



Thank you for joining:

Business Opportunities with the U.S. Navy in Oman

20 January 2021

Start Time 2:00 PM

Please turn off audio and video



Doing Business with the U.S. Navy

20 January 2021

READY. RESOURCEFUL. RESPONSIVE.



Mr. Rick Bauer

Director of Contracts
NAVSUP FLC Bahrain



Doing Business with the U.S. Navy

Goal: Inform and increase vendor awareness and participation for the various types of supplies and services procured by the U.S. Navy in Oman.

This includes:

- An overview on how to do business with the U.S. Navy
- General information about how companies can register their business
- Information about where business opportunities are publicized

Mission

NAVSUP Fleet Logistics Center Bahrain provides full spectrum operational logistics support and quality of life programs to Navy, Joint and Coalition Warfighters, Department of Defense civilians, and their families in the NAVCENT area of responsibility.

Vision

We will be the logistics provider of choice, mastering our duties with a clear understanding of regulation, ethical behavior and importance of building collaborative relationships with mission partners.

Disclaimer

THIS IS NOT A SOLICITATION. We are hosting this event to provide you information about how to do business with the Department of the Navy in Oman. This event is informational only, and we are not requesting, nor will we accept, proposals for supplies or services as a result of this event.

You may hear some briefings about potential upcoming requirements. This is based on our best knowledge right now, but our requirements can and do change unpredictably. You should consider the briefings to be informational only, and you should not assume that these will be the actual requirements that we will ask the industry to provide in the future.

The U.S. Navy purchases supplies and services through Requests for Proposal (RFP) and Requests for Quotation (RFQ). All requirements will be stated in those RFPs and RFQs. We invite all qualified vendors to submit proposals or quotations in response to our RFPs and RFQs. Later in this event, we will explain where to find our RFPs and RFQs.

We are elated you are participating in this event, and we welcome your involvement. However, please note that participation in this event does not guarantee that you will receive a contract with the U.S. Navy.

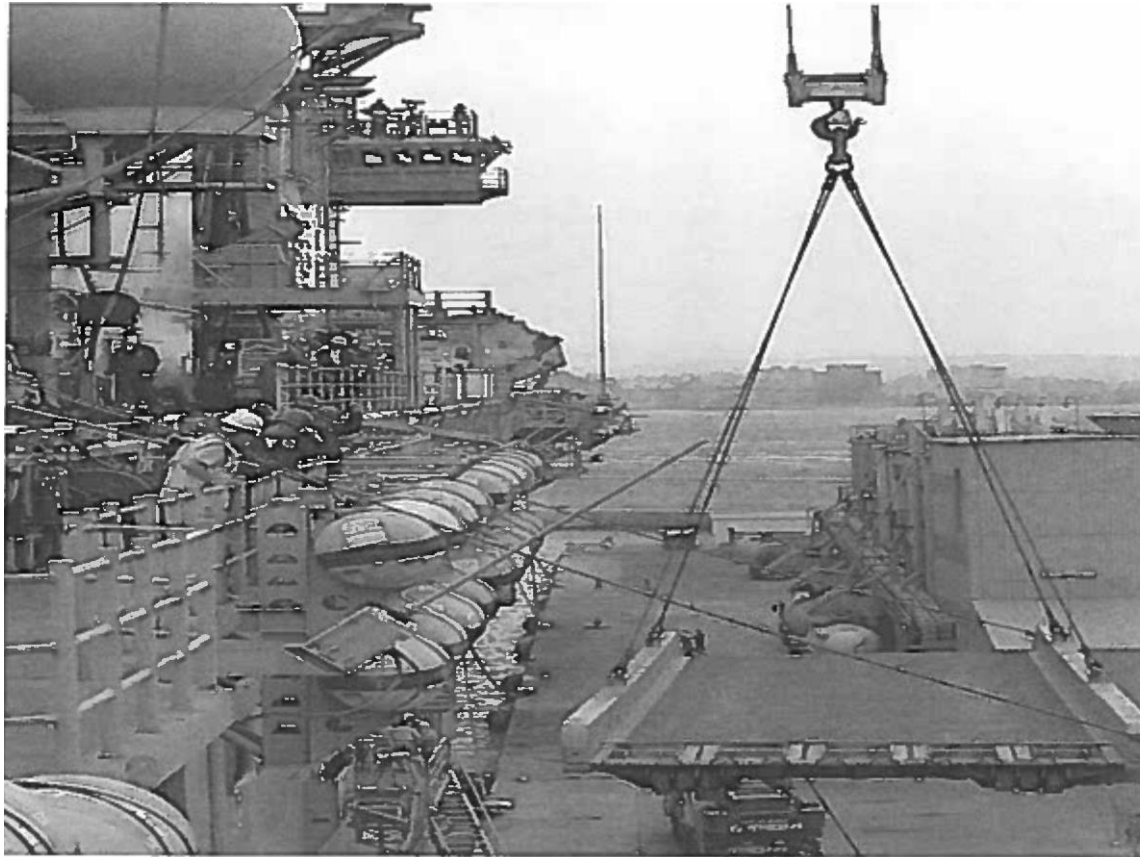
Gifts:

