



**Design – Build Indefinite Delivery Indefinite Quantity
Firm Fixed Price Multiple Award Construction Contract
For Guantanamo Bay**

Phase-One Pre-Proposal Conference

**January 15, 2015
Naval Air Station Jacksonville
Jacksonville, Florida**

Agenda



- ☐ Introduction** **0900 – 0915**

- ☐ Solicitation Brief** **0915 – 0945**

- ☐ Break** **0945 – 1000**

- ☐ Guantanamo Bay Brief** **1000 – 1045**

- ☐ Upcoming Workload for
Guantanamo Bay** **1045 – 1100**

Admin Remarks



- Attendance Roster**
- Silence all Cell phones and pagers**
- No recording**
- Facilities**
- Presentations and attendance roster will be provided on the Navy Electronic Commerce Online (NECO) Website/Federal Business Opportunities (FBO) Website**
- Continue to monitor NECO/FBO for responses to Pre-proposal Inquiries and Amendments**



Introduction

Phase-One Pre-Proposal Conference

January 15, 2015

**Naval Air Station Jacksonville
Jacksonville, Florida**

NAVFAC SE Organization



IPT South Atlantic

- NS Mayport
- NAS Jacksonville
- NSA Orlando
- NSB Kings Bay
- NAS Key West
- SOUTHCOM/Caribbean AOR
- ROICC Haiti

IPT Gulf Coast

- NAS Corpus Christi
- NAS Kingsville
- NAS Meridian
- NAS Pensacola
- NAS Whiting Field
- NSA Panama City
- NCBC Gulfport
- NSA Mid-South

IPT South and Central

- NAS JRB Fort Worth
- NAS JRB New Orleans
- **NS Guantanamo Bay**
- ROICC Charleston
- ROICC Barksdale

- Capital Improvements
- Public Works
- Acquisition, Financial Management, CIO, Counsel
- Contingency Engineering
- Environmental
- Asset Management

Purpose



- **Informal Exchange of information to provide offerors with insight into Government evaluation of proposals to aid with proposal preparation**
- **To promote a common understanding of:**
 - **Requirements specific to Guantanamo Bay**
 - **Proposal Instructions**
- **Networking opportunity**

Pre-Proposal Communications



- **Informal Exchange of information – Refer to RFP for formal changes**
- **No One-on-One discussions with Government personnel**
- **Generic/Clarification type questions may be asked at the pre-proposal conference however**
- **Any answers to questions provided at this conference or changes to the RFP will be provided as an amendment to the solicitation. No change will be considered confirmed unless it is addressed in a formal amendment.**

Pre-Proposal Inquiries (PPI) Process



- **Offerors shall submit their questions using the Pre-Proposal Inquiry (PPI) Process – refer to section 00150 Item 1.8**
- **PPI's must be submitted 10 working days prior to solicitation closing date, which is January 22nd. Closing date is February 5th at 2PM Eastern Time.**
- **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

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.

This document does not represent all issues or charges that could be incurred during the performance of a contract, but is intended to provided the basics for understanding the unique environment in Guantanamo Bay.



**Design – Build Indefinite Delivery Indefinite Quantity
Firm Fixed-Price Multiple Award Construction Contract
For Guantanamo Bay**

Solicitation N69450-15-R-1603

Presented by:
Kendra McMahon, Contract Specialist

Solicitation N69450-14-R-1756



- Overview of the Solicitation/Contract**
- Two-Phase Design-Build Selection Procedures**
- Proposal Submission for Phase-One**
- Evaluation Factors**
- 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 \$95M/Base and four option years, whichever comes first**
- Projects will generally range from \$150K - \$15M**
- Unrestricted Full and Open Competition**
- Minimum Guarantee of \$1,000 for awardees**
- Two-Phase Procurement**

Overview of the Contract (cont.)



- ❑ Design-Build/100% Plans and Specifications Construction Contracts**

- ❑ Projects will primarily consist of** general building type projects (new construction, renovation, alteration, demolition, and repair work) including industrial, infrastructure, administrative, training, dormitory, and community support facilities for DoD activities in Guantanamo Bay, Cuba
 - ❑ May require comprehensive interior design and incorporation of sustainable features.**

- ❑ Special Conditions for Guantanamo Bay Projects - Attachment G**

Overview of the Solicitation



- ❑ **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.

