

SOURCES SOUGHT & INDUSTRY DAY ANNOUNCEMENT

N00604-16-C-BOAT

Notice Type:	<i>Sources Sought and Industry Day Announcement</i>
Requirement:	Boat Maintenance Services
Location:	Joint Base Pearl Harbor-Hickam (JBPHH), Hawaii
NAICS Code:	488310 – Port and Harbor Operations
Notice POC:	Kristen Moody, kristen.moody@navy.mil cc: Elaine.carmody@navy.mil on all correspondence

THERE IS NO SOLICITATION AT THIS TIME. This sources sought does not constitute an Invitation for Bids (IFB), a Request for Quote (RFQ), or a Request for Proposal (RFP) and it should not be construed as a commitment of any kind by the Government to issue a formal solicitation or ultimately award a contract. Submission of any information in response to this sources sought is purely voluntary; the Government assumes no financial responsibility for any costs incurred in preparation of any submission associated with this market survey or resulting solicitation. Any travel costs incurred by interested parties planning to attend the Industry Day will NOT be reimbursed by the Government.

SOURCES SOUGHT INFO

- 1. INTRODUCTION:** Commander, Navy Region Hawaii (CNRH) in partnership with Naval Supply System Command Fleet Logistics Center Pearl Harbor (NAVSUP FLCPH) is sponsoring an unclassified Industry Day and issuing this sources sought to identify private industry firms with the expertise, capabilities and experience to provide Boat Maintenance Services at Joint Base Pearl Harbor-Hickam on the island of Oahu. Pearl Harbor has operations the scale of a large port city. It is one of the Navy's busiest ports, providing services and a safe haven for visiting and homeported Navy ships and submarines.

Firms may respond to this sources sought without attending the Industry Day.
- 2. PERIOD OF PERFORMANCE:** The period of performance tentatively consists of a 90 Day phase-in period (to begin 1 July 2016), followed by one (1) base and four (4) options periods.
- 3. CONTRACT TYPE:** Firm-Fixed Price
- 4. SCOPE:** The objective of this contract is to ensure that the Government has the numbers, types and properly configured vessels available when required to meet the Government's operational commitments. The goal of this contract is to have a logistics and maintenance program that ensures timely and effective vessel maintenance, logistic support, equipment maintenance, vessel operation for maintenance purposes, and asset inventory. Services shall be provided on a "turn-key" basis with the Contractor providing all necessary management expertise, personnel, supplies, tools, equipment, and vehicles (unless specified in this contract

as Government furnished equipment). The Contractor shall plan, schedule, coordinate and assure effective completion of all services described in the forthcoming PWS. The nature of the work ranges from vessel overhaul to scheduled and unscheduled maintenance. The principle skills required in the performance of this contract are primarily, mechanics, mechanic's helpers, qualified boat crews, and administrative support personnel. The boat & equipment maintenance contractor shall perform work that includes:

- Maintenance services, repair, and modifications to vessels, support equipment, and Government-furnished Equipment (GFE)
- Development and implementation of a fuel and POL (Petroleum, Oil and Lubricants) Management Program
- Management of vessel spare parts and material inventories
- Maintain control of vessel configurations
- Management of all hazardous waste generated, to include disposal
- Development and implementation of a Safety Program
- Development and implementation of a Quality Control Program

5. **PWS:** It is anticipated that a draft Performance Work Statement (PWS) will be provided as an update to this notice NLT 9 Nov 2015. You are encouraged to review the PWS then submit questions and/or provide any comments to enhance the draft PWS upon its release.
6. **MARKET RESEARCH:** NAVSUP FLCPH is conducting market research to identify parties and ascertain potential market capacity to 1) provide services consistent in scope and scale with those described in this notice; 2) provide services under a performance based service acquisition contract; and 3) determine the availability of small business, veteran-owned small business, service-disabled veteran-owned small business, HUBZone small business, small disadvantaged business, and women-owned small business concerns.

Based on the responses to this sources sought and Industry day market research, the requirement may be set-aside for a small business or procured through full and open competition.

