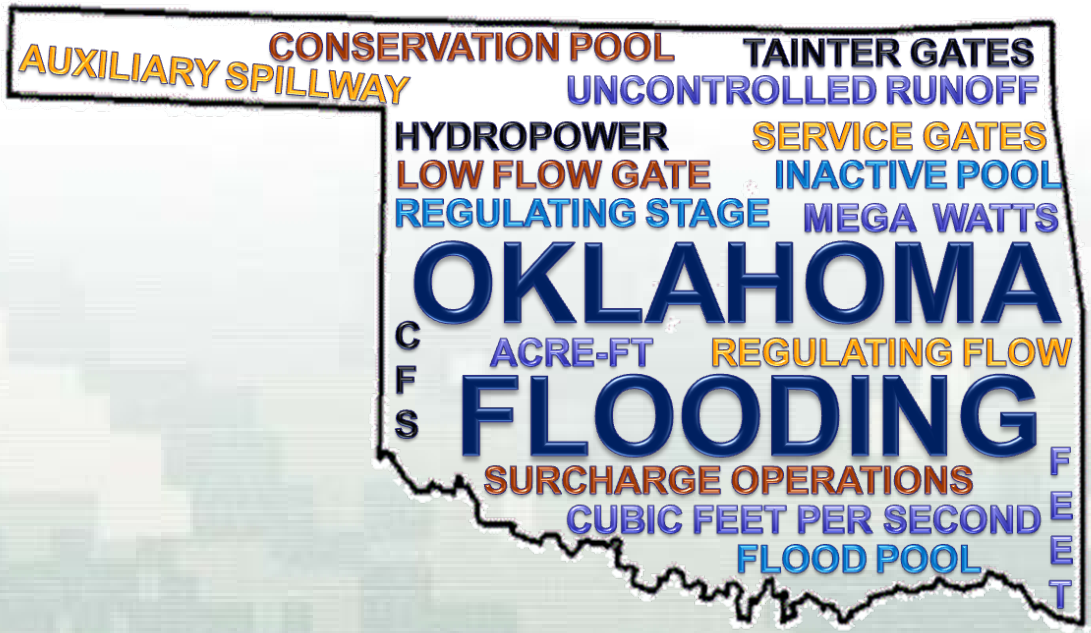
Welcome to FY16 Meet-the-Corps Day

Today's Schedule

- 1000 Welcome and Industry Introductions (I)
- 1015 Support Team Updates
  - SAME OK-Combined Post
  - Vocational Rehabilitation and Employment Office, Veterans Affairs
  - Small Business Administration
  - OK Procurement Technical Assistance Centers
  - Tulsa Technology Center
- 1100 Industry Intro (II) and Tulsa District Brief
- 1200 Industry Intro (III) and Break/Lunch
- 1215 Breakout Sessions
  - 1) Top 5 Things Contractors Need to Know (Charlie Thurman-TAFB, Mike Nance-Tulsa Res Office, Rick West-Fort Sill Area Office
  - 2) Regional Planning and Environmental Center Update
- 1330 Face-to-Face with Tulsa District and Large Businesses
- 1630 Event Completion
- 1530-1730 Extended Networking Session – Los Cabos



