

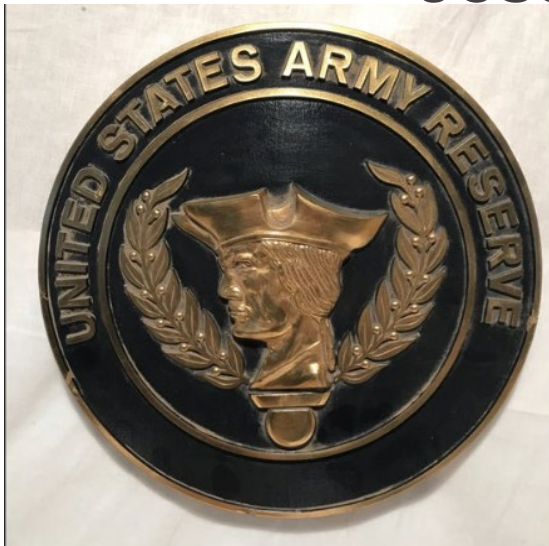
INDUSTRY DAY FORUM

BT COLLINS SACRAMENTO, CA

19 FEB 2025

Zack Bayne – Project Manager

Jesse E. Scharlow – Contracting Officer



"The views, opinions and findings contained in this report are those of the authors(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation."





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ADMINISTRATIVE ANNOUNCEMENTS



- Introduction
- Please ensure that you have signed in
 - Company Name, POC Name, Email, Phone
 - Are you interested in being the Prime or Subcontractor
- No recording
- This briefing and the attendee roster will be posted to SAM
- **Please be advised that none of the information discussed today is contractually-binding**



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AGENDA



- Project Scope
- USACE Contracts – two separate projects, separate RFPs
- Procurement Process
- Small Business Opportunities
- Site visit after the formal agenda



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PROJECT SCOPE



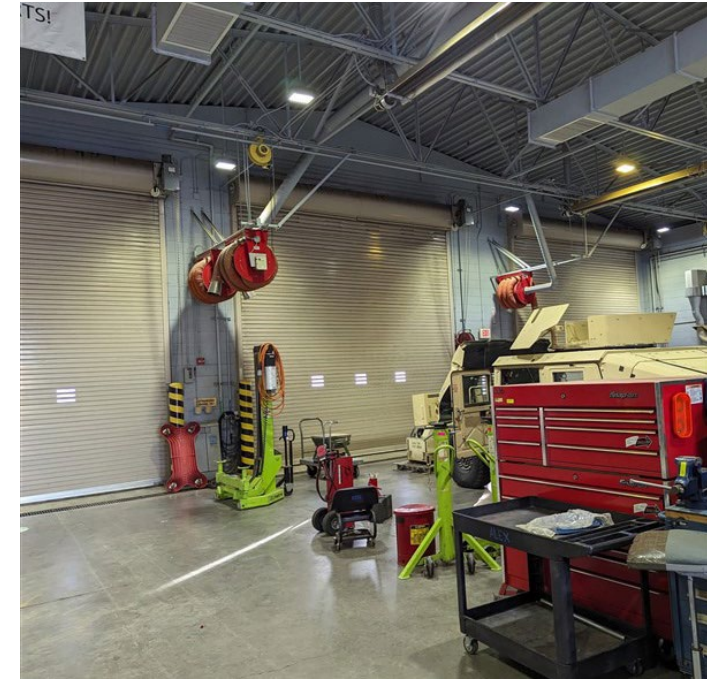
Area Maintenance Support Activity (AMSA)/Vehicle Maintenance Shop(VMS)

~ 13,000 sq ft renovation

~ 5,000 sq ft maintenance bay addition.

