



# Meet & Greet with Mountain Home AFB



## Construction Flight Overview

- Methods of Solicitation
- Drivers for Contract Type
- Civil Engineering Squadron Role
- Current Contracts/Upcoming Projects
- Business Opportunities
- Helpful Hints/Common Mistakes
- How We Find You
- Idaho National Guard (Gowen Field)
- Resources



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## Methods of Solicitation

- Invitation For Bid (IFB)
- Request For Proposal (RFP)
  - Past Performance Trade-Off
  - Lowest Price Technically Acceptable
- Sole Source:
  - 8(a) Sole Source



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## Drivers for Contract Type

- Type of project:
  - Complex
  - Noncomplex
- Small Business Goals:
  - Hubzone
  - Small Business
  - Small Disadvantaged Business
  - Small Disadvantaged Business Veteran
  - Woman Owned Business



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## Construction Flight Customers

- Civil Engineering
- NAF
- Idaho National Guard (Gowen Field)



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## Current Contracts

- Architect-Engineering IDIQ (Indefinite Delivery, Indefinite Quantity)
- SABER IDIQ (Simplified Acq Base Engineering Rqmts, Current Expires: 1 Sep 15)
- Paving IDIQ
- Roofing IDIQ (AF headed to Mandatory IDIQ)
- Firm Fixed Price Contracts:
  - Renovation of Bldgs
  - Small Bldg additions
  - Repair Circuits
  - Sewer/Pipe



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## Upcoming Projects

- SABER magnitude: >\$10M, Expires 1 Sep 15
  - Set-aside: Competitive 8(a) Small Business
- Paint IDIQ magnitude: \$1-5M, Expires 29 Sep 15
- Xeriscaping project magnitude: \$1-5M



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## Upcoming Projects for SABER

- SABER contractor: C2 Construction Projects
- Repair Water Support-Fire Protection, 197
- Repair Restroom, Wing HQ
- Raise Manhole at Water Reservoir
- Repair Boilers, Fir Dept / Repair Roof, LRS Fuels Ops
- Repair Roof, CATM Classroom / Repair HVAC, NDI
- Construct Overwatch, Grand View Gate
- Replace Windows, Vehicle Mx
- Paint CRU Floor
- Construct Fume Hood, OSS
- Install Rain Gutters, Base Ops



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## Business Opportunities

- FBO – <https://www.fbo.gov> (366 Contracting projects)
  - Regularly visit FedBizOpps and respond to Requests for Information (RFIs) and RFPs.
  - Providing responses to RFIs allows you the opportunity to provide input into the acquisition strategy.



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## Business Opportunities

- AFCEC (Air Force Civil Engineer Center) Business Opportunities –
  - Air Force specific solicitations from AFCEC will also be posted at:  
<http://www.afcec.lackland.af.mil/contracting/business.asp>
    - Helpful Hint: Left banner Index also provides links to other contracting agencies such as US Army Corps of Engineers and General Services Administration.
- AFICA (Air Force Installation Contracting Agency) Business Opportunities -  
<http://www.wpafb.af.mil/library/factsheets/factsheet.asp?id=21206>



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## Helpful Hints

- Follow the FedBizOpps Synopsis EXACTLY!
- Read and re-read Section M
- Be specific, concise
- Timeliness
- Make it easy for the evaluators:
  - To read & understand
  - To find all information requested in Section L
  - To compare what you provide to the published evaluation criteria
- Stay in-line with progress schedule (if changes/modifications in period of performance are made, provide new schedule)



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## Helpful Hints

- Consider providing discount to receive prompt payments (ex. Net 30 vs. 2%/10 Net 30)
- Date invoice is accepted by government is when clock starts for payment
- Wage rates/Davis-Bacon (ensure employees are paid correct wages, labor checks done by CONS)
- CE only ensures compliance/Field Changes

ONLY AN AUTHORIZED CONTRACTING OFFICER CAN MAKE CHANGES TO THE CONTRACT



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## Common Mistakes in Proposals

- Math mistakes (Check & re-check math)
- Signing 1442 in incorrect location
- Cross reference specs/drawings (mechanical to electrical, etc.)
- The System for Award Management (SAM) is the official U.S. government system that consolidates the capabilities of CCR/FedReg, ORCA and EPLS. There is NO fee to register for SAM. If you used any of the previous systems, you should now go to [www.sam.gov](http://www.sam.gov) to update your information. Properly fill out progress reports (errors will cause delay in payment)
- Don't assume; if you don't understand, ASK



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Fill in  
blocks;  
14, 15,  
17, 19,  
and  
20a,b,c