Tulsa District

COL Richard Pratt

US Army Corps of Engineers

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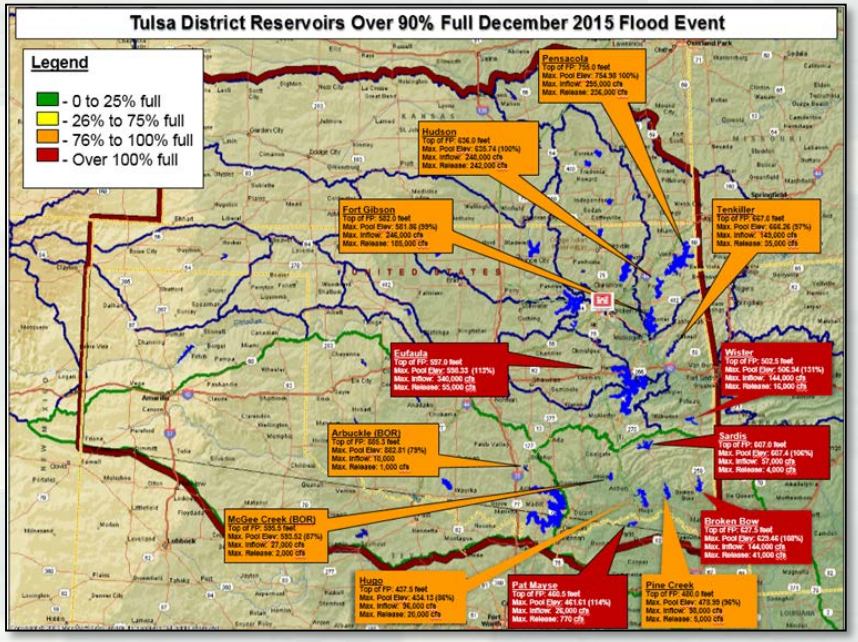
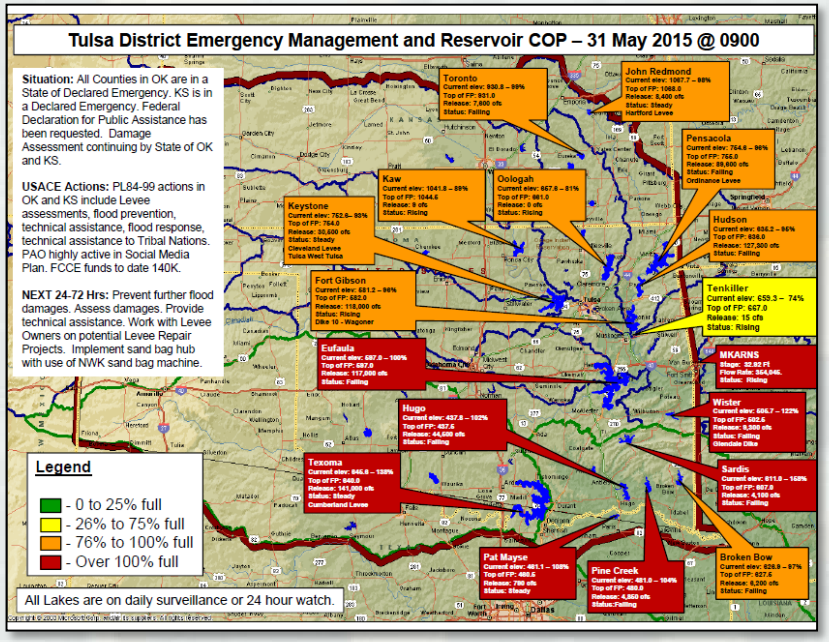
2015 Flood Risk Management





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SWT Organization

Executive Office

Sm Bus

NCO

ADMIN
- Counsel
- Public Affairs
- Resource Mgmt
- Internal Review
- HR
- EEO
- Safety

E&C
- Engineering
- Design
- H&H
- Central OK AO
- Ft Sill AO

OPS
- Nav
- Hydro Pwr
- Kansas AO
- Northern AO
- Eufaula AO
- Ft Gibson AO
- Red River AO

RE
- Mgt & Disposal
- Acquisition

REG

CT
- Execution
- Const
- BOB

Emergcy Mgt

PPMD
- Civil
- Military

Southwestern Division Regionalization

Dam Safety Production Ctr (SWT)

Hydropower BoG (SWT)

MKARNS BoG (SWL)

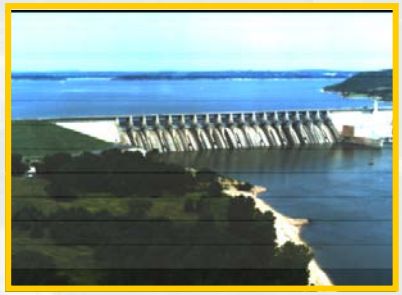
Regional Planning & Env Ctr (SWF)

Vertical Design Ctr (SWF)

Real Estate (SWF)

AO-Area Office
BOB-Business Oversight Branch
BoG-Board of Governance
CT-Contracting
EEO-Equal Opportunity
EM-Emergency Mgmt
Env-Environmental
H&H-Hydraulics and Hydrology
HR-Human Resources
MKARNS-McClellan-Kerr Arkansas River Navigation System
Nav-Navigation Office
NCO-National Contracting Organization
OPS-Operations Div
PPMD-Programs & Project Mgmt
REG-Regulatory
RE-Real Estate

