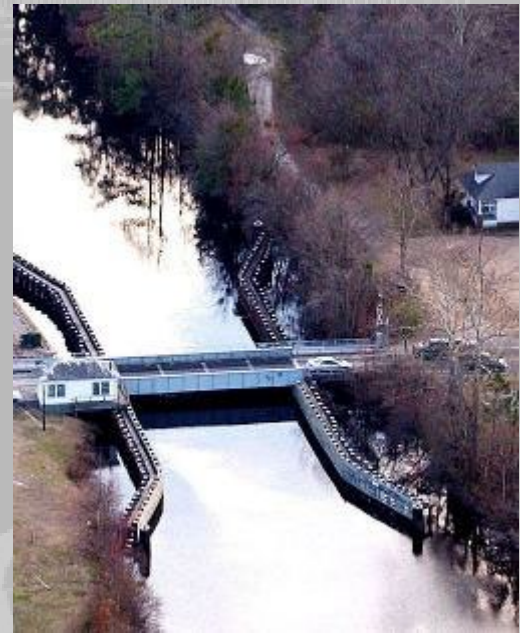


NORFOLK DISTRICT SMALL BUSINESS ARCHITECT-ENGINEER INDUSTRY DAY

10 January 2023



US Army Corps
of Engineers®





AGENDA



Welcome/Introduction

Colonel Brian Hallberg

Agenda Overview

Mike Darrow

SB GENERAL A-E MATOC IDIQ
Requirements
Scope/Capacity/Period
Selection Criteria

Sarah Taylor / CPT Boyer

Contracting Overview-Process

Brady Hales

Q&A

All Presenters

Breakout Sessions

Industry Feedback on Current Solicitation
Training Room 1A

Sarah Taylor/ Cpt. Aaron Boyer

Tips and Resources for Small Businesses
Training Room 1B

Brady Hales /Cherie Kunze

Final Remarks/Conclusion

Colonel Hallberg

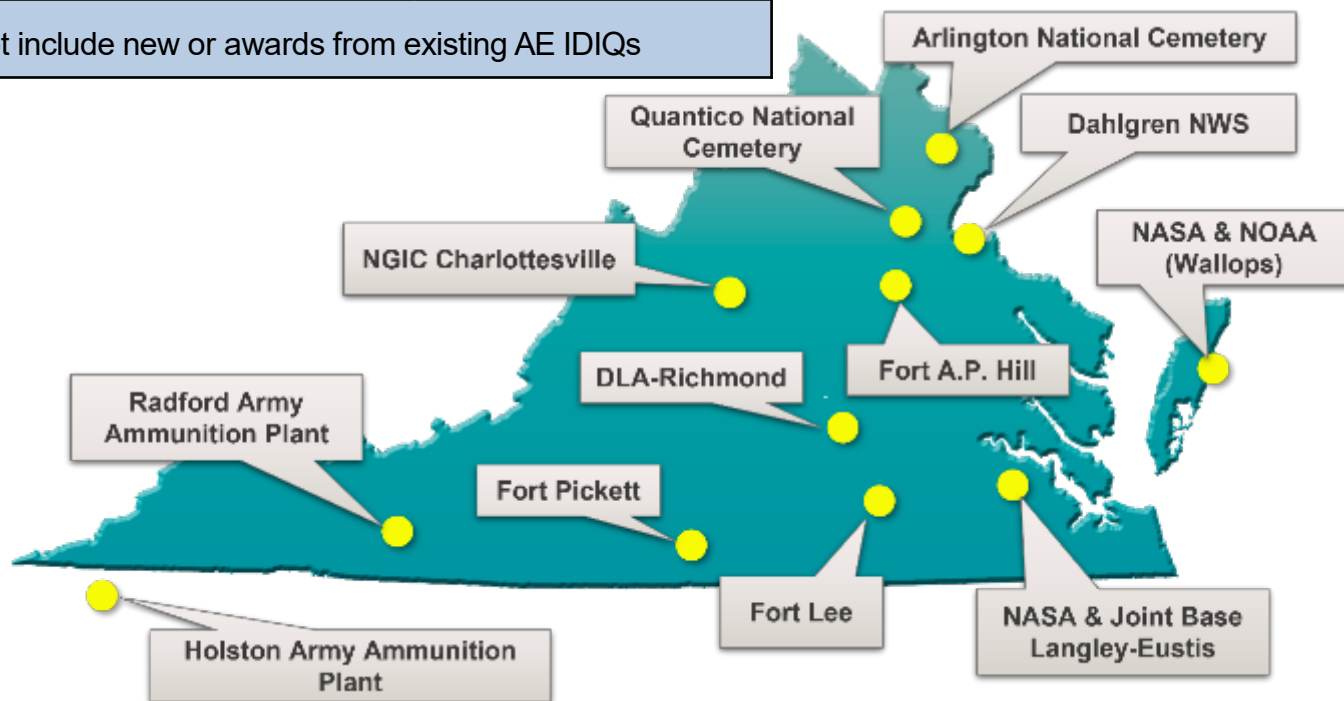


NORFOLK DISTRICT PROGRAM



PROGRAM SUMMARY:

	<u>FY18</u>	<u>FY19</u>	<u>FY20</u>	<u>FY21</u>	<u>FY22</u>
MILITARY:	\$134M	\$118M	\$477M	\$315M	\$105M
IIES:	\$16M	\$33M	\$28M	\$145M	\$85M
CIVIL & OPS	\$82M	\$86M	\$51M	\$60M	\$153M
ANC:	\$24M	\$45M	\$30M	\$20M	\$10M
DoDEA:	\$24M	\$22M	\$27M	\$25M	\$25M
IIJA					\$557M
	\$280M	\$304M	\$613M	\$565M	\$935M
*Does not include new or awards from existing AE IDIQs					





CURRENT DETAILED PROGRAM BRIEF:

WWW.NAO.USACE.ARMY.MIL

04

WORKLOAD FORECAST

View our current workload forecast for FY2020

[VIEW DETAILS](#)

[← PREVIOUS](#) [CONTRACTING OPPORTUNIT...](#) [EMPLOYEES BRING GIS TE...](#) [NEXT →](#)



SB GENERAL A-E MATOC IDIQ (OVERVIEW & STATUS)



- **CAPACITY:** \$45M
(across all; not divided equally)
- **PERIOD:** 5-Years
- **SET-ASIDE:** Small Business
- **# A-Es:** 3 – 4 Awardees

SCHEDULE

MILESTONE	DATE
Synopsis Posted	January 2023
Firms Selected	August 2023
Contracts Awarded	2 nd QTR FY24

▪ **DESCRIPTION:**

Multidiscipline architectural and engineering services to support Norfolk District's MILCON, Civil Works, & SRM Programs. Mainly for within Norfolk's AOR, but with ability to be used regionally.

Includes planning, programming, feasibility studies, geotechnical investigations, permitting, charrettes, master planning, Value Engineering, engineering studies, design services, estimating, surveying, site/field investigation, drawing and document preparation and review, design review, operability and maintenance review of designs, construction management services, commissioning, other studies and reports, etc.



SB GENERAL A-E MATOC IDIQ

(EXAMPLE REQUIREMENTS)



PROJECT	ESTIMATED CONSTRUCTION
DLA Contractor Laydown Area	< \$1M
DLA Replace Roof of Building 32	\$1M - \$5M
Pickett, SOF Multi-Purpose Dynamic Range (P-306)	\$5M-\$10M
DSCR Renovate Building 19 & 20	\$5M- \$10M
DLA Renovate North Gate	\$1M - \$5M
North Landing Bridge Electrical Upgrades	< \$1M
Norfolk V82 Renovations	\$1M - \$5M
Utility survey for Underground/Overhead utility relocation	N/A
Great Bridge office Renovation	\$1M - \$5M
ANC Memorial Planning study	N/A
DB RFP Langley Fire Pump	\$1M - \$5M
V47 Rust Study and Boathouse Design	\$1M - \$5M



EVALUATION CRITERIA

(FAR 36.602-1)



- **SPECIALIZED EXPERIENCE**
- **PROFESSIONAL QUALIFICATIONS**
- **PROGRAM MANAGEMENT AND CAPACITY**
- **PAST PERFORMANCE**
- **QUALITY CONTROL PROGRAM**
- **KNOWLEDGE OF LOCALITY**



SB GENERAL A-E MATOC IDIQ (SELECTION CRITERIA)



- **SPECIALIZED EXPERIENCE.** Demonstrate recent (within 7 years), experience with:
 - Design of horizontal and/or vertical construction on Federal installations.
 - The prime firm and its subcontractors with regard to the preparation of design/bid/build and design/build RFPs.
 - Environmentally sustainable features and methods in design also known as sustainable building design and development (SDD) practices.

SB GENERAL A-E MATOC IDIQ (SELECTION CRITERIA)



▪ **PROFESSIONAL QUALIFICATIONS.**

Key Personnel – Provide resumes for:

- One (1) Registered Architect.
- One (1) Certified Landscape Architect.
- One (1) Certified Interior Designer.
- One (1) Registered Electrical Engineer.
- One (1) Registered Mechanical Engineer.
- One (1) Registered Civil Engineer.
- One (1) Registered Geo-Tech Engineer.
- One (1) Registered Structural Engineer.
- One (1) Registered Communication Engineer.
- One (1) Registered Fire Protection Engineer.
- One (1) Qualified Cost Estimator.
- One (1) Certified Value Specialist.

