Tulsa District

US Army Corps of Engineers

U.S.ARMY®

US Army Corps of Engineers®

ARMY STRONG.℠

BUILDING STRONG®

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.

Tulsa District

US Army Corps of Engineers

U.S.ARMY®

US Army Corps of Engineers®

ARMY STRONG.℠

BUILDING STRONG®

Regional Planning and Environmental Center (RPEC)

BUILDING STRONG®

RPEC Update 13 Jan 2015

Regional Planning & Environmental Center
M2K1000 (PEC)
Director, Eric Verwers FTW

RPEC Deputy Director
Rob Newman FTW

Deloris Greenwood FTW
Annette Young FTW

Environmental Technical Services Branch
M2K1200 (PEC-T)
Chief, Kevin DaVee FTW

Business & Financial Mgmt Section

Rob Giacomozzi	FTW
John Kaitala	FTW
Amanda Cox	FTW
Joshua Mahon	FTW

Mil Munitions & Environmental Restoration Section
M2K1220 (PEC-TM)

Marcia Cannon FTW

Tim Bohannon	FTW
Carlos Duarte	FTW
Christopher Graber	FTW
Eric Kirwan	FTW
Angela Lane	FTW
DJ Myers	FTW
Suzanne Simpson	FTW
Mike Slavens	FTW
Sam Slover	FTW
Jackie Smith	FTW
Barry Vercoe	FTW

Environmental Engineering & Compliance Section
M2K1210 (PEC-TE)
Chief, Bobby Shelton

Dave Bowersock	FTW
John Hickman	TUL
Hollie Eljizi	FTW
Houston Lee	FTW
Steve Martin	FTW
Sarah Otto	FTW
Mike Scoville	FTW
Penni Walker	TUL

ETS Deputy Branch Chief / NEPA/Cultural Resources Section M2K1230 (PEC-TN)
Chief, Doug Sims

Carrie Davidson FTW

UNIT A	
Carolyn Murphy, Chief	GAL
Janelle Stokes	GAL
Amanda McGuire	FTW
Andrea Catanzaro	GAL
Danny Allen	FTW
Jason Story	FTW
Nancy Parrish	FTW
Paul Roberts*	FTW

Unit B	
Charles McGregor, Chief	FTW
Marcia Hackett	FTW
Jay Newman	FTW
Patience Nwanna	FTW
Jack Mobley	FTW
Joseph Murphey	FTW
David Gade	TUL
Kathy Mitchell	FTW
Zia Flossman*	FTW

Military and Interagency Environmental Branch
M2K1300 (PEC-E)
Chief, Ken Kebbell TUL

Robert Thurman TUL
Robert Anderson TUL

Air Force/Interagency Environmental Section
M2K1310 (PEC-EE)
Chief, Michelle Lay (Acting)

Jeff Brewer	TUL
Kathryn Curtis	TUL
Lori Kruse-Johnson	TUL
Brad Hull	TUL
Tyler Jones	TUL
Susan Trussell	TUL
Ginger Wilkins	TUL
A. Edwards-Pillips	TUL

Army Environmental & FUDS Section M2K1320 (PEC-EF)
Chief, Scottie Fiehler

Mike Falcone	FTW
Grady Greene	TUL
David Jones	TUL
Frank Roepke	TUL
Emily Seidel	FTW
Suzanne Beauchamp	TUL
Richard Smith	TUL
Steve Smith	FTW
Leeanna Torres	FTW
Aaron Williams	TUL
Gregory Williams	TUL

Planning Branch
M2K1400 (PEC-P)
Chief, Diana Laird GAL

Patricia Brannan GAL
Karlene Kneeling FTW

Plan Formulation Section M2K1440 (PEC-PF)
Chief, Robert Heinly

Jodie Foster	FTW
Evie Haberer	FTW
Cheryl Jaynes	GAL
Lauren Kruse	FTW
Gene Lilly	TUL
Marc Masnor	TUL
Rick Thomas	TUL
Jacob Walsdorf	GAL
Sheridan Willey	GAL

Master Planning Section M2K1420 (PECPM)
Chief, Rumanda Young

Joey Ball	FTW
N. Harris-Mcgill	FTW
Vicky Hattingh	TUL
Eric Irwin	FTW
Ed Murphy	FTW
Valerie Sewell	FTW
Ryan Shackelford	FTW
Jason Tackett	FTW
Susan Wolters	FTW
Michael Robinson	FTW

Economics Section M2K1430 (PEC-PE)
Chief, Ed Rossman

Chris Baker	TUL
Glenn Fulton	TUL
Julie Gibbs	FTW
Tyler Henry	TUL
Norm Lewis	FTW
Robert Needham	GAL
Christy Sorrels	GAL

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

- SB Environmental A-E (Award by end of April)
- LB Environmental A-E (Award by end of April)
- Unrestricted MEGA Remediation Services (ERS) MATOC (Award NLT 1st quarter FY16)
- 8(a) C-type contract for Fort Bliss Haz Waste Support
- 8(a) ECS MATOC IDIQ (FY16 Award, market research this FY)
- SB/LB ERS MATOC IDIQ (FY16 Award)
- C-type acquisition for Fort Wingate (FY16 Award, business class TBD)

Tulsa District

US Army Corps of Engineers

U.S.ARMY®

US Army Corps of Engineers®

ARMY STRONG.℠

BUILDING STRONG®