We appreciate your support and our relationship!! However, U.S. Navy regulations prohibit us from accepting (or asking for) gifts, meals, or other things of value.

Unsolicited Proposals:

We want to know about your capabilities! However, our regulations only permit us to accept proposals submitted in response to a solicitation.

Partners in the industry!



Contracting Process



Stages of the procurement process



Basic Contracting Process

- The U.S. Navy determines the requirement or need.
- The U.S. Navy solicits (publishes) the requirement in Beta.SAM.gov Contract Opportunities and/or European Naval Electronic Commerce (EuroNECO) websites.
- The vendor prepares and submits quotes/proposals based on the solicitation instructions (e.g., Federal Acquisition Regulation (FAR) Clause 52.212-1) and evaluation criteria (e.g., FAR Clause 52.212-2).
- The U.S. Navy receives offers from vendors, and evaluates the quotes/proposals received based on the established criteria in the solicitation.
- The contract is awarded.
- The vendor starts performance on the contract.

Contracting Officer (KO)

- Only Contracting Officers (KO) have the authority to award U.S. Navy contracts.
 - KOs award and administer funded contracts to meet customer requirements.
 - KOs ensure fair and equitable treatment of competing vendors.
 - KOs considers the advice of specialists such as lawyers, engineers, and quality assurance specialists.
- The KO may designate a Contracting Officer Representative (COR) during the performance of a contract. If assigned, the COR:
 - Monitors performance and maintains direct communications with the contractor
 - Accepts the supplies or services
 - Reviews and approves invoices
 - The COR is not authorized to alter or modify the value or scope of the contract, make contracting decisions, or discuss acquisition plans.

Requests For Information

- A Request for Information (RFI) **is not** a solicitation.
- The U.S. Navy typically uses RFIs when conducting market research.
- There is no prescribed format for issuing an RFI, **but** RFIs are commonly issued as part of a “Sources Sought” announcement.
- RFIs **may be** followed by a solicitation, but not always!
- **A contract will not result from an RFI.**

Solicitations

- Solicitations used by the U.S. Navy typically come in two formats:
 - Request for Quote (RFQ)
 - Request for Proposal (RFP)
- The term, “solicitation,” means any request to submit **offers** or **quotations** to the U.S. Navy.
- “Solicitation provision” is a **term or condition** used only in **solicitations** and applying only before contract award.
- “Contract clause” is a **term or condition** that is legally incorporated in the solicitation and/or contract before and after the award.
- “Best value” is the expected outcome of an acquisition that, in the U.S. Navy’s estimation, provides the greatest overall benefit in response to the requirement.

Types of Solicitations

Request for Quotation (RFQ)

- RFQs are used by the U.S. Navy to obtain quotations.
- The estimated value of the U.S. Navy's need is expected to be under \$250,000 USD and simplified acquisition procedures will apply.
- RFQ may also be used in circumstances where simplified acquisition procedures are not used.