Tulsa District



- 700 people
- Arkansas River and Red River Basins in Oklahoma, Southern Kansas and Northern Texas
- Major Missions of the Corps of Engineers
  - War Fighting
  - Navigation
  - Hydropower
  - Flood Control (Flood Risk I
  - Military Construction
  - Regulatory/Environmental
  - Homeland Security

Tulsa District Program Priorities

- ✓ Strategic communications and exceptional stakeholder relationships
- ✓ KC46A bed down mission with Depot maintenance mission at Tinker AFB, and training mission at Altus AFB, with aircraft scheduled to arrive MAR 2019
- ✓ Sustainment, Restoration and Modernization (SRM) support for Army, Air Force and Interagency Support customers
- ✓ Improve the resiliency and reliability of our Civil O&M Project by reducing the critical backlog maintenance
- ✓ Support Regional Planning Initiatives to maximize water resources reliability

Military Mission

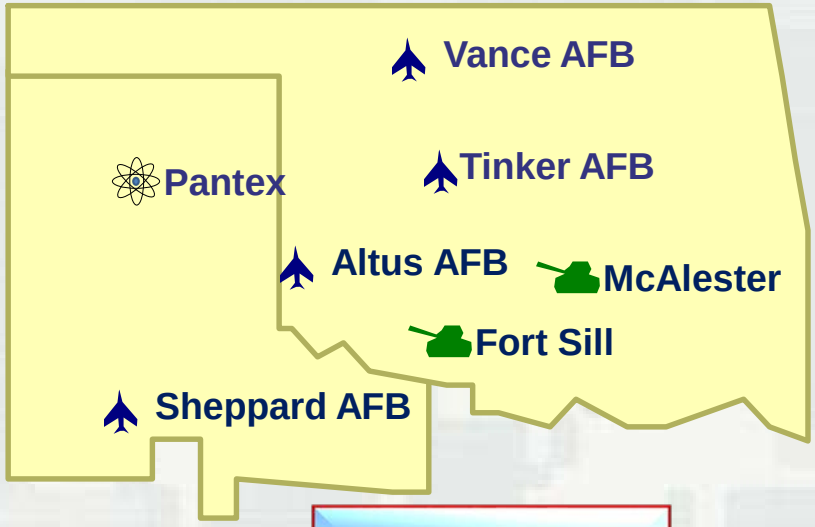
- Engineering
- Construction
- Installation Support
- Environmental Management

KC 46A Program
Altus AFB

Control Tower
Vance AFB

Medical Facility
Tinker AFB

ENJPT Training Facility
Sheppard AFB



Reserve Center
McAlester Army
Ammunition Plant

Air Defense Artillery School
Fort Sill

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Tulsa District Military Program Trends

- Military Construction (MILCON)
  - KC46a (Tinker AFB; Depot Maintenance & Altus AFB; Training)
  - Defense Logistics Agency Support at Tinker AFB
  - FT Sill TRADOC mission

- Sustainment , Renovation, Modernization (SRM)
  -- More centralized management by the Army/AF
  -- Trends; Large Building Renovations, Airfield Pavement Work & Small short duration projects
  -- Becoming Larger part of the USACE Military Program

- Interagency and International, Support Program (IIS)
  -- Support to National Nuclear Security Agency at PANTEX
  -- New Customers; Veterans Affairs (National Cemetery Administration) and 63rd Army Reserves

Civil Works Mission

Water Supply
- 50% of Corps water supply contracts
- 18 lakes, 104 water supply customers
- 2.2 million people served

Tenkiller Lake

Water Quality
- Enhances municipal, industrial, irrigation usage
- Protects endangered species
- Improves degraded streams

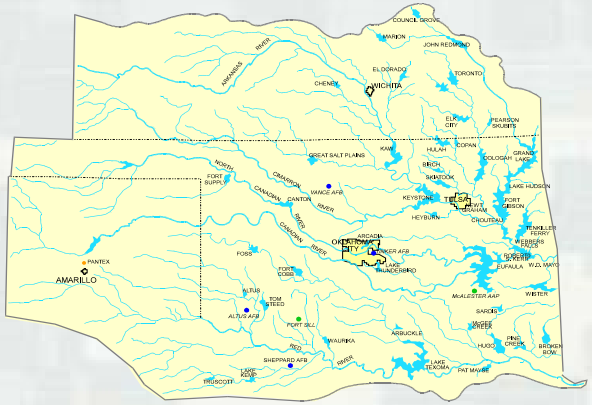
Red River Chloride, Area VI

Webbers Falls Turbine

Hydroelectric Power
- 8 power plants produce 585,000 kw capacity
- Generates power to 8 million customers

