



How to do Business with the U.S. Military Followed by a Workshop

October 20, from 11:00 AM - 2:00 PM (Kuwait/Bahrain/Qatar Time)
Price: AmCham Members- Complimentary, Non-Members- 5 KD

In Collaboration with



Sponsor



Member of the Global Network of American Chambers of Commerce

Agenda

- 11:00 AM** AmCham Kuwait Welcome Remarks
- 11:05 AM** Welcome Remarks from the Sponsor
- 11:10 AM** U.S. Army presentation
- 11:40 AM** U.S. Air Force Presentation
- 12:10 PM** U.S. Army Corps of Engineers
- 12:25 PM** Q&A
- 12:45 PM** Closing remarks for Presentations and Break
-
- 13:00 PM** Workshop
- 14:00 PM** Closing Remarks



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Introduction Remarks

Pete Swift, Chairman of ABCK-AmCham Kuwait



Sponsor Remarks

Tom Deren, Vice-President for the Middle East at Venice





Contracting with the U.S. Army in Kuwait

Regional Contracting
Center – Kuwait
(RCC-KU)

20 October 2021





RCC-KU Team Presenters

- MAJOR ERIC FORCEY
 - CONTRACTING OFFICER

- MS. NANCY SEGARRA
 - PROCUREMENT ANALYST

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Agenda

- Why Do Business With The US Federal Government?
- What The Regional Contracting Center-Kuwait (RCC-KU) Does
- What The RCC-KU Buys
- Government Contracting Team: Roles And Responsibilities
- How To Read Our Solicitations And Contracts
- What Systems Do You Need To Register In?
- How To Respond To Opportunities (RFI/RFP/RFQ)
- Government Expectations Of Contractors
- Common Errors Which Cause Rejected Invoices
- How To Get Positive Past Performance
- Conclusion





U.S. ARMY

Why Do Business With The US Federal Government?





Why Do Business With The US Federal Government?

- There are plenty of opportunities! In Fiscal Year 2021, RCC-KU spent over \$41 Million, and that's just one contracting office.
- We always fair opportunity and treatment, win or loose.
- If you do not have any past performance, we will not use that a reason to disqualify you.
- There is NO "Pay-To-Play". Other than the cost of putting together a proposal, there are no registration, entrance, or membership costs or fees to do business with the Federal Government.
- Requirements come in all quantities large and small. Compete for what you can.
- Use the process to learn our systems and sharpen your skills with little to no risk.





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What The Regional Contracting Center-Kuwait Does





What The Regional Contracting Center Kuwait Does

- The Regional Contracting Center – Kuwait (RCC-KU) buys all types of supplies and services for US Army Central Command (ARCENT) forces located in the State of Kuwait.
- These “forces” are our Customers. Contracting Officers and Specialists work for these customers, and have a mandate to ensure American Taxpayers are getting the best value for goods and services.
- Customer locations include those on Camp Arifjan, Camp Buehring, Khabari Crossing (K-Crossing) and other locations.
- We work hard to meet our customers needs while ensuring that contractors receive impartial, fair, and equitable treatment.
- Who We Are Not
 - LOGCAP, Heavy Lift 8, USACE





What Does It Mean To Be Impartial, Fair And Equitable?

- **Impartial:** We cannot show favoritism - either actual favoritism or perceived favor.
 - In practice, this means:
 - We cannot accept gifts from contractors
 - We cannot give out information to one contractor unless we give it to all potential offerors
 - We must document our conversations and be transparent as possible during a solicitation
 - We rely on competition to get fair and reasonable pricing. Favoritism can compromise that.
- **Fair:** We will treat you with respect and in accordance with the objective terms of the Solicitation or Contract.
 - We know you work hard, and we strive to make sure your proposals are reviewed in the same way.
 - During contract execution, we will listen to your concerns and act as objectively as possible. If we see or hear of a US Government rep treating you unfairly we will act. Please let us know if you have any issues or concerns!
- **Equitable:** We will work to keep the offer and acceptance balanced.
 - When a contract is signed, it should be perfectly balanced. Sometimes, the Government or the contractor can throw off that balance. Its our job to determine if the contract requires adjustment, and to what degree.