Non-Key Personnel – Team should include but resumes are not required for:

- Resumes and certification not required for Surveyor, Drilling, Soil lab, or environmental testing, but we want them as part of the team.



SB GENERAL A-E MATOC IDIQ (SELECTION CRITERIA)



- **PROGRAM MANAGEMENT AND CAPACITY.** Firms will be evaluated on their ability to plan for and manage work under contract, as well as capacity to accomplish the work in the required time. Firms will also be evaluated on their ability to complete multiple taskings/projects simultaneously.
- **PAST PERFORMANCE.** Firms will be evaluated in terms of work quality, compliance to schedules, and cost controls with emphasis on projects submitted under factor (a) as determined from CPARS and other sources. Firms will be evaluated based on past performance assessments (see submission requirements below); the Government may also utilize other information obtained via customer inquiries, information in Government databases, and other information available to the Government including contact with points of contact in other criteria. NOTE: Past performance information for projects listed under Criterion a may be given greater weight.



SB GENERAL A-E MATOC IDIQ

(SELECTION CRITERIA)



- **QUALITY CONTROL PROGRAM.** Firms will be evaluated on the acceptability of their internal quality control program used to ensure technical accuracy and discipline coordination of plans and specifications prepared by the firm or by its subcontractors on a behalf of the firm. Describe and define the firm's program/processes for quality control and list, by name and position, all key personnel responsible.
- **KNOWLEDGE OF LOCALITY.** Firms must demonstrate familiarity and knowledge of codes, laws, permits and construction materials and methods within the area of responsibility of Norfolk District. Information presented shall demonstrate general understanding with specific experience as applicable.



A-E CONTRACT SELECTION PROCEDURES



- Memorandum for Acquisition Community: Updated Procedures for the Selection of Task Orders on A-E IDCs 14 Apr 2021
- Applies to all new Multiple award A-E based contracts

Selection Procedures:

- Will follow process outlines in USACE Engineering Pamphlet (EP) 715-1-7
- Pre-Selection Board
- Selection Board
- Interviews
- Selections
- Negotiation of Contracts with Selectees

Notifications and Debriefings:

- All A-Es within the suite will be notified of results and will be given the opportunity for a debriefing

Base Contracts:

- \$45 Million Capacity to be shared among all awardees
- Anticipate award of approximately 4 contracts
- Firms will be encouraged to update their SF330 yearly



QUESTION & ANSWER SESSION



BREAKOUT SESSIONS



Industry Feedback on Current Solicitation

Training Room 1A

Tips and Resources for Small Businesses

Training Room 1B



FINAL REMARKS AND CONCLUSION



POINTS OF CONTACT

**Mike Darrow**

Deputy District Engineer

michael.r.darrow@usace.army.mil

757-201-7112

Katya Oxley

Contracting Chief

ekaterina.oxley@usace.army.mil

757-201-7026

John Flint

Chief, Military Branch

john.d.flint@usace.army.mil

757-201-7328

Leslie Dobbins-Noble

Chief, Operations Branch

Leslie.Dobbins-Nobal@usace.army.mil

757-201-7004

Dave Fedroff

Chief, IIES Branch

David.A.Fedroff@usace.army.mil

757-201-7682

Cherie Kunze

Deputy for Small Business Programs

cherie.l.kunze@usace.army.mil

757-201-7077

Matt Karlinchak

Arlington National Cemetery Program Manager

Mathhew.S.Karlinchak@usace.army.mil

202-603-9272

Sarah Taylor

Chief, Technical Services Branch

sarah.m.taylor@usace.army.mil

757-201-7478

Richard Klein

Chief, Civil Works Branch

richard.l.klein@usace.army.mil

757-201-7243

Alex Gusev

Program Manager, DoDEA Design Center

Alexander.Gusev@usace.army.mil

757-201-7267



A-E TASK ORDER PROCEDURES



- Memorandum for Acquisition Community: Updated Procedures for the Selection of Task Orders on A-E IDCs 14 Apr 2021
- Applies to all new Multiple award A-E based contracts

Task Orders:

- Review SF330s on file
- Task order Requirement Notice (TORN): All A-Es within the pool will be notified
- Evaluation criteria will be provided
- Project specific information may be requested
- Will include a questionnaire

Selection Procedures:

- A board of will review the existing SF330 and new information provided
- Will follow process outlined in EP 715-1-7

Notifications and Debriefings:

- All A-Es within the suite will be notified of results and will be given the opportunity for a debriefing