



Design-Bid-Build Firm-Fixed Price Indefinite-Delivery/Indefinite Quantity (IDIQ), Multiple Award Construction Contract (MACC) for the Pensacola, Panama City and Whiting Field Area

Pre-Proposal Conference

March 5, 2015

**Naval Air Station Jacksonville
Pensacola, Florida**

Agenda



- Welcome/Introductions**
- Contractual Background**
- Solicitation Overview**
- Seed Project Overview**
- Site Tour**



- Attendance Roster**
- Presentations and attendance roster will be provided on the Navy Electronic Commerce Online (NECO) Website**
- Continue to monitor NECO/FBO for responses to Pre-proposal Inquiries and Amendments**
- Unless the solicitation is amended in writing, it remains unchanged**

Disclaimer



In the event that there is a conflict between the RFP terms and conditions and the information that is disseminated during today's conference, the RFP terms and conditions shall control. The formal RFP is the only document that should be relied upon in determining the Government's requirements. Any changes to the RFP will be with a formal amendment.

Contractual Background



The contract is governed by the following:

**The Federal Acquisition Regulation (FAR),
<http://farsite.hill.af.mil/vffara.htm>**

**The Department of Defense Federal Acquisition
Regulation Supplement (DFARS),
<http://farsite.hill.af.mil/vfdfara.htm>**

**Navy Marine Corps Acquisition Regulation Supplement
<http://farsite.hill.af.mil/vfnaps1.HTM>**

**Naval Facilities Acquisition Supplement (NFAS)
https://www.navfac.navy.mil/products_and_services/sb/opportunities/guidelines/navfac.html**

Contract Documents



- **The Contract will consist of the following documents:**
 - **Advertised solicitation**
 - **Posted amendments.**
 - **The awarded proposal.**

CAUTION – Today’s Q&As are not contractually binding. All changes contractually binding changes will be issued via an amendment to the solicitation.

Solicitation/Contract Overview



- Overview of the Solicitation/Contract**
- Source Selection Team**
- Basis for Award**
- Evaluation Factors**
- Proposal Submission**
- Pre-Proposal Inquiry (PPI) Process**
- Contract Administration**
- Suggestions on Solicitation Submission**

Overview of the Contract



- Firm Fixed-Price Indefinite Delivery Indefinite Quantity Multiple Award Construction Contract**
- Approximately five separate awards**
- Not to Exceed \$75M/Base and four option years, whichever comes first**
- Projects will generally range from \$150K - \$6M**
- Minimum Guarantee of \$1,000 for awardees except seed**
- Service-Disabled Veteran-Owned Small Business Set-Aside (SDVOSB) – NAICS 236220**

Overview of the Contract (cont.)