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What the Regional Contracting Center-Kuwait Buys





Routine Purchases

Commodities

- Furniture
- Bill of materials
- Gatch and Gravel
- Appliances
- Generators



Services

- Custodial Services
- Communication Services
- Medical Services
- Dental Services
- Off Post Housing Maintenance
- Landscapes Maintenance
- Equipment Maintenance



Minor Construction

- Modular / relocatable Building Assembly
- Road repair and surface paving
- Medical Services
- Carpentry, roofing, excavation
- Off Post Housing Maintenance
- Electrical, Plumbing, HVAC
- Demolition, masonry, welding





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Government Contracting Team: Roles and Responsibilities





The Contracting Team

➤ **Contracting Officer:**

- The ONLY PERSON who can:
 - Sign a contract and obligate Government Funding
 - Change a contract
 - Terminate a contract
 - Direct the Contractor to do something outside the Scope of the Contract

➤ **Contracting Specialist:**

- Does most of the administrative work before the contract is signed, and is heavily involved in the administration of the contract during execution
- Will probably have a good deal of understanding / context of a particular contract or requirement
- Works with the customer to help define the requirement

➤ **Contracting Officer's Representative (COR):**

- Appointed in writing with specific duties and responsibilities delegated from the Contracting Officer
- Serves as the Contracting Officer's "Eyes and Ears"
- Works directly with the contractor on day-to-day execution of the contract
- May provide surveillance of performance
- May write a contractor's annual evaluation report
- Not appointed for every contract





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What Systems Do You Need To Register In?





Contract Systems/Database Registrations

- Request and validate your **NATO Commercial and Government Entity (NCAGE)** Code
 - May take up to 10 business days.
- Request a **DUNS** Number from Dun & Bradstreet:
 - <http://fedgov.dnb.com/webform>.
 - Allow 1 to 2 business days to obtain the international DUNS number
- Register on the **System for Award Management** website (**SAM.Gov**)
 - You must have the NCAGE code and the DUNS number before registering in SAM.
 - May take up to 10 business days.
 - Complete your company profile, ensuring your address is accurate with no **Spelling Errors**.
 - Chose your **NAICS (North American Industry Classification System)** code. This is what your business does.
 - Complete your annual **Reps and Certs**
 - **Registration is good for one (1) year**
- Register in **Joint Contingency Contracting System (JCCS)**
 - Registration requirement for all local / regional companies
 - Used to confirm capabilities of your company and is part of the base access review process
 - You must Complete all questionnaires and upload any applicable documents requested
 - If you have questions, please ask!
- Register in **Wide Area Work Flow (WAWF)**
 - Used to Submit Invoices, Receiving Reports, and Vouchers
 - Check the status of documents in the History Folder
 - Correct and resubmit rejected documents
 - Receive e-mail notification of awaiting actions





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How To Read Our Solicitations And Contracts





Forms and Formats

- Generally, we will issue Commercial Solicitation and Contracts on a form called a SF 1449.
- Other forms may include:
 - SF 1442: Used for large construction projects
 - DD 1155: Can be used for task or delivery orders, large or small.
 - SF 33: Used during a “sealed bid”
 - SF 44: Used for smaller purchases, where cash will be paid on-the-spot
- First 1-2 pages will be an actual form, and will look the same in every contract or solicitation

SF 1449

- The pages that follow contain everything else and will generally adhere to a similar format





Forms and Formats (Cont.)

- The pages that follow contain the actual solicitation with instruction or the contractual requirements
- Generally, these pages will look similar, contract to contract, and will include these parts:
 - **Contract Line Item Number (CLIN)** structure: Description, Unit of Issue, Unit Price, Quantity required, total price.
 - For Solicitations, the pricing portions will be blank, with the expectation being for offerors to fill in the blanks with their competitive offers
 - In a contract, CLIN pricing will reflect the final, agreed upon price.
 - Instructions to Offerors (Provision number 52.212-1)
 - Tells offerors rules to follow when submitting an offer
 - Tells offerors how to actually submit the offer
 - Evaluation Information (Clause number 52.212-2)
 - Tells offerors how their proposals will be evaluated
 - Tells offerors what factors will be looked at (Price, technical, delivery schedule, past performance, etc.)
 - Look for “Salient Characteristics” - The most important descriptions for what the Government is trying to buy
 - For service contracts, there will be a Performance Work Statement
 - Tells offerors / contractors the performance objectives / requirements
 - May provide detail on reporting requirements
 - Commercial Terms and Conditions Clause (Clause number 52.212-4)





Forms and Formats (Cont.)

- Commercial Terms and Conditions Clause (Clause number 52.212-4)
 - Commercial Warranty
 - contract changes
 - Inspection and acceptance
 - Disputes
 - Excusable delays
 - Termination
 - Just to name a few!