Flood Risk Management
- 38 Corps dams + 10 others
- 15,950,000 acre feet of flood storage
- Arkansas River Basin: $11,144B in cumulative flood damage reductions
- Red River Basin: $1,936B in cumulative flood damage reductions

Grand Lake



Honors Cottage, Skiatook Lake

Recreation
- 267 recreation areas at 33 projects
- 22.5 million visitors in 2012

Inland Navigation (MKARNS)
- 5 locks & dams
- 3 major ports

Environmental Stewardship
- Tenkiller Low Flow Pipe
- Supersaturated Dissolved Oxygen System (SDOX)

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Tulsa District Civil Works Trends

- Investigations
  - Feasibility – Arkansas River Corridor Feasibility Study
  - Planning Assistance to States - $10M National Limit
    - SWT Total PAS program for FY16 is $807,000

- Construction
  - Continuing Authorities Program – Luther Road
  - Dam Safety Rehab – Canton and Pine Creek
  - Hydropower Rehab – Customer Funded – Webbers Falls and Denison

- Operations and Maintenance
  - Aging infrastructure, but limited funding

Architecture/Engineering

- Access
  - FY 15 – 175 AE (not Env) Contract Actions obligating $17.7M
  - District continues to award AE requirements generally through IDIQ contracts.
  - Build exposure and local experience through teaming
- Current Capacity
  - Full Suite of AE contracts were established in 2015 with 5 year Periods of Performance
- Future Capacity
  - TBD through the District Acquisition Strategy Board process
- Future Work
  - MILCON, SRM, Civil Works Construction/Services

MILCON

- **Access**
  - **MILCON acquisition strategy based on complexity**
    - Sources Sought to determine set asides
  - **Less complex discrete projects set aside competed or negotiated IDIQ**
- **FY 15 MILCON**

TAFB/KC-46A TWO-BAY Depot Maint Hangar	$50-$100M	UR	(Adv) Feb-16	(Awd) Jul-16
TAFB Heat Recovery Controls	$1.5-$5M	SB	(Adv) Mar-16	(Awd) Jul-16
SAFB/Convert circuit 6	$10-$25M	SB	(Adv) 25-Jan	(Awd) 4QFY16

- **FY 16 MILCON**

TAFB/Air Traffic Control Tower	$10-$25M	UR	(Adv) 4QFY16	(Awd) 1QFY17
TAFB KC46A Depot Main Dock	$15-$45M	TBD	(Adv) 4QFY16	(Awd) 4QFY16
Fort Sill/Training Support Facility	$10-$25M	SB	(Adv) 1QFY17	(Awd) 1QFY17
Fort Sill/Reception Barracks Complex	$50-$100M	UR	(Adv) 1QFY17	(Awd) 2QFY17
Fort Sill TBUP Renovation (SRM)	$35-$60M	UR	(Adv) 4QFY16	(Awd) 4QFY16
AAFB/120-Man Dormitory	$10-$25M	TBD	(Adv) 1QFY17	(Awd) 3QFY17

- **FY 17 MILCON**

TAFB/Systems Integration Lab	$10-$25M	TBD	(Adv) 1Q17	(Awd) 3Q17
SAFB/Medical Dental Clinic	$50-$100M	UR	(Adv) 2Q17	(Awd) 4Q17
AAFB/KC-46 FTU FTC Simulator Fac Ph II	$10-$25M	TBD	(Adv) 1Q17	(Awd) 2Q17

Sustainment, Renovation, Modernization (SRM)

(Tinker AFB, Vance AFB, Sheppard AFB, Altus AFB, Ft. Sill)

- Access
  - Most SRM requirements awarded through existing IDIQs
  - Reputation gained through local experience important
  - Build experience
    - Teaming and Subcontracting
    - Other federal and installation contracts
  - 8a, HUBzone, WOSB, SDVOSB designation; discriminators that tip the scale
- Current Capacity (After FY16)
  - Several expiring MATOCs, SATOCs, and POCAs in FY15. The District will be at risk for EOY FY16 capacity until new contracts are in place.
  - District in final approval stage for a $550M 5-year Programmatic D/B Construction Plan
- Future Capacity