Types of Solicitations

Request for Proposal (RFP)

- RFPs are used in negotiated acquisitions to communicate U.S. Navy requirements to prospective contractors and to solicit proposals.
- Proposals are often discussed and negotiated with government buying units and pricing; technical requirements and deliverables are subject to change.



NAVSUP FLC Bahrain

- Naval Supply Systems Command (NAVSUP) Fleet Logistics Center (FLC) Bahrain is one of the Contracting and Purchasing Offices that serves the U.S. Naval Forces Central Command (NAVCENT) area of responsibility (AOR).
- We provide contracting support for supplies and services to fleet and shore activities in the U.S. 5th Fleet area of operations.
- NAVSUP FLC Bahrain has offices located in Bahrain and Dubai.

FLC Bahrain Primary Customer Base

- **Vessels Operating in the SWA AOR**
 - United States Ship (USS)
 - United States Naval Ship (USNS)
 - United States Coast Guard (USCG)

- **Shore Activities at NSA Bahrain**
 - U.S. Naval Forces Central Command (NAVCENT)
 - Naval Support Activity (NSA) Bahrain
 - Naval Security Force (NSF)
 - Naval Communications and Telecommunications Station (NCTS)
 - CTF-53 Logistics Operations
 - Forward Deployed Regional Maintenance Center (FDRMC) - Ship Repair
 - Military Sealift Command (MSC) - Ship Repair
 - US Coast Guard (USCG) – Ship Repair

MISSION: Providing world-class logistics and contracting support.

FLC Bahrain Primary Acquisition Areas

- Ship Repair Services
- Maritime Husbanding Services
- NSA Base Operations Supplies & Services
- General Services



FLC Bahrain FY20 Dollar Breakdown by NAICS Code

NAICS Code *	Description	Total
336611	SHIP REPAIR	\$38M
488310	HUSBANDING SERVICES	\$29M
488119	AIRPORT TERMINAL OPERATIONS	\$3.7M
541330, 541511	IT SERVICES	\$2.4M
517110, 517312	TELECOMMUNICATIONS SERVICES	\$2.1M
333318, 561210	MAIL HANDLING	\$1.6M