- Clause to incorporate special US Laws (Clause 52.212-5)

- Commercial Representations and Certifications (Clause 52.212-3)
 - Note (b)(2) of that clause: If your company is registered on SAM.GOV, and your Annual Representations and Certifications are complete and still current, you do not have to complete any of this form.
 - Other Reps and Certs to take note of:
 - FAR 52.204-26 (Covered Telecommunications Equipment or Services-Representation).
 - FAR 52.204-25 (Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment).
 - FAR 52.222-50 Combatting Trafficking In Persons (CTIP)
 - DFARS 252.225-7995 (Contractor Personnel Performing in the United States Central Command Area of Responsibility - Synchronized Predeployment and Operational Tracker “SPOT”)





Forms and Formats (Cont.)

➤ Don't Get Scammed!

- The US Government will never charge an entrance or registration fee to compete for new work
- The US Government will never communicate through a non-official email account (Gmail, yahoo, Hotmail, etc.)
- Official accounts end with: **.MIL** or **.GOV**. Example: Bob.r.Johnson.mil@army**.mil**
- The US Government does not offer advance payment
- If someone contacts you by phone, ask for an official email after the call is over for your records





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How To Respond To Opportunities





Solicitations

- Understand the requirement: The What / when / where of the supply or service requested
- The solicitation will contain the required product / service specifications / characteristics, technical data, and other pertinent information necessary to draft a response to the solicitation
- Pay specific attention to instructions, evaluation criteria, and provisions contained within the solicitation





Tips to Answering a Solicitation

- Be on time! If your offer is late, we will not accept it
- Follow the instructions
- Provide everything that is asked for: Pricing, technical proposal or narrative, pictures, reps and certs, or whatever is requested
- Ask questions early! We will do our best to answer your questions up to a point. We will make public questions and answers
- Get registered! We try to solicit to companies who are fully registered, and can award ONLY to those companies with registration that are current and complete





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Government Expectations of Contractors





Defense Base Act (DBA) Insurance

- DBA insurance provides disability, medical, and death benefits to covered employees injured or killed in the course of employment, whether or not the injury or death occurred during work hours.
- If the contract is for Services performed on a Government Facility, you must DBA insurance **BEFORE COMMENCING PERFORMANCE**
- Your company must obtain DBA insurance coverage, as soon as the contract is awarded, from an approved U.S. Department of Labor (DoL) insurance carrier:

<https://www.dol.gov/owcp/dlhwc/lscarrier.htm>

- Supply contracts that require *delivery only* do not require DBA coverage.
- You will need to propose an estimated amount for DBA in their offer; however, the Government will not evaluate the estimate during source selection
- Proof of insurance must be submitted to contracting prior to start of performance
- The US Government will reimburse you for your actual DBA costs incurred.
 - Paid-Stamped receipt must be submitted for DBA reimbursement





Contractor Payment

- The US Government does not pre-pay for services
- The Government pays for goods and services *after* receipt and acceptance
- Invoice submitted by Company through WAWF must be accepted by US Government representative
- Payments made by Electronic Funds Transfer
- Invoices may take up to 30 days for payment from the date the Finance office receives a proper invoice
- To avoid delays, ensure invoice is submitted in accordance with contract
- The Government will pay in local currency based on the US Treasury rate as of the date the payment will be processed.





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Common Errors Causing Rejected Invoices





Common Errors That Cause Invoice Rejection

- Extraneous attachments to WAWF submission
 - Only attachment that should be included is if billing for DBA insurance; attach paid-stamped receipt
- Invoice Items do not match contract items EXACTLY
 - Address
 - Unit price, unit of issue
- Invoice submitted to incorrect DODAAC
 - DODAACs: Admin By, Service Acceptor, Payment Official, Issue By (follow instructions on WAWF clause.)
- Shipment Date on invoice is after contract delivery date/period of performance
 - Shipment date should be ON or BEFORE contract delivery date. If shipment happened after contract delivery date, a contract modification is required.
- EFT information not included on invoice





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How To Achieve Positive Past Performance





How To Achieve Positive Past Performance

- Not every contract will have a formal Past Performance Report
 - Service and construction over \$250,000 and supplies over \$1,000,000
- Every contract will leave the Government with an impression of your work!
- If you want positive past performance, do these things!
 - Follow the terms and conditions to the letter!
 - Delivery dates
 - Completion dates
 - PWS conformance
 - Read your Performance Requirements Summary
 - Be responsive to the Government Contracting team
 - Answer questions quickly
 - Do not withhold information
 - Help identify and solve problems before they occur
 - Address concerns and fix them quickly
 - You are responsible for quality control, the Government is responsible for Quality Assurance
 - Problems will likely occur. Be quick to fix it!
- Remember: If you do what you are supposed to do, then you are “SATISFACTORY”.
 - This is not a bad thing!