			(Adv)	(Solicitation #)	(Awd)
D/B MATOC (NAICS 236220)	**$49.5M**	**SDVOSB**	**2QFY16**	**W912BV-16-R-0074**	**3QFY16**
D/B MATOC (NAICS 236220)	**$49.5M**	**HZ**	**2QFY16**	**W912BV-16-R-0073**	**3QFY16**
D/B MATOC (NAICS 238220)	**$49.5M**	**EDWOSB**	**2QFY16**	**W912BV-16-R-0075**	**3QFY16**
D/B SATOC (NAICS 236220)	**$25M**	**8a**	**2QFY16**	**W912BV-16-R-0076**	**3QFY16**
D/B SATOC (NAICS 236220)	**$25M**	**8a**	**2QFY16**	**W912BV-16-R-0077**	**3QFY16**

- Future Work
  - Total FY16 Planned SRM $110M

Civil Works (Major/Minor Maint)

- Access
  - Often open competed contracts due to specialized work
  - Respond to Sources Sought
  - Team with specialists
- Current Capacity
  - Three Civil Works POCAs in FY16 (Contractors already identified)
  - All FY16 D/B Construction capacity may be used if appropriate
- Future Capacity
  - Additional POCA contracts planned for FY17/18.
- FY 16 Schedule Maintenance Work

Texoma Lake, OK	**Cumberland Levee PH II Repair**	**$5M-$10M**	**TBD**
Texoma Lake, OK	Replace Service Gate Hoist	$1-$5M	SB
Canton Lake, OK	Repair Sluice Gates	$1-$5M	SB
Canton Lake, OK	Road Paving	$1-$5M	SB
El Dorado Lake, KS	Rplc Two Service Gates	$1-$5M	UR
Marion Lake, KS	Rpr Bridge Spillway Box Girders	$1-$5M	SB
Webbers Falls L&D, OK	Rpr Miter Gates	$1-$5M	SB
Hulah Lake, OK	Rpr 6 Tainter Gates	$1-$5M	SB
Canton Lake, OK	Toe Drain Channel	$1-$5M	SB
Yukon, Ok	Yukon Waterline & Water Tower	$1-$5M	SDVOSB
Canton Lake, OK	Blain Park Remediation	$1-$5M	TBD

Civil Works (Service)

- Access
  - Good way to gain experience with the district as stepping stone to other work
  - Do your homework –
    - Who are the POCs? Operation Project Managers, Lake Managers
    - What specifically needs to be done?
    - When will the cycle (1+4) on that contract come available? Normally all awarded by 2nd QTR
    - Where is the work; go visit site and ask questions
    - How will it be advertised? SB set-aside for all work under $150k
  - Talk to SB Deputy/Lake Managers
- Current Capacity
  - Typically do not use IDIQ contract for area service requirements.
- Future Work (FY16)

Copan Lake (In FBO)	PCMC	$150k-$1M
Kaw Lake	PCMC	$150k-$1M
Marion Reservoir (KS)	PCMC	$150-$1M
Oologah Lake	PCMC	$150k-$1M
Skiatook Lake	PCMC	$150k-$1M

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Environmental

- Access
  - Majority of requirements awarded through existing IDIQs and MATOCs
  - Reputation gained through Army/Air Force customer experience important
  - Build experience in main environmental program areas e.g. Environmental Quality, Restoration (including MMRP)
    - Teaming and Subcontracting
    - Other federal and installation contracts
- Current Capacity (SWT)
  - AE
    - FY15 UR Env Services x 3, FY15 SB Env Services x 3
  - Services
    - FY 11 UR ERS x 5, SB Env Services x 3, SB ERS x 7,
- Future Capacity