7. **SUBMISSION INSTRUCTIONS:** Interested parties who consider themselves qualified to perform the above-listed services are invited to submit a response to this Sources Sought Notice by 16 November 2015 at 5:00pm (EST). All responses under this Sources Sought Notice must be emailed to Kristen.moody@navy.mil (cc: Elaine.carmody@navy.mil). Submissions shall be no longer than 5 pages. Telephone inquiries will not be accepted or acknowledged, and no feedback or evaluations will be provided to companies regarding their submissions. Please submit the following information:
 - a. Organization name, address and website URL (if applicable)
 - b. Primary POC(s) - Telephone Number and email address
 - c. Business Size and applicable small business classification (i.e. HUBZone, 8(a))
 - d. Cage Code
 - e. Questions and/or comments regarding the Performance Work Statement (optional).
 - f. Tailored capability statement addressing the particulars of this effort, with appropriate documentation supporting claims.

INDUSTRY DAY INFO

Registration Due Date: Tuesday, November 3rd, 2015 by 5:00 p.m. (EST)
Event Date: Friday, November 13th, 2015
Check-in Begins: 0830
Location: Ford Island Conference Center (Map Attached)
Building 89, Room 2
Hornet Avenue
Ford Island, Hawaii 96818

The briefings are open to all in private industry who are interested in the Boat and Equipment Maintenance Services requirement. This event provides Government an opportunity to discuss preliminary requirements with industry firms. The result of this market research will assist in determining the method of procurement. The Government intends to use information provided or received from this industry day, as well as additional market research, to refine the requirement and further develop the acquisition strategy in order to provide the best support to Commander, Navy Region Hawaii-Port Operations at JBPHH. The tentative agenda is as follows:

TENTATIVE AGENDA

0830 - 0090	Sign-In at Ford Island Conference Center, Room 2
0900 - 1030	Government Briefings
1030 - 1200	Facility Walking Tour (Building 3 Ford Island)
1200	Industry Day Conference Concludes

Parking is available at Ford Island Conference Center as shown on the attached map. Security clearances are not required because the conference will be conducted at the UNCLASSIFIED level. **Please limit two (2) representatives per one company** as seating capacity is limited.

This is a no-fee event. Pre-registration is REQUIRED by Tuesday, November 3rd, 2015.

I. Registration Instructions:

- a. Interested firms qualified to perform the services described are invited to register via e-mail by providing the information required in above paragraph 7(a-e). Additional time is given for the Capability Statement (7f); it must be submitted by 16 November 2015 at 5:00pm (EST). The Subject Line of the registration e-mail should read, "Boat Maintenance Industry Day Registration – (Fill-in Company Name)."
- b. Conference attendees without a valid DoD Common Access Card (CAC) must coordinate as instructed below to gain access to Ford Island, Hawaii. Failure to follow the procedures will result in denied access.
 - i. Each individual attendee must complete the attached spreadsheet titled "Contractor Temp Access Request." Please attach the spreadsheet(s) to the registration e-mail.
 - ii. The Base Access Passes will be distributed via e-mail prior to the event. Upon receipt, please print the passes and show them, along with a valid photo ID, at the Ford Island Gate.

It is required that the above registration information be provided no later than Tuesday, November 3rd at 5:00 p.m. (EST). Responses should be emailed to kristen.moody@navy.mil, please courtesy copy Elaine.carmody@navy.mil