Military Equipment Parking (MEP) Lot removing, regrading, and re-installing

~ 20,000 cubic yards of Asphalt pavement





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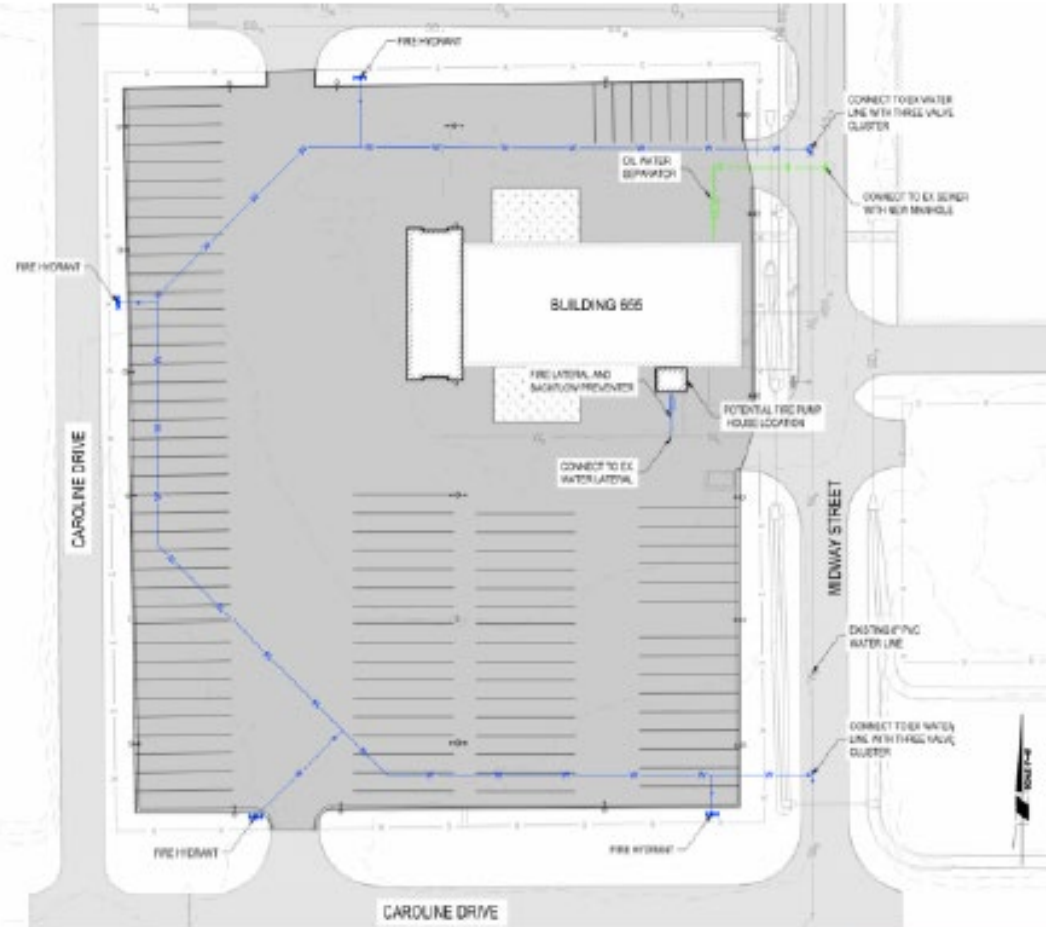
AMSA FLUID DISTRIBUTION





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AMSA, SITE LAYOUT AND IMPROVEMENTS