Conclusion





Joint Contingency Contracting System

- **The Joint Contingency Contracting System (JCCS) site contains accurate and up-to-date Contingency Business**

- **Information to include:**
 - Vendor Registration
 - Centralized Solicitation Posting
 - Electronic Proposal Submission and Retrieval

- **Registration is a four step process:**
 - Registration Instructions
 - Company/Financial Information
 - Point of Contact Information
 - Registration Confirmation

- **Used to verify business licensing and lawful ability to perform**





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Laws That Govern Our Actions





U.S. Federal Acquisition Regulations

- Federal Acquisition Regulation (FAR)

<https://www.acquisition.gov/browsefar>

- Defense Federal Acquisition Regulation Supplement (DFARS) and Procedures, Guidance, and Information (PGI)

<https://www.acq.osd.mil/dpap/dars/dfarspgi/current/>

- Army Federal Acquisition Regulation (AFAR)

<https://www.ecfr.gov/cgi-bin/textidx?SID=4d9efe7a3d7d3b2a02cb2e55d645874a&mc=true&tpl=/ecfrbrowse/Title48/48chapter51.tpl>

- Other U.S. Federal Acquisition Supplemental Regulations

https://www.acquisition.gov/Supplemental_Regulations





System for Award Management

- The System for Award Management (SAM) site is used for:
 - Registering to do business with the U.S. Government
 - Updating or renewing your entity registrations yearly
 - Checking the status of an entity registration
 - Searching for entity registration and exclusion records





Wide Area Work Flow (WAWF)

- WAWF is the website where invoices, receiving reports, and vouchers are submitted by the contractor and approved by the U.S. Government
- Potential vendors can register within the Procurement Integrated Enterprise Environment (PIEE) suite





Combatting Trafficking In Persons (CTIP)

➤ Trafficking in Persons defined:

- Sex trafficking in which a commercial sex act is induced by force, fraud or coercion, or in which a person induced to perform such act has not attained 18 years of age; or
- The recruitment, harboring, transportation, provision, or obtaining of a person for labor or services, through the use of force, fraud, or coercion for the purpose of subjection to involuntary servitude, peonage, debt bondage, or slavery

➤ FAR Subpart 22.17 details what contractors, and their subcontractor employees, cannot do in regards to trafficking in persons

➤ DFARS Subpart 222.17 supplements the FAR in codifying the zero-tolerance policy against human trafficking

➤ DFARS Subpart 222.72 maintains compliance with labor laws of foreign governments

➤ The U.S. Government can terminate a contract if the prime or subcontractor commits an act that directly supports or advances trafficking in persons





Vendor Day
386 ECONS
(Air Force)



Overview



- **386 ECONS – Who We Are**
 - **Construction Team**
 - **Services Team**
 - **Large Commodities Team**
 - **Government Purchase Card (GPC) Program Team**
 - **Why is Competition Important to the US Government?**
 - **Conclusion**
-

386th Air Expeditionary Wing



U.S. AIR FORCE

386 ECONS – Who We Are





Who We Are



- **386th Expeditionary Contracting Squadron (386 ECONS)**
 - **16-person (all US military) Contracting Squadron providing Government Purchase Card (GPC), Construction, Commodities & Services support for the following locations in Kuwait:**
 - **Ali al Salem Air Base (ASAB)**
 - **Ahmad al-Jaber Air Base (AJAB)**
 - **Cargo City (CCTY)**
 - **Composed of four (4) teams:**
 - **Construction**
 - **Services**
 - **Commodities**
 - **GPC Team (Actions under \$35K USD)**
 - **Provide numerous opportunities for local Kuwaiti vendors**

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Construction Team

- Typical Team Projects
- Current Awarded Contracts
- Upcoming Opportunities



Construction Team Typical Projects



- **Utility Infrastructure**
 - **Electrical**
 - **Sewer/Sewage Treatment**
- **Pavements**
 - **Airfield – Runway, Taxiway, and Parking Apron**
 - **Road – Asphalt and Gravel**
- **Facility Construction/Repair**
 - **Block Building and Pre-engineered Buildings**
 - **Interior and Exterior Repair**
 - **HVAC Repair/Replacement**
 - **Sunshades**