BOAT MAINTENANCE INDUSTRY DAY

Friday, November 13, 2015

Ford Island Conference Center

Company Name	First Name	Last Name	Title	Phone #	Email	Company Address Website URL	Company Primary POC	Company Size	NAICS Code	Cage Code
1 C-Port Marine Services	Gregory	Worley	General Manager	850-602-0147 (cell) 850-497-6183 (work)	Gregory.Worley@Bowhead.com	4900 Seminary Road, Suite 1200 Alexandria, VA 22311 www.bowheadsupport.com	Gregory Worley	Small	488130-Port and Harbor Operations	1YJA9
2 C-Port Marine Services	John	Lattanzi	Program Manager	808-473-5984	john.lattanzi@bowhead.com	4900 Seminary Road, Suite 1200 Alexandria, VA 22311 www.bowheadsupport.com	Gregory Worley	Small	488130-Port and Harbor Operations	1YJA9
3 QED Systems Inc.	Van	Fleming		(757)-490-5290 office (757)-897-0391 mobile	vfleming@qedsysinc.com	4646 N. Witchduck Rd. Virginia Beach, VA 23455 96-1185 Waihona Street, Ste. D-6 Pearl City, HI 96782 http://www.qedsysinc.com/	Mr. Ron Stiles 757-490-5290 rstiles@qedsysinc.com	Small	336611-Ship Building and Repair 488130-Port and Harbor Operations	7B572
4 QED Systems Inc.	Thomas	Robinson		(757)-490-5290 office (757)-897-0391 mobile	trobenson@qedsysinc.com	4646 N. Witchduck Rd. Virginia Beach, VA 23455 96-1185 Waihona Street, Ste. D-6 Pearl City, HI 96782 http://www.qedsysinc.com/	Mr. Ron Stiles 757-490-5290 rstiles@qedsysinc.com	Small	336611-Ship Building and Repair 488130-Port and Harbor Operations	7B572
5 Pacific Shipyards International, LLC	Gene	Fukushima	Business Development Manager	(808) 848-6211 ext: 223	gukushima@pacificshipyards.com	Pacific Shipyards International, LLC Pier 41, Honolulu, Hawaii 96817 http://www.pacificshipyards.com	Gene Fukushima 808-848-6211 ext 223	Small	336611-Ship Building and Repair 488130-Port and Harbor Operations	1U7K1
6 Pacific Shipyards International, LLC	Jonathan	Saunders	Government Program Manager	(808) 780-0586 mobile 808-798-0954 DD4 office	jsaunders@pacificshipyards.com	Pacific Shipyards International, LLC Pier 41, Honolulu, Hawaii 96817 http://www.pacificshipyards.com	Gene Fukushima 808-848-6211 ext 223	Small	336611-Ship Building and Repair 488130-Port and Harbor Operations	1U7K1
7 Pacific Shipyards International, LLC	Ian	Ward	COO	8848-6211	iward@pacificshipyards.com	Pacific Shipyards International, LLC Pier 41, Honolulu, Hawaii 96817 http://www.pacificshipyards.com	Gene Fukushima 808-848-6211 ext 223	Small	336611-Ship Building and Repair 488130-Port and Harbor Operations	1U7K1
8 Magpie Enterprises Inc.	Timothy	Cochran		860-710-0399	timcochran@magpieeng.com cochrant3907@gmail.com	Magpie Enterprises Incorporated 1504 Cleveland Avenue National City, CA 91950 www.magpieeng.com		Small		4B5X2