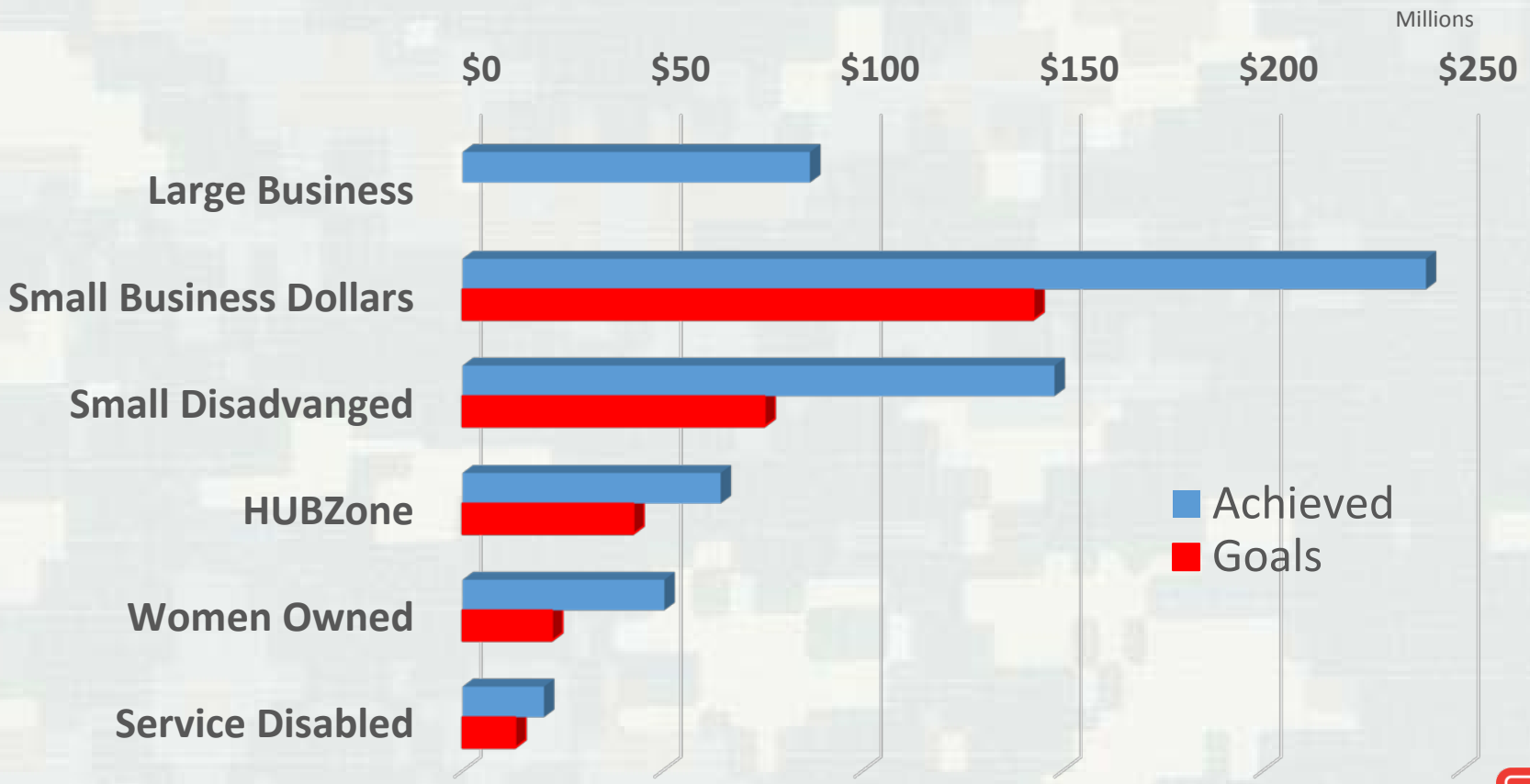
PBR Parcel 3 Closure	**$100-$150M**	**UR**	**(ADV) TBD**	**(AWD) 2Q**
IDC SATOC for Hazardous Waste	**$9.9M**	**SB**	**(ADV) TBD**	**(AWD) 2Q**
Env AE Svcs (Master Planning)	**$49.90**	**SB/LG**	**(ADV) 4QFY16**	**(AWD) 1QFY17**
MEGA ECS	**$60M**	**8a**	**(ADV) TBD**	**(AWD) 4Q**
MEGA ERS	**$45M**	**SB**	**(ADV) TBD**	**(AWD) 4Q**
AE for Iwakuni (Master Planning)	**$9.9M**	**TBD**	**(ADV) TBD**	**(AWD) 4QFY16**