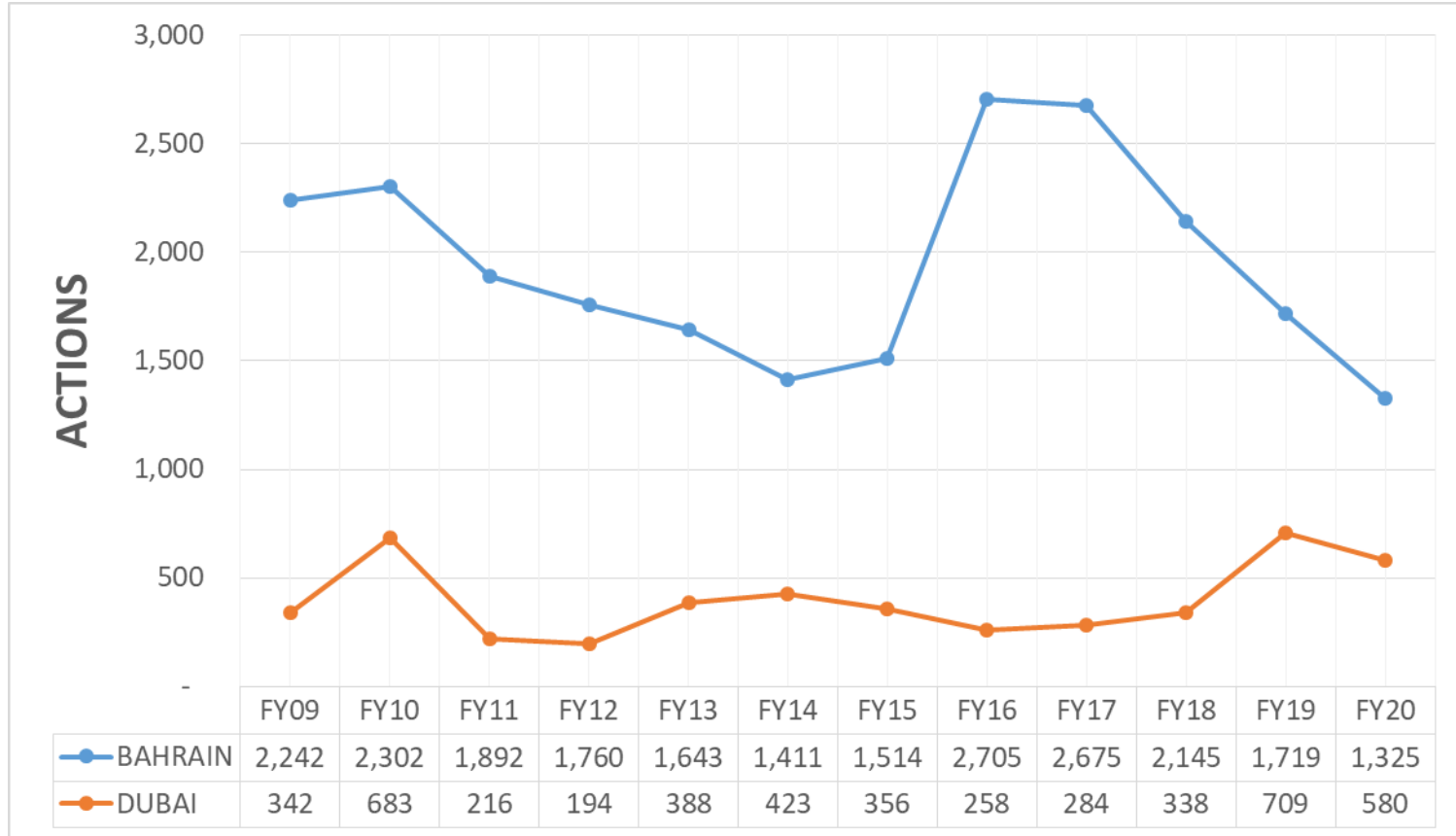
Note *: The acronym NAICS stands for “North American Industry Code System”