- ❑ **Selection of phase-one offerors and award in phase-two may be made WITHOUT DISCUSSIONS.** Therefore, proposals should be submitted initially on the most favorable price and technical terms.

Two-Phase Design-Build Source Selection Procedures



Phase-One

- Narrowing phase of the most highly qualified offerors based on Phase-One evaluation factors
- Price is not a factor in phase-one

Phase-Two

- Only offerors selected in phase-one will be invited to phase-two
- Phase-two proposals will include a non-cost/price proposal (technical) and a price proposal for the “seed” project.

Proposal Submission for Phase-One



- Phase-One Proposals are due February 5th at 2PM EST (unless amended)**
- Phase-One Submission includes two Proposals:**
 - Submission Requirements**
 - Non-Cost/Price Factors Proposal**
- Submit Proposals in separate 3-ring binders and clearly identify if the binder is the original or a copy**
- Proposals may be sent via mail or hand carried**
 - Base Access required for hand carried proposals**

Factors for Award



- Price**

- Non Cost/Price Factors**

 - Phase-One:**

 - Factor 1 – Technical Approach

 - Factor 2 – Experience

 - Factor 3 – Past Performance (Confidence Assessment Rating)

 - Factor 4 – Safety

 - Phase-Two:**

 - Factor 5 – Technical Solution

 - Factor 6 – Energy and Sustainable Design

Best Value Tradeoff 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.
- ❑ **Selection of phase-one offerors and award in phase-two may be made WITHOUT DISCUSSIONS.** Therefore, proposals should be submitted initially on the most favorable price and technical terms.

Proposal Requirements for Phase-One



- Submission Requirements Proposal**
- Non Cost/Price Factors Proposal**
 - Factor 1 – Technical Approach
 - Factor 2 – Experience
 - Factor 3 – Past Performance (Confidence Assessment Rating)
 - Factor 4 – Safety

- Keep proposals separate**

Submission Requirements Proposal



- Provide one (1) original, one (1) copy and one electronic copy (CD format) of the solicitation submittal. Electronic copy does not have to include the total proposed project price.**

- Include the following:**
 - Executed SF1442 and amendments, as applicable**
 - Bonding capacity of at least \$15M and ability to bond multiple projects**
 - Ensure registration in SAM – to include Annual Reps and Certs; complete any reps/certs provided in Section 0600 of the solicitation that vary from or are not in SAM**

cont.

Submission Requirements Proposal (cont.)



□ Continued...

- **Ensure Federal Awardee Performance and Integrity Information System (FAPIS) Certification as required by FAR 52.209-7, Information Regarding Responsibility Matters**
- **Vets-100 Registration**
 - Email Confirmation of submission
 - Brief statement stating that the offeror is not required to submit and why

Non Cost/Price Factors Proposal (Phase-One)



- Provide one original, four copies, and one electronic copy (CD) for Factors 1 – 4.**
- Page limits are identified in individual factors**
- 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, partnership agreements, subcontractors, teaming arrangements, etc. does not count towards the page count.**

Factor 1 – Technical Approach

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



- ❑ Factor 1 will only be rated Acceptable or Unacceptable. If an Offeror is rated Unacceptable in Factor 1, then they will not be considered for Phase Two.**

- ❑ Submit a Narrative (NTE 2 single-sided pages)**
 - Describing the proposed primary construction firms and primary design firms for this contract and the rationale for the arrangement
 - Provide the role, responsibilities, and contractual relationship between the various firms (See FAR Subpart 9.6)
 - Include simple organizational chart (included in page count)
 - Experience of an entity claimed in Factor 2 must be represented in Factor 1

- ❑ Provide a signed copy of the relationship agreement (e.g., JV, MPA, letter of commitment) for each member of the offeror's team – Does not count toward page count**

Factor 2 – Experience

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



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

- Two Types of Experience - Construction and Design**

- Construction Experience**
 - **3 – 5 relevant construction projects**
 - **Relevant includes**
 - multi-discipline, vertical construction project
 - approximately \$5M or more
 - completed within the last five years
 - similar size, scope, complexity
 - **At least one project must be a multi-discipline renovation of approximately \$5M or more**

Factor 2 – Experience (cont.)