Small Business Advice

- Start Small and Be Patient
- Don’t Over-Commit
- Build experience through teaming and subcontracting
- Consider Multiple Certifications
- Build Relationships - Get to Know SBD and PMs
- Use Procurement Technical Assistance Program
- Network through SAME
- “W912BV” in Federal Business Opportunities (www.fbo.gov)
- Safety is Critical
- Subcontracting Plan Matters

SWT FY15 SB Goals Achieved

FY 15 Obligations



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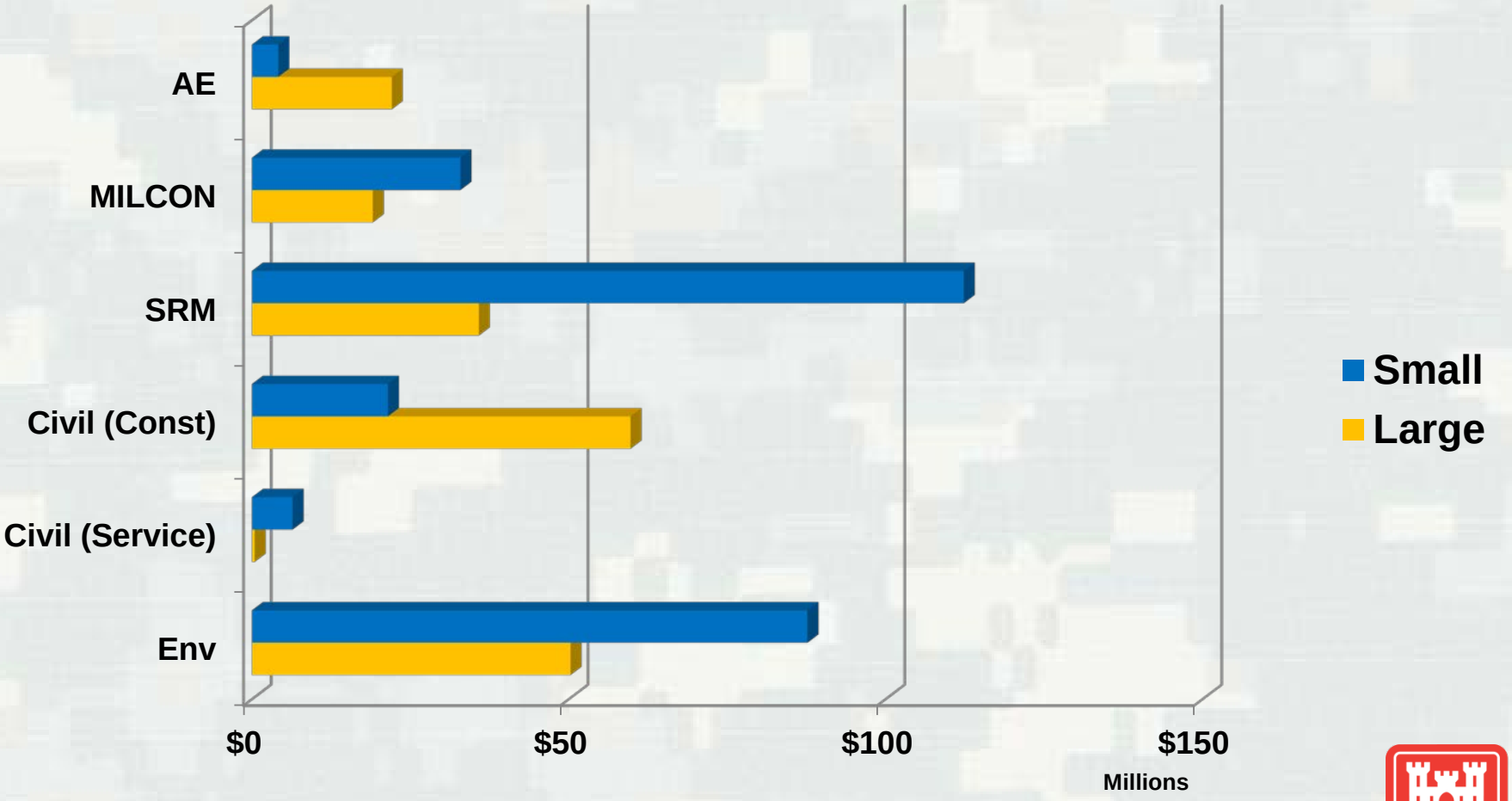
FY 14 Business Size by Work



Questions?