FLC Bahrain FY20 Dollar Breakdown by NAICS Code

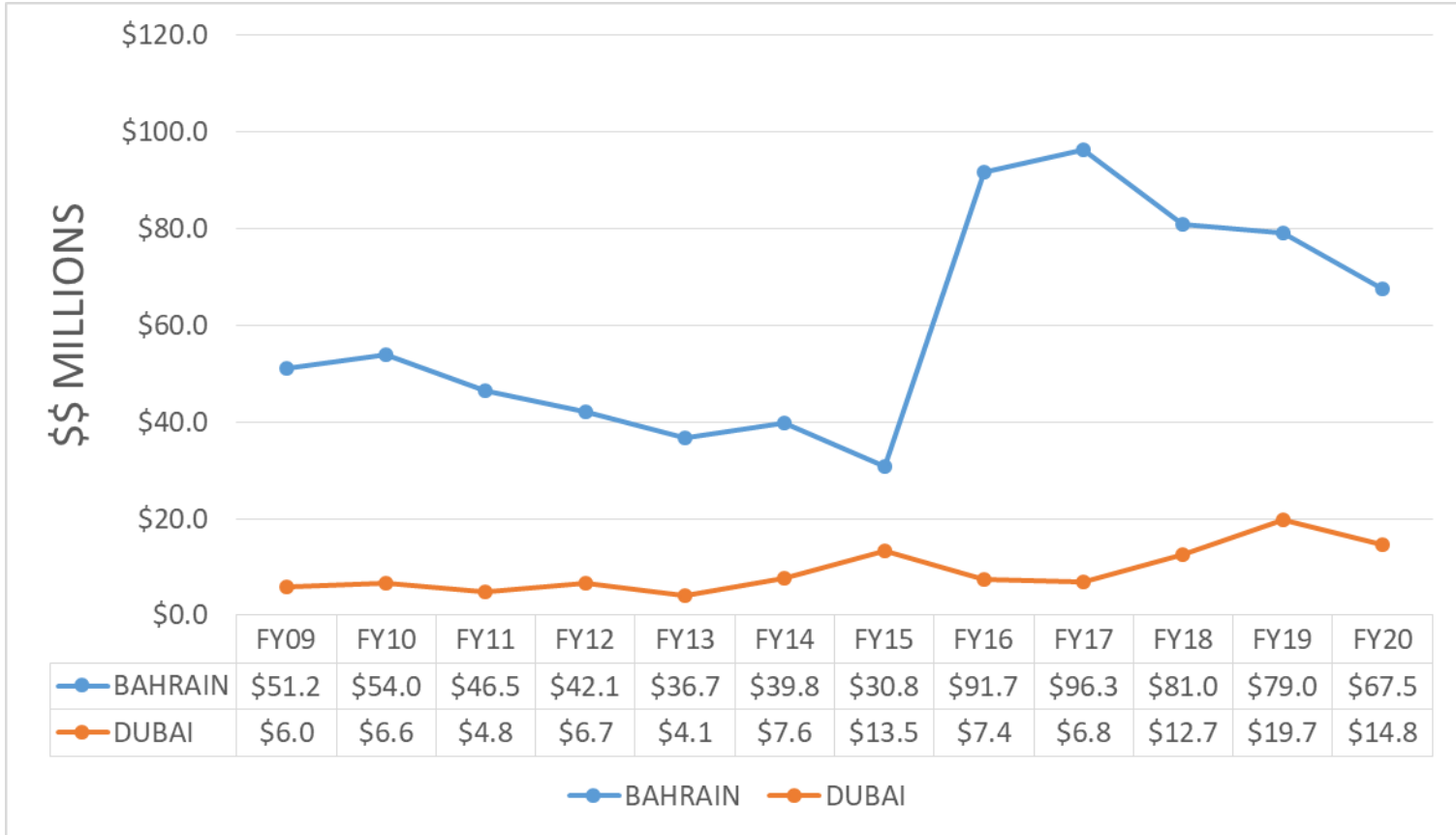
NAICS Code *	Description	Total
721110	LODGING	\$748K
334111	OFFICE EQUIPMENT	\$711K
541611, 541614	ANALYST SUPPORT SERVICES	\$535K
621910	AMBULANCE SERVICES	\$352K
811212	IT EQUIPMENT	\$295K
334210, 334220	COMMUNICATIONS EQUIPMENT	\$423K

Note *: The acronym NAICS stands for “North American Industry Code System”

FLC Bahrain TOTAL PROCUREMENT ACTIONS



FLC Bahrain TOTAL PROCUREMENT DOLLARS (USD)



Trend Analysis – Ship Repair Business

The following table shows the proportional share of contracts awarded to **local vendors in Oman** out of the total actions awarded by NAVSUP FLC Bahrain.

All of these contracts were made to **shipyards** in Oman for vessel repairs.

Fiscal Year	Ship Repair Actions	Total Value
FY18	14	\$2.8 Million USD
FY19	9	\$3.5 Million USD
FY20	2	\$1.2 Million USD

Trend Analysis – HSP Business

While not directly awarded to local vendors in Oman, the following table shows the proportional share of contracts awarded to **maritime husbanding providers** out of the total number of port visits executed by NAVSUP FLC Bahrain.

All of these contracts were made to **maritime husbanding providers** for port services.

Fiscal Year	# Port Visits	Total Value
FY18	43	\$3.4 Million USD
FY19	70	\$10.2 Million USD
FY20	46	\$6.2 Million USD

Possible Subcontracting Opportunities

In certain commercial areas, the U.S. Navy has awarded regional contracts and Multi-Award (MAC) contracts. Under these types of contracts, certain types of subcontractor opportunities **may** become available to qualified sources. These opportunities are solicited, managed and awarded by the prime contractor, not the U.S. Navy. Some examples **may** include the following:

NAVSUP FLC Bahrain:

- Maritime Husbanding
- Ship Repair Overhauls



NAVAL SUPPLY SYSTEMS COMMAND
FLEET LOGISTICS CENTER
BAHRAIN

Questions?