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PROJECT SCOPE



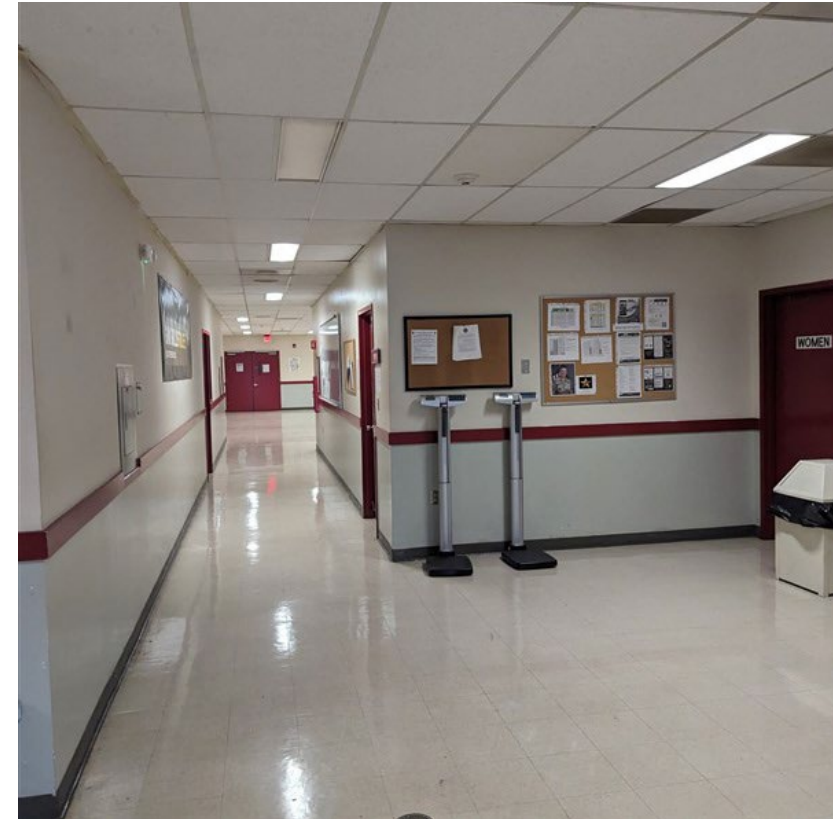
Army Reserve Center Bldg 662

~ 23,000 sq ft renovation

Remove and In-Fill overhead doors

Install Equipment cages in Warehouse space

Remodel TMDE Lab area





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ARC, SITE LAYOUT





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PROJECT SITES





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PROCUREMENT PROCESS OVERVIEW



ALEX HAMILTON
CONTRACT SPECIALIST
USACE-LOUISVILLE DISTRICT
(Army Reserve Center)

JESSE E. SCHARLOW
CONTRACTING OFFICER
USACE-LOUISVILLE DISTRICT

BONNY DYLEWSKI
CONTRACT SPECIALIST
USACE-LOUISVILLE DISTRICT
(AMSA/VMS + Addition)

HOW TO OBTAIN THE SOLICITATION

- System for Award Management (SAM) at www.SAM.gov
 - Solicitation Number **W912QR25RA014 (ARC)** and **W912QR25RA012 (AMSA)**.
 - Solicitations for USACE-Louisville begin with **W912QR**.
- View Interested Vendors List and register as an Interested Vendor.
- Register to receive notifications and updates / amendments.
- RFP Technical Information (i.e., Plans and Specs) will be available for download from www.SAM.gov.

OBTAINING THE ISSUE DOCUMENTS

- **Pre-Solicitation Notice**
 - Will be posted on www.SAM.gov at least 15 days prior to the initial issuance of the Solicitation package.
- **Advertisement**
 - Minimum 30 days to prepare proposals for Each Phase.
- **Amendments** issued to the RFP will also be posted on www.SAM.gov

OBTAINING THE ISSUE DOCUMENTS

- **Requirements to Download Technical Data Package:**
 - ✓ Locate and access the Solicitation notice in the SAM database.
 - Go to the “Attachments/Links” section to download the solicitation and all technical documents.
 - ✓ Sign-Up and Sign-In to your SAM account to:
 - “Follow” to receive email notifications (i.e., amendments)
 - View Interested Vendors List
 - Sign up as an Interested Vendor

OBTAINING THE ISSUE DOCUMENTS

- **Requirements to Submit Proposals:**
 - ✓ **Register your business entity** (you as an individual or your organization) to be able to propose on contracts as the Prime.
 - ✓ **All proposals will be submitted through the PIEE Solicitation Module on time. Therefore, offerors must register in advance for a user ID and Password to access this system.**

THE PROCUREMENT PROCESS

- These projects will be Design-Build (D-B) Request for Proposals (RFP).
- The solicitations are Total Small Business Set-Aside procurements.
- Project awards will be made via a Two-Phase “Best Value Trade-off” basis as described in the Evaluation Criteria.
- Proposals must be submitted on time.
 - ✓ **The Louisville District is located within the Eastern time zone.**
- The Source Selection Evaluation Board (SSEB) will evaluate offerors’ proposals based on specific factors which are defined in the RFP Package.