9 Magpie Enterprises Inc.	Gary	Southerland		619-228-1957	garysoutherland@magpieeng.com	Magpie Enterprises Incorporated 1504 Cleveland Avenue National City, CA 91950 www.magpieeng.com		Small		4B5X2
10 BMT Designers & Planners, Inc.	Creighton	Hogan		808-295-4295 757-705-2090	Chogan@dandp.com	4401 Ford Avenue Alexandria, VA 22302 www.dandp.com	Creighton Hogan	Large	541330	54436
11 Adept Process Services	Jim	Getman	CEO	603-234-3834 cell 619-434-3194 (office)	jgetman@adeptworks.net	1505 Cleveland Ave National City, CA 91950 www.adeptworks.net	Jim Getman	Small	336611-Ship Building and Repair	48JB1
12 Hawaii Resource Group LLC dba Honolulu Marine LLC	Charles	Pires		808-526-9311	cpires@pnrwatertaxi.com	123 Ahui St. Honolulu, HI, 96813		Small	336611-Ship Building and Repair	OTC33
13 Hawaii Resource Group LLC dba Honolulu Marine LLC	Ed	Morris		808-526-9311	ew.morris@hawaiiantel.net	124 Ahui St Honolulu, HI, 96813		Small	336611 Ship Building and Repair	OTC33
14 Confluence Corp dba Regal Service Company	Jim	Prado		808-375-6342	jprado@regalservicecompany.com	1811 Republican Street Honolulu HI 96819		Small	Primary 336611, 238220, 811310	0KWN1
15 Navatek Ltd	Eric	Schiff	Vice President	808-478-7014 cell 808-695-6643 Office	eric@navatekitd.com	841 Bishop St., Suite 1110 Honolulu, HI 96813 http://www.navatekitd.com/	Eric Schiff	Small		1H2F2
16 Navatek Ltd	Gary	Johnson	Applied Engineering Div. – Director	808-291-1986	gjohnson@navatekitd.com	842 Bishop St., Suite 1110 Honolulu, HI 96813 http://www.navatekitd.com/	Eric Schiff	Small		1H2F2
17 Metson Marine Services, Inc	Robert	Golden	Logistics Coordinator	(808) 472-9942 Office 808-548-9911 cell	rgolden@metsonmarine.com	9120 Double Diamond Parkway Reno, NV 89521 www.metsonmarine.com	Stuart Birdsey	Small	488310 - Port Ops	1WMH7
18 Metson Marine Services, Inc	Paul	Macri	Program Manager	(808) 472-9942 Office (808) 342-2980 Cell	pmacri@metsonmarine.com	9121 Double Diamond Parkway Reno, NV 89521 www.metsonmarine.com	Stuart Birdsey	Small	488310 - Port Ops	1WMH7
19 Epilson Systems Solutions/ Chicks Industrial Electric Motors	Margo	Siler	Senior Account Executive	619-232-2162 office 808-295-4189 Cell	msiler@chickselectric.com	96-1362 Waihona St. Unit B Pearl City, HI 96782 www.chickselectric.com	Margo Siler			
20 Global, A First Flagship Company	Victor	Gautier	Project Manager		VGautier@flagship-global.com	93-051 Waipio Point Access Point Waipahu, HI 96797-3272	Kunal Vibhaker	Small	488310 - Port Ops	1D208