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



❑ Construction Experience (cont.)

- 1 – 3 projects the offeror has constructed that have received certification from an organization with an auditable process (Third Party Certification) such as LEED or Spirit
 - Demonstrate how project was designed and built in a sustainable manner
 - Provide detailed certification criteria and the successful worksheets for certifications for other than LEED or Spirit (does not count towards page count)
 - Projects do not have to include the 3 – 5 relevant construction projects previously mentioned
 - “Self-certified” or “Certifiable” do not meet the requirements of third party certification and will not be considered

Factor 2 – Experience (cont.)

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



□ Design Experience

- **3 – 5 relevant projects for the design team**
- **Relevant includes**
 - design for multi-discipline, vertical construction project
 - construction cost was approximately \$5M or more
 - completed within the last five years
 - similar size, scope, complexity
- **At least one project must be design of a multi-discipline renovation of approximately \$5M or more**

Factor 2 – Experience (cont.)

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



□ Design Experience (cont.)

- 1 – 3 projects the offeror has designed that have received certification from an organization with an auditable process (Third Party Certification) such as LEED or Spirit
 - Demonstrate how project was designed and built in a sustainable manner
 - Provide detailed certification criteria and the successful worksheets for certifications for other than LEED or Spirit (does not count towards page count)
 - Projects do not have to include the 3 – 5 relevant design projects previously mentioned
 - “Self-certified” or “Certifiable” do not meet the requirements of third party certification and will not be considered

Factor 3 – 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 2**

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

- May address negative past performance (NTE 4 pages)**

Factor 4 – 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 2011, 2012, 2013**
- Ensure DART Rates are calculated**
- If Rate is Zero, state that it is Zero**
- 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**

Contract Administration



- Contract will be administered by IPT South and Central**
- 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 combined into one site visit**
- Each task order will contain specific evaluation factors**

Suggestions on Solicitation Submissions



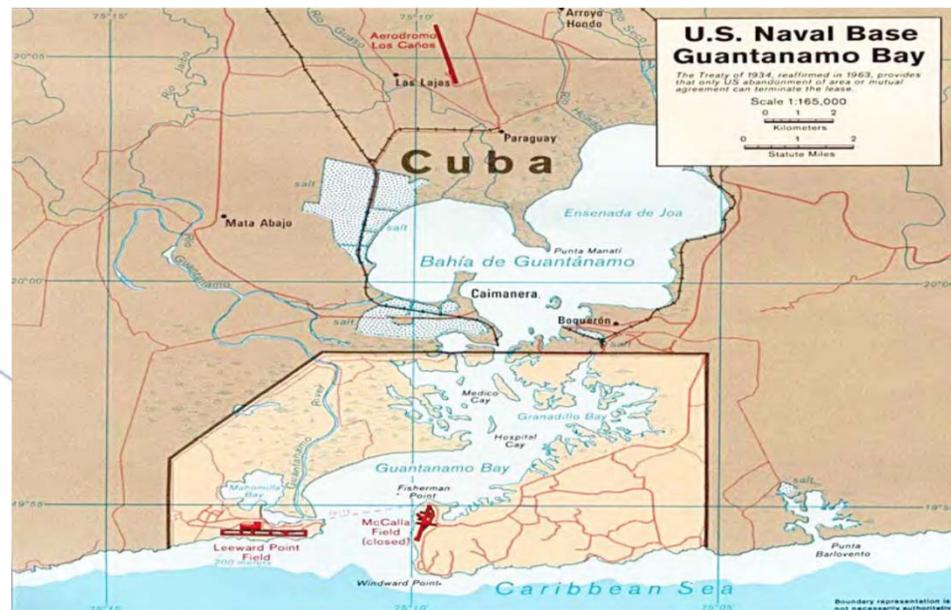
- Read** the solicitation and amendments carefully before responding and submit complete proposals.
- Verify accuracy of SAM and VETS-100 registrations
- Ensure all Reqs and Certifications have been completed either in SAMs or as part of the proposal
- Clearly demonstrate scope on submitted projects
- 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!