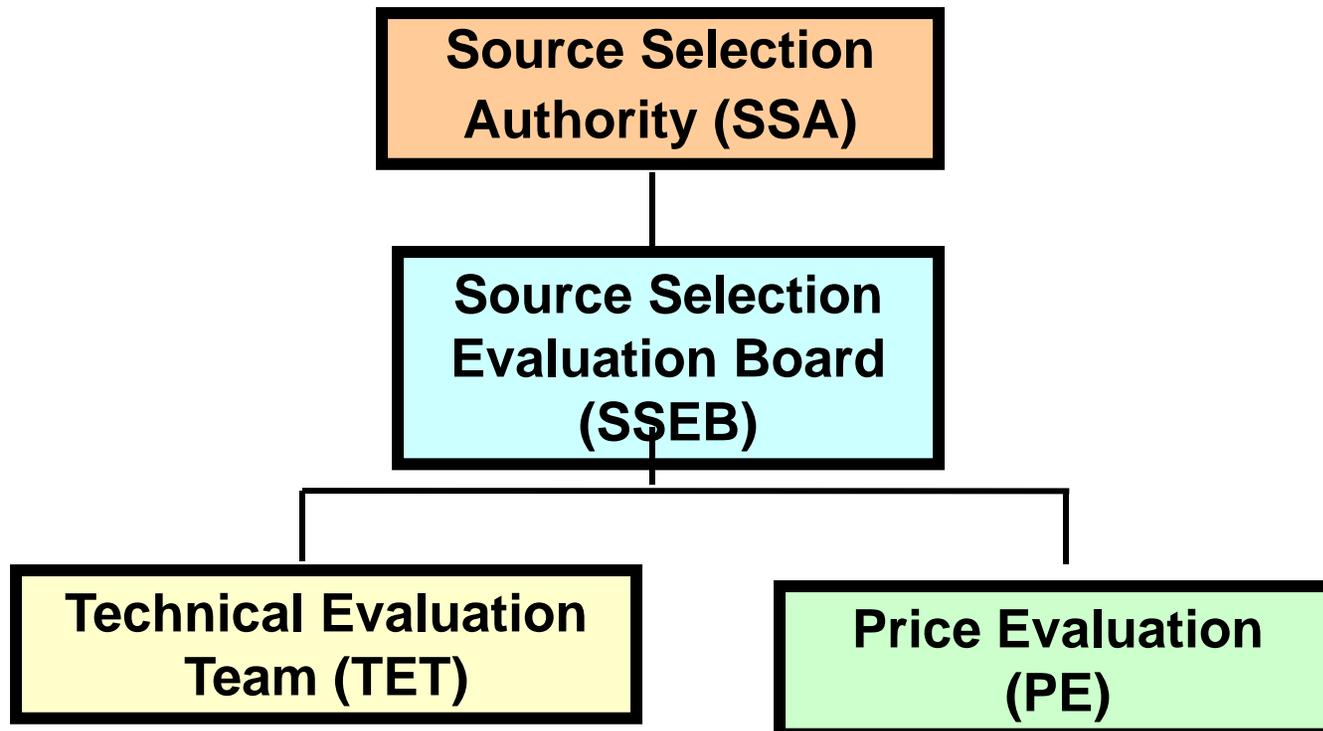


- ❑ Construction projects to be performed will primarily consist of general building type projects (new construction, renovation, alteration, demolition, and repair work) including industrial, airfield, aircraft, hangar, aircraft traffic control, infrastructure, administrative, training, dormitory, and community support facilities for the Pensacola, Panama City, and Whiting Field areas managed by NAVFAC SE.**

- ❑ The seed project for the MACC is the Window Replacement & Repair Buildings 38, 40, 73, 223, 606, AND 627 at Naval Air Station, Pensacola, FL**



Evaluation will be performed by the Source Selection Team in accordance with the Source Selection Plan.



Basis for Award



- ❑ **Best Value Trade-off Evaluation** – award contracts to other than the lowest priced offeror or other than the highest technically rated offeror.

- ❑ **Relative order of importance** is that all technical factors when combined are of equal importance to the performance confidence assessment (past performance) rating; and all technical factors and the performance confidence assessment (past performance) rating, when combined are approximately equal to price.

- ❑ **Award may be made WITHOUT DISCUSSIONS.** Therefore, proposals should be submitted initially on the most favorable price and technical terms.

Factors for Award



- Price**
- Non Cost/Price Factors**
 - Factor 1 – Construction Experience**
 - Factor 2 – Construction Schedule**
 - Factor 3 – Technical Approach - Safety**
 - Factor 4 – Past Performance**

Price Proposal – Submission Requirements



- Provide one (1) original, one (1) copy and one electronic copy (CD format) of the solicitation submittal requirements identified below. The electronic copy does not have to include the price for Item 0001 through 0006. In case of variation, the original paper proposal takes precedence over electronic or paper copies.

- Include the following:
 - Executed SF1442 and amendments, as applicable
 - Executed 1155 with pricing
 - Bid Bond in accordance with solicitation
 - Sam Registration and additional clauses
 - FAPIIS Certification
 - Vets-100 Registration

Price Proposal – Basis of Evaluation



- **Evaluation will be made on total price.**
- **Total price consists of the base bid and all option items.**
- **In accordance with FAR 52.217-5 Evaluation of Options, the Government intends to evaluate all options.**
- **Evaluation of options will not obligate the Government to exercise the options.**
- **Analysis will be performed by one or more of the following:**
 - Comparison of proposed prices received in response to the RFP.
 - Comparison of proposed prices with the IGCE.
 - Comparison of proposed prices with available historical information.
 - Comparison of market survey results.

Non Cost/Price Factors Proposal



- Provide one original, three copies, and one electronic copy (CD) for Factors 1 – 4.**
- Entire proposal shall not exceed 70 pages in length utilizing a minimum Arial Font of 11 with pages numbered.**
- Title page, table of contents, dividers and any pages specifically excluded under each factor do not count towards the total page count and should not be numbered.**
- Documentation for JV Agreements, partnerships, subcontractors or teaming arrangements does not count towards the page count and should not be numbered.**

Factor 1 – Construction Experience

Refer to the solicitation for full details on solicitation submittal requirements and basis of evaluation



- Two Types of Experience – General Construction Experience and Seed Construction Experience**

- Each has its own Relevant Definition and Basis of Evaluation**

- Use the Construction Experience Project Data Sheet to submit projects (not to exceed 2 pages per project)**

Factor 1 – General Construction Experience

Refer to the solicitation for full details on solicitation submittal requirements and basis of evaluation



□ General Construction Experience

- **2 – 5 relevant construction projects**
- **Relevant includes**
 - New construction or renovation
 - Completed by the offeror as the prime contractor
 - completed within the last five years
 - At least 2 projects shall have a minimum construction value of \$1.5M or higher
 - Any additional projects shall have a minimum construction value of \$500K or more
 - Demonstrate the desirable (not mandatory) significant features in your project descriptions
 - Offerors whose projects demonstrate more or better significant features may be rated higher.