BOAT MAINTENANCE INDUSTRY DAY

Friday, November 13, 2015

Ford Island Conference Center

Company Name	Attendee First Name	Attendee Last Name	Title	Phone #	Email	Company Address Website URL	Company Primary POC	Company Size	NAICS Code	Cage Code	Sign Here to Note Your Attendance
1 C-Port Marine Services	Gregory	Worley	General Manager	850-602-0147 (cell) 850-497-6183 (work)	Gregory.Worley@Bowhead.com	4900 Seminary Road, Suite 1200, Alexandria, Va 22311 www.bowheadsupport.com	Gregory Worley	Small	488130-Port and Harbor Operations	1YJA9	
2 C-Port Marine Services	John	Lattanzi	P.M.	508 473-5784	john.lattanzi@bowhead.com	4900 Seminary Road, Suite 1200, Alexandria, Va 22311 www.bowheadsupport.com	Gregory Worley	Small	488130-Port and Harbor Operations	1YJA9	
3 QED Systems Inc.	Van	Fleming		(757)-490-5290 office (757)-897-0391 mobile	vfleming@qedsysinc.com	Headquarters 4646 N. Witchduck Rd. Virginia Beach, VA 23455 Local 96-1185 Waihona Street,	Mr. Ron Stiles 757-490-5290 rstiles@qedsysinc.com	Small	336611-Ship Building and Repair 488130-Port and Harbor Operations	7B572	
4 QED Systems Inc.	Thomas	Robinson		(757)-490-5290 office (757)-897-0391 mobile	trobenson@qedsysinc.com	Same as Above	Mr. Ron Stiles 757-490-	Small	336611-Ship Building and Repair 488130-Port and Harbor Operations	7B572	
5 Pacific Shipyards International, LLC	Gene	Fukushima	Business Development Manager	(808) 848-6211 ext: 223	gfukushima@pacificshipyards.com	Pacific Shipyards International, LLC Pier 41, Honolulu, Hawaii 96817 http://www.pacificshipyards.com	808-848-6211	Small	336611-Ship Building and Repair 488130-Port and Harbor Operations	1U7K1	
6 Pacific Shipyards International, LLC	Jonathan	Saunders	Government Program Manager	(808) 780-0586 mobile	jsaunders@pacificshipyards.com	Pacific Shipyards International, LLC Pier 41, Honolulu, Hawaii 96817 http://www.pacificshipyards.com	(808) 780-0586 mobile	Small	336611-Ship Building and Repair 488130-Port and Harbor Operations	1U7K2	
7 Magpie Enterprises Inc.	Timothy	Cochran		860-710-0399	timcochran@magpieeng.com cochran13907@gmail.com	Magpie Enterprises Incorporated 1504 Cleveland Avenue National City, CA 91950 www.magpieeng.com		Small		4B5X2	
8 Magpie Enterprises Inc.	Gary	Southerland		619-228-1957	garysoutherland@magpieeng.com	Magpie Enterprises Incorporated 1504 Cleveland Avenue National City, CA 91950 www.magpieeng.com		Small		4B5X2	
9 BMT Designers & Planners	Creighton	Hogan		808-295-4295 757-705-2090	Chogan@dandp.com	4401 Ford Avenue Alexandria, VA 22302 www.dandp.com	Creighton Hogan	Large	541330	54436	
10 Adept Process Services	Jim	Getman	CEO	603-234-3834 cell 619-434-3194 (P)	jgetman@adeptworks.net	1505 Cleveland Ave National City, CA 91950 www.adeptworks.net	Jim Getman	Small	336611	48J81	
11 Hawaii Resource Group LLC dba Honolulu Marine LLC	Charles	Pires		808 526-9311	cpires@pnwater taxi.com	123 Ahui St Honolulu, HI. 96813		Small	336611 Ship Building and Repair	OTC33	
12 Hawaii Resource Group LLC dba Honolulu Marine LLC	Ed	Morris		808 526 9311	ew.morris@hawaiiintel.net	124 Ahui St Honolulu, HI. 96813		Small	336611 Ship Building and Repair	OTC33	
13 Confluence Corp dba Regal Service Company	Jim	Prado		808-375-6342	jprado@regalservicecompany.com	1811 Republican Street, Honolulu HI 96819		Small	Primary 336611 and 238220, 811310	0KWN1	
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15 Navatek Ltd	Gary	Johnson	Applied Engineering Div. - Director	808-291-1986	gjohnson@navatekitd.com	841 Bishop St., Suite 1110 Honolulu, HI 96813 http://www.navatekitd.com/	Eric Schiff	Small		1H2F2	
16 Metson Marine Services, Inc	Robert	Golden				9120 Double Diamond Parkway Reno, NV 89521 www.metsonmarine.com	Stuart Birdsey	Small	488310 - Port Ops	1WMH7	
17 Metson Marine Services, Inc	Paul	Macri	Project Manager		pmacri@metsonmarine.com	9121 Double Diamond Parkway Reno, NV 89521 www.metsonmarine.com		Small	488310 - Port Ops	1WMH7	
Global			P.M.		nick@navy.org						

Epsilon Systems Solutions Margo Siler SR. Account Executive
 Pacific Shipyards Ian Wood COO.



Industry Day Maintenance Contract




Agenda

- Welcome & Introductions
- Command Overview
- Future Requirements
- Contracts
- Submit Questions in Writing
- Walking Tour

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Command Overview

- Pearl Harbor is 1 of 3 US Navy “Mega” Ports (along with Norfolk & San Diego) as determined by the number of USN Ship Moves/Berth Days Annually.
- Pearl Harbor: 1038/6,100
- San Diego: 1000/10,296
- Norfolk: 876/9,049
- *Ship Moves (Dock Master function) = arrivals and departures.*
- *Berth Days= Days (3 or more hours) ships were in port.*
- *Above numbers do not include MSC and Foreign Ships that frequent Pearl Harbor and fill the harbor during RIMPAC.*
- CNRH executes its mission in the Port utilizing 33 boats and 7 Service Craft.