Contractor Courtesy Information for Projects in GTMO



Mobilization Logistics



• **Entry Clearance & Identification**

- Submitted to the KO no less than 15-days prior to entry for ex-PATs and 45-days for non-US Citizens, contact 011-5399-4164
- Employees shall be required to obtain badges upon entry. See APACS clause for further detail.
- Passports not expiring within 6-months are required

• **Berthing**

- Limited Management/Supervisory Housing will be rented at a fair market rate
- Initial crew berthing may be available with the CBQ, contact 011-5399-4427.
- The contractor must construct a man-camp to berth its full time employees.
- The contractor will be provided an area for camp setup and will pay prevailing rates for electric, water, sewer, and trash services. For planning purposes, please contact the Asset Management Branch at 011-5399-5668.

• **Work Force**

- No available labor pool in GTMO. Limited availability to subcontract to on-island contractors.
- Foreign Nationals may be used, however FNs from dissident areas may be excluded and denied entry (Except selected JTF projects).
- No mandated wage rates.

Mobilization Logistics



• **Transportation of Personnel**

- Air Mobility Command (AMC) flights to and from Jacksonville, FL; Norfolk, VA; and Kingston, Jamaica. AMC terminal GTMO contact 011-5399-4850.
- IBC flights to/from Ft Lauderdale/Miami/Palm Beach. Contact 1-866-422-7000.

• **Transportation of Materials and Equipment**

- Vessels provided under contract to the Government depart every 14 days from Jacksonville, FL to GTMO. Government materials take priority, but remaining space is first-come-first serve to 3rd parties. Contact current contractor.
- Contractor barges may off load materials. Contractor arranged air travel can be scheduled.
- Contractor not obligated to use government contracted vessels, nor guaranteed availability
- Lay down area will be provided to contractor .
- Compressed gas cylinders must be procured and shipped by contractor.

• **On-Base Transportation**

- Contractor shall provide necessary personnel, vehicles, and equipment required and shall bear all costs associated.
- Base bus system available 7 days a week.
- Ferry service scheduled runs from Leeward to Windward 7 days a week.

Base Services



• Utilities

- Contractor will be charged prevailing rates for electric, water, and sewer.
- FY15 rates are:
 - Elect: \$506.63 / Mwh (\$.50/kwh)
 - Water: \$25.00 / Kgal
 - Sewer: \$20.00 / Kgal
- Water/power meters must furnished/installed at contractor expense.
- Backflow preventers are required at all temporary water connections.

• Medical and Dental

- Medical and dental services available to the contractor's employees are limited.
- Hospital and Dental Clinic are primarily staffed to treat DOD personnel.
- Government ambulance and medical care when required will be billed at prevailing rates. For more information:
 - Dental Care: 011-5399-2239
 - Medical Outpatient Care: 011-5399-2230
 - Medical In-patient care rates: 011-5399-2185

Base Services



- **Food Services**

- Contractor personnel may eat at the Navy Exchange food outlets, or at other open food service facilities on a cash basis at current prices.
- Contractor personnel may also eat at Gold Hill, Leeward, and Seaside galleys.

- **Refuse Collection - Collection is mandatory.**

- Contact the local BOS contractor to establish services
- Cost to the contractor is based on volume of dumpster.
- Service does not include articles left outside of containers.
- Landfill on base open for construction debris at no cost. Hazardous material must be shipped off base by NAVST at contractor's cost.

- **Exchange, Commissary, and Recreation Facilities**

- Exchange and Commissary is open 7 days a week and available to all contractors and their dependents in accordance with base regulations.
- MWR recreation facilities are available for use in accordance with base regulations.

Base Services



• Internet, Cable, and Phone Services

- Internet is available through SCSI (011-5399-77362) or Phoenix Cable (011-5399-2510).
- Cable TV service is available through Phoenix Cable.
- Base telephone service for job sites, offices, and management quarters may be arranged for at Base Communications Business Office (011-5399-2500).
- Phone Services for living quarters and personnel including local cellular and long distance are available through SCSI.

• Laundry and Dry Cleaning

- The government will make available laundry and dry cleaning facilities for contractor personnel and dependents at prevailing rates.