Factor 1 – General Construction Experience (Cont.)

Refer to the solicitation for full details on solicitation submittal requirements and basis of evaluation



□ General Construction Experience (cont.)

- Projects completed by the Offeror in any capacity other than a Prime Construction Contractor will be considered non-relevant.
- Projects completed by a proposed subcontractor will be considered non-relevant.
- If the Offeror is a joint venture (JV), the JV must be the prime construction contractor on at least one of the relevant general construction experience projects or each member of the proposed JV must be the prime construction contractor on at least one relevant general construction experience project. If each
- member of the JV does not have at least one relevant general construction experience project then the Offeror will be considered unacceptable.

Factor 1 – SEED Construction Experience

Refer to the solicitation for full details on solicitation submittal requirements and basis of evaluation



□ SEED Construction Experience

- **1 – 3 relevant construction projects**

- **Relevant includes**

- Renovation
- completed within the last five years
- Construction value of \$500K or higher
- Can provide subcontractor experience for seed construction projects – letter of commitment and meaningful involvement
- Each project shall demonstrate the following **mandatory** features
 - Removal and replacement of existing window glazing and frames
 - Installation of new window/frames compliant with Anti-terrorism force protection (ATFP)
- Cont.

Factor 1 – SEED Construction Experience (Cont.)

Refer to the solicitation for full details on solicitation submittal requirements and basis of evaluation



❑ SEED Construction Experience (cont.)

- **Relevant includes (cont.)**

- Demonstrate the desirable (not mandatory) significant features in your project descriptions
 - Offerors whose projects demonstrate more or better significant features may be rated higher.
- If the Offeror is a joint venture (JV), the JV must be the prime construction contractor or subcontractor on at least one of the relevant seed construction experience projects or each member of the proposed JV must be the prime construction contractor or subcontractor on at least one relevant seed construction experience project. If each member of the JV does not have at least one relevant seed construction experience project then the Offeror will be considered unacceptable.
- Subcontractor experience is allowed under Seed Construction Experience

Factor 2 – Construction Schedule

Refer to the solicitation for full details on solicitation submittal requirements and basis of evaluation



- Submit a narrative discussing how the Offeror intends to manage the schedule for multiple projects on different sites and completing the work.
 - Identify major milestones in the discussion. Assume the three base bid items are award and construction can be completed concurrently
 - Narrative may also include information regarding unique means and methods that will be employed to achieve early completion of the projects.
 - Identify the scheduler who will be assigned to include years of experience. Minimum five years experience with Primavera required.
 - Narrative is limited to 3 pages
 - Include sufficient details to demonstrate scheduling capabilities and understanding of project requirements.

Factor 3 – Technical Approach - Safety

Refer to the solicitation for full details on solicitation submittal requirements and basis of evaluation



- Submit EMR and OSHA DART Rates for Calendar Years 2012, 2013, 2014 – provide individual rates for each year**
- Ensure DART Rates are calculated**
- If Rate is Zero, state that it is Zero**
- Each member of a JV shall provide their rates**
- EMR and DART Rates shall not be submitted for subcontractors.**
- Ensure your proposal addresses upward and downward trends**

Factor 3 – Technical Approach – Safety (cont.)

Refer to the solicitation for full details on solicitation submittal requirements and basis of evaluation



- Technical approach for safety is narrative which includes two parts:**
 - **(1) safety performance of subcontractors as part of selection process, and**
 - **(2) Any innovative methods to track, trend, evaluate, and implement corrective actions for safety deficiencies**

- Safety Narrative is limited to two (2) pages**

- If proposing as a JV, only one safety narrative is required.**

Factor 4 – Past Performance

Refer to the solicitation for full details on solicitation submittal requirements and basis of evaluation



- Past performance is a separate non-cost/price factor and receives a confidence assessment rating based on:**
 - Evaluation of recent efforts and relevancy to current task
 - Determination of how well contractor performed on those recent/relevant contracts