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Future Requirements

Maintenance Contract:

Conduct maintenance, and logistics support necessary to ensure that the Government has the numbers, types and properly configured vessels available when required to meet the operational commitments. The nature of the work ranges from vessel overhaul to scheduled and unscheduled maintenance. Provide tanker men for services for Comp water offloading services.

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NAVSUP FLC Welcomes You

- Introduction
- Government's Objectives
- What We are Seeking
- POCs
- Key Points
- Estimated Milestones
- Submission Requirements
- Tips on Proposal Development
- Typical Proposal Shortfalls
- Summary

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NAVSUP FLC Objectives

- I want to thank you all for your interest in the Vessel Maintenance requirement and attending Industry Day.
- The objective is to promote robust and fair competition.
- We want this Industry Day to be a forum for enlightening you on information we have assembled thus far and solicit suggested refinements from you to make a better RFP.
- This Industry Day is to facilitate more productive interactions between DON and private industry as you, our industry partners, can offer effective alternatives/solutions for a reasonable price.

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What We Are Seeking

- The Government is Seeking
 - A qualified contractor with the expertise to effectively support vessel maintenance and mission readiness
 - Effective communication with other contractors in order to meet the missions
 - Superior contractor performance that efficiently and economically uses Government resources
 - Assurance of affordable, best value, best pricing solutions
 - Flexibility to facilitate changes in operational requirements
 - Customer Satisfaction

7



NAVSUP FLC Point of Contact

KRISTEN MOODY
 Contracting Officer
 808.473.7643
kristen.moody@navy.mil

Courtesy Copy (cc)
 Elaine Carmody
elaine.carmody@navy.mil
 on all questions submissions

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Key Points

- Request for Proposal (RFP) and Solicitation are synonymous
- No agreements, promises or other commitments are made or implied by the Government or Contractors participating in Industry day
- No information provided will be contractually binding and should only be used for planning purposes
- No final decisions have been made in regards to posting the RFP or the source selection method
- The solicitation and any amendments will be published on the NECO web site (www.neco.navy.mil)
- Submit your Capabilities Statement and all questions and comments via email to POCs by Monday, 23 November 2015
- Q & A will be posted as an amendment to the Sources Sought. Your questions and comments may be taken into consideration in the development of a RFP.

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Estimate Milestones

- 23 Nov 2015: Submit all questions and comments, from Industry Day to Ms. Moody and cc: Ms. Carmody
- Feb-May 2016: RFP Issued, Contractor Proposals due 30 days later, and Proposals Evaluated
- June 2016: Contract Award
- 1 July 2016: 90 Day Phase-in Period
- 1 Oct 2016: Full Contract Performance Start

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Submission Requirements

Proposal must demonstrate to the Government's satisfaction that the contractor is capable of successfully performing the solicitation requirements and overall program objectives

- Two (2) RFP elements
 - Element 1: Technical requirements
 - Element 2: Price
- Please follow specific instructions listed in RFP

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Proposal Development

Understand program objectives / acquisition strategy

- Be attentive to all parts of the RFP
 - PWS
 - Terms and conditions
 - Submission instructions and evaluation criteria
- Demonstrate the ability to comply with requirements and implement the proposed approach
 - Demonstrate that sufficient resources and capabilities will be applied
 - Consistency from element to element
- Substantiate all claims regarding performance history

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Typical Proposal Shortfalls

- Untimely Proposal Submission
- Regurgitating the PWS
- RFP instructions not followed
- Statements in the RFP are not well supported
- Proposals are not well organized
- Past performance POCs are not current
- Not signing RFP or providing all requested information
- Arithmetic and/or spreadsheet formulas are incorrect
- Not explaining pricing approach
- Discrepancies between priced labor in price quote and what is stated in technical quote



Summary

Keys to developing a good proposal

- Understand the RFP requirements
 - Follow the submission instructions
 - Ask Questions during the appropriate timeframe
 - Understand the evaluation criteria
-
- Ensure that your proposal
 - Helps the evaluator – so there is no guessing or searching for answers
 - Substantiates all claims

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Please Submit your questions in writing and
Prepare for the Tour



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