• Petroleum Products

- Sales of petroleum products shall be made from NAVSTA Supply Department under special deposit procedures based on the prevailing rate.
- Gasoline (MOGAS), aviation gasoline (AVGAS), JP-5, and Diesel Fuel are available. Fuel Purchase Agreement must be established with DLA.
- Bulk Fuels are available for tanker delivery to your equipment or day tanks.
- Regular filling at station pumps may be utilized by paying prevailing rate.

Base Services



•Mail

- All incoming and outgoing mail is handled by air. Expect receipt of inbound mail in about 7-14 days and delivery of outbound mail in about 7-14 days.
- For newly arriving contractors, the PWD staff will help obtain a dedicated post office box at the Base post office. An employee's address will look like this:

John Doe

PSC 1005, BOX (assigned box number)

(name of contracting company)

FPO AE 09593 (+4 DIGITS ARE REQUIRED)

- A copy of your contract is required to set up a mailbox.

•Banking

- Community Bank is located in the Navy Exchange atrium.
- Navy Federal Credit Union that's a non-cash, Member Service Center facility.
- Personal checks may be cashed at the Navy Exchange in the NEX Mall.
- Advised that a petty cash account be opened with Community Bank, a copy of current contract will be required.

Base Services



• Environmental, HAZMAT, and HAZWASTE

- For Base environmental regulations, please call 011-5399-4662.
- For HAZMAT information, please call 011-5399-4380.
- For HAZWASTE information, please call 011-5399-4994.

Work at JTF Sites



• **Restricted access**

- JTF Access Badges obtained through JTF Badging via PWD.
- Employee SSN or Passport is required for JTF badge.
- Employees may be denied access to areas within JTF or may require a military escort.
- All FN's have to have an Security Interview IOT obtain JTF Badge.

• **Other considerations**

- Work hours may be restricted to observe Islamic prayer schedule or other similar requirements.
 - Work for the Islamic Prayer schedule will stop 10 minutes prior to prayer and start 10 minutes after prayer to ensure all Camps are completed with prayer time.
 - Work within the Joint Detention Group (camps) footprint is from 0730-1700 Monday through Saturday.
- Work within camps will incur further restrictions.
 - Contractor may have to stop work at anytime due to Detainee Operations.





Upcoming Workload for Guantanamo Bay

**January 15, 2015
Naval Air Station Jacksonville
Jacksonville, Florida**

Upcoming Workload for Guantanamo Bay



- ❑ Actual construction work itself is typical of any of the Bases in our Southeast AOR

- ❑ Task orders on this MACC are expected to include some new vertical construction, some new horizontal construction, building renovation, roofing work, fire protection upgrades, paving projects, and utility work.

- ❑ The structures we have at Guantanamo Bay include waterfront structures like wharves, piers, docks, and boat slips.

Upcoming Workload for Guantanamo Bay



- ❑ Buildings include admin bldgs, warehouses, fire stations, BEQ's, Galleys, stand-alone houses, duplexes, Gas Station, Naval Exchange, Outdoor Movie Theater, community centers, car wash, windmills and diesel generator power generation plant, school, child development center, medical clinics, vet clinic, wastewater treatment plant, water generation plant, laundry, and a radio station.

- ❑ For utility work we have electrical substations, comm systems, roads, sidewalks, parking lots, and fences. Happy to say there are no stoplights.

- ❑ What is different on this base is the JTF structures with the detainee camps that include the security perimeters around the facilities

Upcoming Workload for Guantanamo Bay



The following is a list of upcoming projects that could be awarded under the MACC. These projects to be within the task order range of the MACC.

- **Airfield Taxiway Repairs**
 - **Increase Fuel Pipe Size on Pier—a DLA Project**
 - **Repair Deficiencies at Gov't Gas Station**
 - **Diesel Loading Rack Repairs**
 - **2 Repair Wharf Projects**
 - **Fire Suppression and Life Safety Upgrades**
 - **Roof Reconstruction**
- (cont.)**

Upcoming Workload for Guantanamo Bay



The following is a list of upcoming projects that could be awarded under the MACC. These projects to be within the task order range of the MACC (cont.)

- **Hangar Refurbishment and Renovation of Existing Building**
- **Boat Slip Construction**
- **Bowling Alley Renovations**
- **Upgrade Facility**
- **Laundry Renovation**
- **Equipment Shelter Repairs**