SOLICITATION, OFFER, AND AWARD (Continued) (Construction, Alteration, or Repair) OFFER (Must be fully completed by offeror)			
14. NAME AND ADDRESS OF OFFEROR (Include ZIP Code)		15. TELEPHONE NO. (Include area code)	
		16. REMITTANCE ADDRESS (Include only if different than Item 14) <b>See Item 14</b>	
CODE	FACILITY CODE		
17. The offeror agrees to perform the work required at the prices specified below in strict accordance with the terms of this solicitation, if this offer is accepted by the Government in writing within _____ calendar days after the date offers are due. (Insert any number equal to or greater than the minimum requirements stated in Item 13D. Failure to insert any number means the offeror accepts the minimum in Item 13D.)			
AMOUNTS	SEE SCHEDULE OF PRICES		
18. The offeror agrees to furnish any required performance and payment bonds.			
19. A ACKNOWLEDGMENT OF A AMENDMENTS (The offeror acknowledges amendments to the solicitation - give number and date of each)			
AMENDMENT NO.			
DATE			
20A. NAME AND TITLE OF PERSON AUTHORIZED TO OFFER (Type or print)		20B. SIGNATURE	20C. OFFER DATE
<i>(To be completed by Government)</i>			
21. ITEMS ACCEPTED:			
22. AMOUNT	23. ACCOUNTING INFORMATION DATA		
24. SUBMIT INVOICES TO ADDRESS SHOWN IN ITEM _____ (4 copies unless otherwise specified)		25. OTHER THAN FULL AND OPEN COMPETITION PURSUANT TO <input type="checkbox"/> 10 U.S.C. 2304(c) <input type="checkbox"/> 41 U.S.C. 253(c)	
26. ADMINISTERED BY	CODE	27. PAYMENT WILL BE MADE BY:    CODE	
<b>CONTRACTING OFFICER WILL COMPLETE ITEM 28 OR 29 AS APPLICABLE</b>			
<input type="checkbox"/> 28. NEGOTIATED AGREEMENT (Contractor is required to sign this document and return _____ copies to issuing office.) Contractor agrees to furnish and deliver all items or perform all work, requisitions identified on this form and any continuation sheets for the consideration stated in this contract. The rights and obligations of the parties to this contract shall be governed by (a) this contract award, (b) the solicitation, and (c) the clauses, representations, certifications, and specifications or incorporated by reference in or attached to this contract.		<input type="checkbox"/> 29. AWARD (Contractor is not required to sign this document.) Your offer on this solicitation, is hereby accepted as to the items listed. This award commutes the contract, which consists of (a) the Government solicitation and your offer, and (b) this contract award. No further contractual document is necessary.	
30A. NAME AND TITLE OF CONTRACTOR OR PERSON AUTHORIZED TO SIGN (Type or print)		31A. NAME OF CONTRACTING OFFICER (Type or print)	
30B. SIGNATURE	30C. DATE	31B. UNITED STATES OF AMERICA BY	31C. AWARD DATE

Sign Here



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## How We Find You

- Create a mission capabilities statement
  - (1-2 pages of what your company provides)
- Communicate what you provide:
  - By email to Small Business Advocate:
  - Andrea Porter, [andrea.porter.2@us.af.mil](mailto:andrea.porter.2@us.af.mil)
- Attend Small Business Outreach events



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## Idaho National Guard

- DoDAAC W912J7
- Upcoming Projects
  - Multiple Award Task Order Contract (MATOC)
- POC Mr. Jerry Deweerd 272-4600



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## State of Idaho Military Division Purchasing and Contracting

- [http://purchasing.idaho.gov/statewide\\_contracts.html](http://purchasing.idaho.gov/statewide_contracts.html)
- Idaho Statutes, Title 67, Chapter 57
  - \*We require a W-9 to do business with Contractors/Vendors
- Idaho Division of Public Works
  - Idaho Code 67-5710B
  - The difference from Federal and State Contracting are the rules in which both are governed. Federal gov't sets rules for the Federal Agencies. State Purchasing and Contracting is governed by the rules passed by the State of Idaho Legislature.



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## State of Idaho Military Division Purchasing and Contracting

- Projects/Purchases
  - Building up the Fire Station at the (OCTC) Orchard Combat Training Center
  - Building Troop shower facilities OCTC
  - Purchased a new truck for the Integrated Training Area Management at OCTC



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## Resources

- SBA
- PTAC
- Small Business Advocate (Ms. Andrea Porter)
- AFCEC
- AFICA
- FBO
- Balfour Beatty Communities (BBC)
  - (208) 832-5044
- Army Corp of Engineers (DoDAAC)
  - Walla Walla – W912EF
  - Seattle – W912DW



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## Questions & Open Discussion