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Tulsa District

US Army Corps of Engineers

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Regional Planning and Environmental Center (RPEC)

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AOR Coordination

- The RPEC is responsible for all environmental work within the SWT, SWF, and SWG boundaries.
- All work that physically occurs outside of the SWD boundaries must be coordinated through the Division Office POCs.
- Exceptions include programs for which there is an MOU or MOA in place.

RPEC Acquisition Update 2016

- LB Fort Wingate Parcel 3 Closure & Corrective Action ~ $100M (Award ~ JUL 2016)
- 8(a) EMS SATOC ~ $9.9M (Award ~ JUL 2016)
- 8(a) ECS MEGA MATOC ~ $60M
  - (Award ~ 2nd Qtr FY17)
- SB ERS MEGA MATOC ~ $45M
  - (Award ~ 2nd Qtr FY17) by SWF Contracting Division
- LB Master Planning A-E ~ $30M
  - (Award ~ 2nd Qtr FY17)
  - 2 or 3 contracts to be awarded

RPEC Acquisition Update 2016

- SB Master Planning A-E ~ $19.9M
  - (Award ~ 2nd Qtr FY17)
  - 2 or 3 contracts to be awarded

- SB Master Planning A-E for Iwakuni "C" Contract
  ~ $9.9M (Award ~ Aug 2016)

- 8(a) SATOC for Fort Bliss Hazardous Waste Support
  ~ $9.9M (Award ~ Aug 2016)

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Pre/Post Award Lessons Learned

THE SELECTION COMMITTEE

Pre-Award Lessons Learned

- Read the solicitation carefully; each solicitation stands on its own.
- Ask questions during the solicitation phase. Ensure that you understand what is required by the solicitation.
- Read the solicitation prior to the pre-proposal meeting.
- Know which evaluation criteria are more important than others; the relative weights of the criteria are in the solicitation. Know the importance placed on technical merit versus cost/price as stated in the solicitation.
- Know the basis of award as discussed in the solicitation:
  - Technically-Acceptable, Lowest-Price or the Trade-Off method.
  - With or without discussions (may not get a chance to improve your proposal)
- To reduce risk, the Government looks for past experience relevant to the work required by the Statement of Work/Specifications. Therefore, technical experience that qualifies a firm to do the work described in the solicitation is most valuable.
- If your firm is lacking in experience in an area of work, you may consider joint ventures or teaming as a subcontractor with a firm who gets an award in order to gain experience.
- Do not fill the proposal with "fluff"; the source-selection board is not looking for marketing brochures. Respond thoroughly in the technical proposal to each factor and sub-factor listed in the solicitation with substantive information directly relating to the factors and subfactors. Missing information results in a deficiency. .
- Take page limits seriously!
- Highlight and deficiencies up front and understand the risk.

Pre-Award Lessons Learned

- Format your technical proposal factor by factor, subfactor by subfactor as listed in the solicitation. If your response to a factor or subfactor is a repeat of information you have in another area in the technical proposal, offerors may cross reference but make sure it is very clear. Don't make the Board search for the information.

- The cost/price and technical proposals are two separate documents. Do not cross reference between them. All information asked for by the RFP should be contained in the technical or cost/price proposal as required even if there appears to be duplication.

- Prepare cost/price proposals as stated in the solicitation. Ensure that all required forms and documents are completed as indicated and are furnished with the proposal. Include all detail necessary to clearly substantiate prime and subcontractor labor rates, other direct costs, and markups proposed. Detail is key in your cost / price proposal. More detail is better than less.

- Respond fully to discussion questions/issues (if the Government elects to enter into negotiations). Ask for clarification if the Government's questions are not clear.

- Write your proposal as if you have never done business with the Government or Tulsa Dist. Do not rest on the assumption we know your firm and what your capabilities are. Past information and experience with your firm can not be used in the evaluation of your firm's technical proposal (with the exception of the factor for past performance) or cost/prices.

Post-Award Lessons Learned

- Read the contract carefully and thoroughly!
- Understand the importance of submittals required before notice-to-proceed is issued. Delays in submittals do not constitute a valid delay of schedule.
- Identify any problems you may have with contract reporting requirements such as Resident Management System early in the process.
- Attend site visits, ask questions, and seek clarification of any unclear aspects of the Statement of Work.
- The Government staff on site must balance the development of and assistance to small businesses with customer requirements quality and schedule.