- Equal to all other technical factors COMBINED**

- Provide your CCASS Evaluation for each relevant project submitted in Factor 1**

- Use PPQ (Attachment B) if CCASS Evaluation is not available and submit with proposal**

- Include performance recognition documents**

- May address negative past performance (NTE 2 pages)**

Proposal Submission



- Proposals are due March 31 at 2PM EST (unless amended) at NAS Jacksonville, Florida**

- Proposal Submission Instructions are provided under 0150 Notice to Offerors Part 2.2**

- Proposals may be sent via mail or hand carried**
 - Do not use Post Office Box if using FEDEX/UPS - see page 21 for mailing address**

 - Base Access required for hand carried proposals**
 - Complete the AMAG form (attachment D) and submit NLT five working days prior to solicitation closing. – Use the proposal due date as the start and finish date.

 - Provide Base Access Pass Registration Form (attachment E) to the Security Personnel at the Pass and ID office

Pre-Proposal Inquiries (PPI) Process



- **Offerors shall submit their questions using the Pre-Proposal Inquiry (PPI) Process – refer to section 00150 Item 2.3**
- **PPI's must be submitted 7 working days prior to solicitation closing date.**
- **Use the PPI Log Template provide in the RFP.**
- **Updated PPI logs will be posted periodically to the NECO/FBO websites (www.neco.navy.mil; www.fbo.gov)**
- **All follow-on communications shall be coordinated via the Contract Specialist - Kendra McMahon**

email: kendra.mcmahon@navy.mil

phone: 904-542-6934

Contract Administration



- Contract will be administered by PWD Pensacola**
- A task order for the minimum guarantee (\$1K) will be issued concurrently with award (for other than the seed)**
- Once value of task orders exceed minimum guarantee amount, the minimum guarantee task order will be deobligated**
- RFPs will be issued to successful IDIQ Contractors to compete for award of task orders**
 - May require a quick turn-around for site visits**
 - Multiple RFPs may be combined into one site visit**
- Each task order will contain specific evaluation factors**

Suggestions on Solicitation Submissions



- Read** the solicitation and amendments carefully before responding and submit complete proposals.
- Verify accuracy of SAM and VETS-100 registrations
- Ensure all Reqs and Certifications have been completed either in SAMs or as part of the proposal
- Clearly demonstrate scope on submitted projects
- Make sure EMR and DART rates are calculated and clearly identify if rate is 0
- Sign and return all solicitation amendments
- Ask questions – use the PPI process
- Do not provide company brochures

Suggestions on Solicitation Submissions



- Do not copy and paste from a prior proposal
- Clearly label and separate/tab each factor in your proposal
- Address every element within each factor
 - Can an evaluator quickly find what he/she needs?
- Substantiate, don't simply make claims -Give us a reason to believe you; Provide information to allow an independent assessment
- Create a checklist
- Submit your “best offer” with your initial submission!



- **All follow-on communications shall be coordinated via the Contract Specialist –**

Kendra McMahon

email: kendra.mcmahon@navy.mil

phone: 904-542-6934

- **The scope of work for this project consists of six buildings: 223, 606, 40, 38, 73, and 627**
- **The work consists of repair and replacement of exterior windows, removal of paint and repainting existing windows to be retained, repair of damaged brick and/or stone masonry around windows on interior/exterior of building and miscellaneous associated items as identified in the plans and specifications.**
- **Removal and disposal of hazardous material will be required (reference Asbestos & Lead Paint Surveys).**
- **Special Issues**
- **Required Completion Dates**
- **SHPO**

- **3 base bid items – Bldg 223, 606, and 40**
- **3 options items – Bldg 38, 73, 627**
- **Bid Options may be exercised up to 90 calendar days after task order award**
- **The Bid are capable of being exercised at the discretion of the Government if funding is available**
- **All work can be performed concurrently (i.e., work on the base bid and any option exercised may be performed at the same time).**
- **The project magnitude for each bid item is provided in Section 0150 Notice to Offerors Part 1.4 General Overview of the Seed Project.**

Completion Time/Phasing/Liquidated Damages



- **The CCD for all three base bid items is a total of 365 calendar days from contract award.**
- **An additional 60 days shall be added to the contract completion date (CCD) for each option that is exercised.**
- **There is no phasing for this requirement. All work can be performed concurrently (i.e., work on the base bid and any option exercised may be performed at the same time).**
- **Each bid item has its own liquidated damages rate per day. This information is provided in section 0150 Notice to Offerors Part 1.4.3 and FAR 52.211-12, Liquidated Damages.**