Defense Logistics Agency

WHO WE ARE: 26,000 US Military and Multinational Civilian employees divided into:

- Nine supply chains that contract for material across the supply classes of food, textiles, energy products, medical material and equipment, construction material, industrial hardware, personal demand items, major end items and repair parts;
- A worldwide distribution system;
- Logistics and staff planning support to DoD's geographic combatant commands;
- Operations that dispose of surplus or excess materiel from the military services.

<http://www.dla.mil/> <http://www.facebook.com/dla.mil> <http://www.twitter.com/dlamil> <http://www.linkedin.com/company/defense-logistics-agency>

WARFIGHTER ALWAYS



Defense Logistics Agency

WHAT WE DO: Defense Logistics Agency (DLA) manages the global supply chain – from raw materials to end user to disposition – for the Army, Marine Corps, Navy, Air Force, Space Force, Coast Guard, 11 combatant commands, other federal agencies, and partner and allied nations.

- DLA provides more than \$42 billion in goods and services annually.
- DLA is responsible for contracting, purchasing, storing and distributing most of the consumable, expendable and reparable items for DoD.
- Its primary purpose is to meet the logistics requirements of the armed forces for food, clothing, fuel, repair parts and other items.

WHERE WE DO IT: USA and 28 foreign nations

<http://www.dla.mil/> <http://www.facebook.com/dla.mil> <http://www.twitter.com/dlamil> <http://www.linkedin.com/company/defense-logistics-agency>



DLA Oman Activity

TROOP SUPPORT – Manages the supply chains for food, textiles, construction material, industrial hardware and medical supplies and equipment, including pharmaceuticals.

- Contracts Regional Subsistence Prime Vendor covering UAE, Oman, Kenya and Djibouti.
- Consolidation of US sourced product through UAE facility, supplemented with local procured requirements.
- Local Market Requirements: Fresh Fruits and Vegetables, Eggs, Dairy, Baked Goods, Bottled Water and Juices.
- Contact: Tina Frederico +1-215-737-4545 Tina.Frederico@dla.mil
Jimmy White +971-55-9640963 Jimmy.White@dla.mil
<https://www.dla.mil/TroopSupport/>



DLA Oman Activity

DISPOSITION SERVICES – Disposes of excess property by reutilization, transfer and demilitarization; conducts environmental disposal and reuse.

- US Forces in Oman generate industrial Hazardous Waste (waste fuels and oils, solvents, paint, antifreeze...).
- Currently no contracted In-Country disposal companies.
- Hazardous Waste generated must be exported in accordance with Basel Convention.
- Process of approvals and exportation takes up to one year.
- Contact: Calvin Taylor +1-269-961-4081 Calvin.E.Taylor@dla.mil;
Craig Barrett +1-269-961-5888 Craig.Barrett@dla.mil
<https://www.dla.mil/DispositionServices/>

<http://www.dla.mil/> <http://www.facebook.com/dla.mil> <http://www.twitter.com/dlamil> <http://www.linkedin.com/company/defense-logistics-agency>



- Bulk Fuel Supply to Salalah through WESTPAC Program
 - BP Singapore contract, based in Singapore
 - Awarded for 01 Jan – 31 Dec 2021
 - BAPCO, based in Bahrain, awarded for 01 Jan – 31 Dec 2021
- Bulk Supply Chain Services in Salalah
 - Contractor Owned Contractor Operated (COCO) Defense Fuel Supply Point (DFSP)
 - Mina Petroleum, 10 May 2016 – 09 May 2021, w/ One 5 Year Option
 - Storage of JP-5 and F76 fuel



