Doing Business with USACE

Presented to the American Council of Engineering Companies of Louisiana

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November 5, 2020
2020 – What a Year . . .
2020 – It’s not over yet!

Note: The cone contains the probable path of the storm center but does not show the size of the storm. Hazardous conditions can occur outside of the cone.

Hurricane Eta
Tuesday November 03, 2020
4 PM EST Advisory 13
NWS National Hurricane Center

Current information: X
Center location 13.8 N 83.5 W
Maximum sustained wind 140 mph
Movement W at 5 mph

Forecast positions:
- Tropical Cyclone
- Post/Potential TC

Sustained winds:
- D < 39 mph
- S 39-73 mph
- H 74-110 mph
- M > 110 mph

Potential track area:

<table>
<thead>
<tr>
<th>Watches:</th>
<th>Current wind extent:</th>
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<tbody>
<tr>
<td>Day 1-3</td>
<td>Day 4-5</td>
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<tr>
<th>Warnings:</th>
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<td>Hurricane</td>
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<td>Trop Stm</td>
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BUILDING STRONG®
Topics

- New Orleans District Mission
- Future Program
- Doing Business with Us
- Tips for Success
Advance the Nation’s interests by delivering vital engineering services, in collaboration with our partners, for flood, hurricane and storm damage risk reduction; navigation; ecosystem stewardship; emergency operations; and support to National Security.
Future Program

- It’s a New Day – Washington Wants Results!
  - Up-Front Funding
  - Faster Studies
  - Faster Path to Authorization
  - Risk-Informed Design/Adaptive Criteria
Future Program

- Morganza to the Gulf
Future Program

- HSDRRS Levee Lifts
Future Program

- Amite River & Tributaries
Future Program

- Upper Barataria Basin
Future Program

- Other Studies in Progress
  - SELA (Jefferson, Orleans, St. Tammany)
  - St. Tammany Parish Flood Risk Reduction
  - South Central Louisiana
  - IHNC Lock
➢ District Acquisition Forecast

https://www.mvn.usace.army.mil/

➢ Beta Sam (Formerly know as FedBizOpps or FBO)

beta.sam.gov.
REGISTER WITH SAM

- The System for Award Management or “SAM” is the website for registering to do business with the Government. It is free to register.
- Update or renew your registration (yearly)
- MAINTAIN YOUR DUNS NUMBER
- The website address is https://beta.SAM.gov/
- You can search for and follow opportunities
Doing Business with Us (SB)

Flood Risk Management

The U.S. Army Corps of Engineers (USACE), New Orleans District’s flood risk management projects and studies span South Louisiana. Follow the link for more information on these and more.

Projects

https://www.mvn.usace.army.mil/
https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm
Doing Business with Us

- A-E Contracts
  - Brooks Act and FAR Part 36
  - Selection Basis:
    - Demonstrated Competence
    - Professional Qualifications
  - Covered by Engineering Pamphlet 715-1-7
    (https://www.publications.usace.army.mil)
1. Pre-Solicitation Notice or Sources Sought.

- Can be used to conduct market research, ask for industry comments, or provide notice that a solicitation is planned. *This is your opportunity to speak up and let us know your capabilities or provide your professional input.*

- For most requirements, a pre-solicitation notice must be published a minimum of 15 calendar days before the solicitation may be published.

2. Solicitation/RFP

- Most solicitations are advertised for a minimum of 30 days.

- Amendments are changes to the solicitation. Often this is the result of questions submitted by contractors. Amendments often answer questions, clarify the work to be performed, or correct errors in the solicitation. Amendments may also extend the due date of the offer.
Standard Form 330

Part 1 – Contract-Specific Qualifications
- Qualifications
- Corporate Team Members & Roles
- Org Chart
- Resumes
- Projects

Part 2 – General Qualifications
- Capabilities
- Firm Experience
Doing Business with Us - Selection

- **Selection Criteria**
  - Specified in Solicitation
  - Measuring Stick for SF330S

- **Shortlist**

- **Discussions**
  - Questions – Consistent for All
  - Typically by Phone

- **Notification of Unsuccessful Firms**

- **Debriefings**

- **Negotiations**
Doing Business with Us – Task Orders

- Director’s Policy Memo
  - Mandated Competing Task Orders
  - Remains Qualification-Based

- Task Order Requirement Notice (TORN)
  - Goes to all A-Es in Pool
  - Describes
    - SOW
    - Selection Criteria
    - Request for Supplemental Info
  - Selection Process Similar to Contract Selection
Performance Evaluations
- Rated across key disciplines
- Typically keyed remarks
- Sent to firm POC for review
- Can agree/disagree w/ rating
- No more “Overall Rating”

Communication During Period of Performance
- Should be NO surprises
Common Federal Contracting Pitfalls

- SAM Registration
  - No Registration = NO Contract

- Read Entire Solicitation
  - Know what the government is wanting
  - Contract Specialist—Questions Addressed
Common Federal Contracting Pitfalls

▪ Fair and Reasonable Pricing
  ➢ No Bottomless Checkbook
  ➢ Good Steward of Taxpayers Dollars

▪ Contract/Task Order Award
  ➢ Ensure Everything Agreed Upon Included

▪ Billing
  ➢ Check Contract for Special Instructions
Common Federal Contracting Pitfalls

- Contracting Officer
  - Only individual that Can Modify a Contract

- Contracting Officer Representative (COR)
  - Assigned to oversee work
  - Accepts work
  - Approves payments

- Payments
  - New Orleans District Payment Made by Pay Center in Millington, Tennessee
Tips for Success

- Maintain long-term partnerships with highly qualified consultants and joint venture partners.
- Actively participate in industry and professional organizations to keep up with the state-of-the-art and market trends.
- Know the Federal Acquisition Regulation system.
- Register in SAM the Official US Government website.
- Keep your SF 330 Part II current and on file in ORCA.
- Track what is happening in USACE via the Internet.
- Visit USACE districts and centers to find out what services they need and what they expect.
- If you are a small business, contact the Deputy for Small Business at your local USACE office for advice and assistance. Also, visit the SBA website for useful information.
- Read the Contracting Opportunities in Beta SAM regularly.
- Carefully put together a SF 330 package that thoroughly, concisely and clearly addresses all of the requirements in the public announcement.
- Get a thorough debriefing on why you were not selected for a contract. Then, improve your qualifications accordingly for the next contract.
- If you are awarded a contract, provide high quality and responsive services.
- Earn an exceptional performance evaluation!!
For More Information

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