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PROPOSAL REQUIREMENTS

- Source Selection Evaluation Criteria for the “Best Value Trade-Off” consists of the following elements for **Phase I**:

1) Volume I – **Factor I: Past Performance Evaluation**

- ✓ Project(s) submitted for both Prime Contractor and A/E Designer of Record (maximum 3 each)
- ✓ Relevancy - Recent projects, similar in size, scope, magnitude of effort & complexities
- ✓ Quality of performance on submitted projects
- ✓ Other sources of relevant past performance information (i.e., CPARS, FAPIIS, eSRS)

2) Volume I – **Factor II: Technical Approach for Design-Build**

(i.e., Collaboration, Organization, Quality Control)

**Technical
Evaluation
Factors**

PROPOSAL REQUIREMENTS

- Source Selection Evaluation Criteria for a “Best Value Trade-Off” consists of the following elements **Phase I**:
 - 3) Volume II – **Pro Forma & Price Information**
 - ✓ Tab A: Standard Form 1442 (**Price is not included in Phase I**)
 - ✓ Tab B: Joint Venture Agreements (*if applicable*)
 - ✓ Tab C: Evidence of Ability to Obtain Bonding & Proof of Financial Ability
 - ✓ Tab D: Pre-Award Information
(i.e., Reps & Certs, offeror information, etc.)

PROPOSAL REQUIREMENTS

- Offerors selected as among the most highly qualified will be invited to participate in Phase II.
- Phase II will be issued as an Amendment.
 - Submission Requirements and Source Selection Evaluation Criteria will be issued as a **DRAFT during Phase I**, subject to change w/the Phase II Amendment.
 - Information for an Optional Site Visit provided.

PROPOSAL REQUIREMENTS

- Source Selection Evaluation Criteria for the “Best Value Trade-Off” consists of the following elements for **Phase II** (subject to change):

- 1) Volume I – **Factor I: Design Narrative**
- 2) Volume I – **Factor II: Management Plan**
- 3) Volume I – **Factor III: Schedule Narrative**

**Technical
Evaluation
Factors**

PROPOSAL REQUIREMENTS

- Technical Factors listed in relative order of importance for **Phase I:**
 - Volume I – Factor I: **Past Performance**
 - ✓ Prime Contractor 1st
Equal to A/E (DOR)
 - ✓ A/E Designer of Record (DOR)
Equal to Prime
 - Volume I – Factor II: **Technical Approach for D/B** 2nd
- The ratings from Phase I will not be considered in Phase II for the final selection.

PROPOSAL REQUIREMENTS

- Technical Factors listed in relative order of importance for **Phase II:**
 - Volume I – Factor I: **Design Narrative** Equal to Factors II & III
 - Volume I – Factor II: **Management Plan** Equal to Factors I & III
 - Volume I – Factor III: **Schedule Narrative** Equal to Factors I & II
- All Technical Evaluation Factors, other than Price, when combined are considered **approximately equal** to Price.
- Submit your best proposal the 1st time. If we receive an initial proposal that is awardable, discussions may not be opened.

PROPOSAL REQUIREMENTS

- Instructions for submitting a Request for Information (RFI) will be included in the Solicitation.
 - RFIs for these projects will be received and answered through the ProjNet system: www.ProjNet.org
 - Any RFIs submitted/emailed directly to the Project Team will **NOT** receive a response, and offerors will be directed to the ProjNet system.
 - A ProjNet Bidder's Key included in the solicitation's Project Instructions section of the RFP, which is used to post your RFIs/questions.
 - RFIs and their responses will be available for public review through ProjNet.
- Optional Site Visit held to familiarize Offerors with the jobsite and conditions, not for the purposes of answering questions.

PROPOSAL SUBMISSION

- We will utilize the Electronic Receipt of Proposal process – Instructions will be in Section 00 21 00 of the solicitation package
 - Proposals are uploaded to and submitted through PIEE Solicitation Module
 - Don't wait until the last minute to upload your proposal. Late is Late! **No exceptions!**



PROCUREMENT SCHEDULE

DATES ARE **APPROXIMATE** AND **SUBJECT TO CHANGE**



ISSUE SOLICIATIONS (PHASE I)	MARCH 2025
PHASE I – SOLICITATIONS CLOSE	APRIL 2025
PHASE I – EVALUATION BOARDS	APRIL/MAY 2025
PHASE II – AMENDMENTS ISSUED	JUNE/JULY 2025
PHASE II – SOLICITATIONS CLOSE	AUGUST 2025
PHASE II – EVALUATION BOARDS	SEPTEMBER 2025
AWARDS	SEPTEMBER 2025