- Direct Delivery Fuels:
 - Ships Bunkers: Global Defense Logistics (GDL) Contract, DFSP Salalah
 - Awarded 01 Aug 2019 - 30 Sept 2023
 - Ships Bunkers: 07 Open Market Contracts awarded in FY20.
To-date none in FY21
 - Into-Plane: UCIG contract, in Muscat, expires 30 Sep 2022
- Aerospace Energy:
 - Gaseous Nitrogen: Inchcape Shipping contract, Al Duqm, Oman
 - Awarded 1 OCT 2018 - 31 DEC 2021



DLA Energy POCs

- DLA Energy Bulk Petroleum:
 - Armenthia (Mint) Massey, Armenthia.Massey@dla.mil, 571-767-0596
- DLA Energy Bulk Supply Chain Services:
 - Shane Banks, Shane.Banks@dla.mil, 571-767-1277
- DLA Energy Direct Delivery Fuels:
 - Anwar Ali, Anwar.Ali@dla.mil, 703-459-3895
- DLA Energy Aerospace:
 - Deborah Baldwin, Deborah.baldwin@dla.mil, 210-724-5305

DLA Energy Website: <http://www.dla.mil/Energy/>



Questions?

831st Transportation Battalion Surface Deployment & Distribution Command



MR. KENNETH ROGER
MARINE CARGO SPECIALIST





Supports: USAF WRM, Thumrait, DLA, NAVCENT, MARCENT, C17 and Unit Moves

Missions: Commercial Port, Unit Moves, C-17 and Joint Exercises

Contracts: S&RTS (MLS), Hotel (Omang)

Stevedoring and Related Terminal Services

- Short-Term Leased Vehicles Utilized in:
 - Salah, Oman
 - Muscat, Oman
 - Duqm, Oman
- Extra Labor
 - Stevedores
 - Skilled Workers
- Material Handling Equipment
 - Forklifts
 - Cranes
- Transportation Services
 - LowBoys
 - Flatbeds
 - Box Trucks
 - Vans
- Facilities and Other services
 - Office Space
 - Latrines
 - Cellphones
 - Water
 - Lumber





Helpful Links and Contacts

USTRANSCOM: <http://www.ustranscom.mil/>

USTRANSCOM Small Business Section: TRANSCOM.SmallBusiness@mail.mil

USTRANSCOM: Procurement Forecast:

http://www.ustranscom.mil/dbw/docs/Procurement_Forecast.pdf

Doing business with SDDC:

<https://www.sddc.army.mil/sddc/Pages/doingBus.aspx>

831st Transportation Battalion:

Email: usarmy.bahrain.sddc.list.831st-ops@mail.mil

Phone: +973 1785-3963



Multinational Logistic Services (MLS) Ltd.



Services

- We are a logistics and shipping company specialized in Military Logistics and husbanding of Navy Ships.
- Husbanding and SDDC Services

Subcontractors

- Sub Contractors are vetted and their performance analyzed
- Performance credentials, financial stability and operational capability

Lessons Learned

- Gov't contracts have a higher risk as the government contracts do not cater for the liabilities that a contractor faces when dealing with host nation regulations and authorities.

Website/Contact (optional)

www.mlscorporation.com

Crane Worldwide Logistics



Services

- Privately owned US Headquartered logistics company
- Specialized in high service, high value logistics
- Full logistics scope, including freight forwarding, vessel agency, husbanding, consolidation & warehousing
- Govt acquisition programmes(FAR based/ tenders)
- Direct US Govt business- Int'l heavyweight air services contract, multi modal 2 & 3 contracts

Subcontractors

- Highest standards of vendor selection & screening
- Compliance programme meets & exceeds FCPA standard- restricted party screening, sanction & embargo blocks
- In house export compliance & global trade team

Lessons Learned

- Implemented secure email communications channels to provide industry leading cyber security
- Built Govt services control tower- oversight of all Govt operations

Website/Contact

www.craneww.com

Disclaimer: This is NOT a solicitation. This event is informational only, and not a request for proposals. Participation in this event does not guarantee that you will receive a contract.