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Crystal Harbin

Deputy for Small Business
Louisville District

Courtney Luckett

Small Business Professional
Louisville District

SBO-LRL@usace.army.mil



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NETWORKING



- Networking is an important part of preparing for the upcoming project. The Project Delivery Team develop the participant list and post to SAM. Please post the below information in the chat:
 - Company Name
 - POC Name, Email, Phone
 - Are you interested in being the Prime or Subcontractor
 - If you're interested in being a subcontractor, state the type of work you are interested (Electrical, Mechanical, Roofing, etc.)
- The sign-in sheet and presentation slides will be posted to the www.SAM.gov notice following the close of this industry day. Please be sure to use this information to network with other firms and build your team.
- Interested Vendors List in SAM



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SUBCONTRACTING OPPORTUNITIES



- Although this is a small business set-aside and a subcontracting plan is not required, subcontracting opportunities still exist. Be sure to network with potential prime contractors using the attendee roster and Interested Vendor list in SAM.gov.
- Local APEX Accelerator is a great resource for prime and subcontractors
 - **Email:** apex@cacapital.org
 - **Website:** <https://cacapital.org/apex>

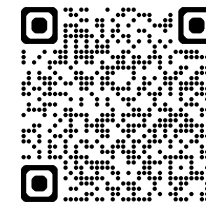


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OBTAIN INFORMATION



- Attend Site Visits, Pre-Proposal Conferences, & Industry Days
 - Obtain copies of attendee roster for subcontracting opportunities
- Register as an Interested Vendor on SAM
- Attend Workshops, Conferences, Trade Fairs
- Louisville District Networking Event: TBD Summer 2025
- Construction & IDIQ Forecast is maintained on the Business with Us page of the Great Lakes and Ohio River Division website,
<https://www.lrd.usace.army.mil/Opportunity-Forecast/>





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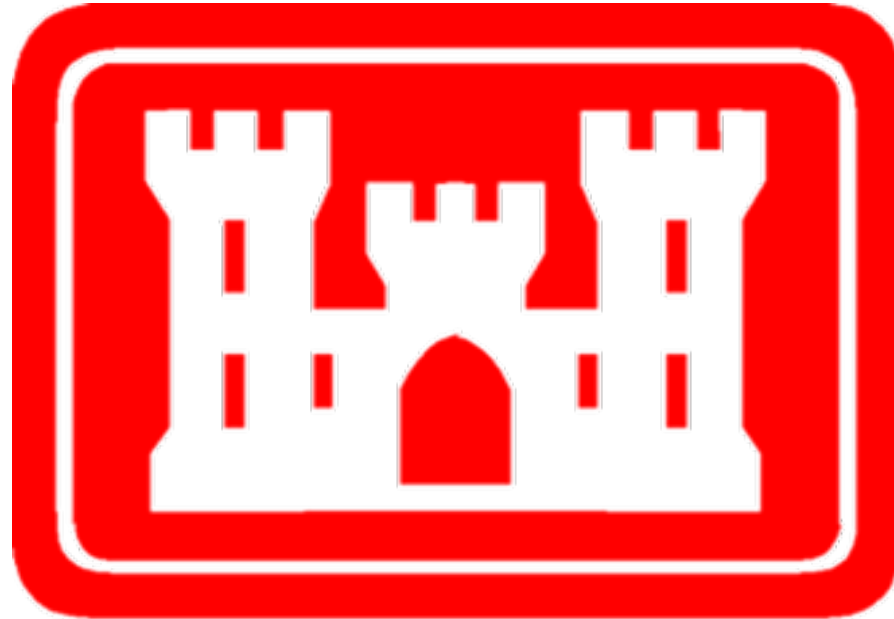
OPPORTUNITIES



- We anticipate executing approximately \$1.3B in FY25 through both small and large businesses.
- Contracting opportunities are posted in the System for Award Management (SAM) website at www.sam.gov. Use “W912QR” to search for Louisville District projects.
- Actively Respond to Sources Sought Notices (Market Surveys) posted to SAM
- Actively Respond to Competitive Requirements posted to SAM



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Thank you for your time and interest!



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Q&A