Construction Team

Current Awarded Contracts



- **Construct New Brownstone Dorms- \$7.2M (2.1M KWD)**
Construction of eight new living quarters with 26 rooms in each.
 - **Repair Runway-\$4.9M (1.4M KWD)**
Using 33,000 Tons of asphalt to repair portion of runway.
 - **Repair Wing Operations Center - \$511K (154K KWD)**
Renovation for Bldg. Which will include hardening exterior, electric system repair, and HVAC repair.
 - **Construct New Fire Station 1 \$1.3M (392K KWD)**
Construct a 15,930SF concrete masonry unit fire station
-



Award Types



Stand-alone Contract: Single award for single service/commodity. Very few of these are done in construction. As a location becomes more established we start to use more Task Orders off of IDIQs.

IDIQs: stands for indefinite delivery/indefinite quantity, which means that in a specified period and contract amount, a contractor or groups of contractors will be available to deliver goods and services. (Either Single Award or Multiple Award)

Multiple Award IDIQs: Awarded to a group of companies or contractors who must then compete for each project, with those who provide the best proposals winning. Ex: MACC

TOs: Task Orders are the direct result of an award made under an Indefinite Delivery Indefinite Quantity (IDIQ) contract.

BPA: stands for Blanket Purchase Agreement. As agreement between two parties for goods or services at a set price rate. At any point, either party may end the agreement. To execute an order off of a BPA is called a “BPA Call”



Construction Flight Upcoming Opportunities



■ Airfield Paving IDIQ

2 contracts/ 1 year + 2 one-year options (Set to Expire FY 2023)

Solicitation around March/April 2023 and PoP start late September 2023

■ MACC (Multiple Award Construction Contract)

5 contracts / 1 year + 4 one-year options (Set to Expire FY 2025)

Solicitation around March/April 2025 and PoP start late September 2025

■ Base Paving IDIQ

3 contracts/ 1 year + 4 one-year options (Set to Expire FY 2025)

Solicitation around March/April 2025 and PoP start late September 2025

■ Demolition BPA

2 contracts / 5 year Agreement (Set to Expire FY 2026)

Solicitation around March/April 2026 and PoP start late September 2026

Options: a set period of additional time that may be awarded per specific wording in the contract but is not guaranteed.

FY: Fiscal Year – The US Government FY is from 1 October to 30 September of a year.

PoP: Period of Performance



How to Get on an IDIQ?



1. **Know when the IDIQ is expiring!**
 2. **Build up your experience.**
 - Gain experience through Stand Alone Contracts
Note - IDIQs may look into past performance
 3. **Submit your capabilities statement**
Note - This could help you be considered for Stand Alone Contracts
 4. **Respond to Request for Information/Attend Vendor Days**
 5. **Respond to Solicitations when they are announced**
-

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Services Team

- Current Awarded Contracts
- Upcoming Opportunities
- Typical Team Projects



Services Team

Current Awarded Contracts



- **Refuse Service Contract (Set to Expire August 2023)**
Solicitation around January/February 2023 and PoP start August 2023
 - **Septic Service Contract (Set to Expire December 2023)**
Solicitation around May/June 2023 and PoP start December 2023
 - **Vehicle Lease Service Contract (Set to Expire March 2024)**
Solicitation around October/November 2023 and PoP start March 2024
 - **Sand Removal Service (Set to Expire April 2024)**
Solicitation around November/December 2023 and PoP start April 2024
 - **Base Laundry BPA (Set to Expire April 2024)**
Solicitation around November/December 2023 and PoP start April 2024
 - **Hoods and Ducts Cleaning (Set to Expire Jan 2025)**
Solicitation around June/July 2024 and PoP start January 2025
 - **Integrated Services Digital Network (ISDN) (Set to Expire November 2025)**
Solicitation around April/May 2025 and PoP start November 2025
-



Services Team

Upcoming Opportunities



- **Custodial Service Contract (Set to Expire July 2022)**
Solicitation around January/February 2022 and PoP start July 2022
 - **WiFi Service Contract (Set to Expire December 2022)**
Solicitation around May/June 2022 and PoP start December 2022
 - **Cell Phone Service Contract (Set to Expire May 2022)**
Solicitation around December 2021/January 2022 and PoP start May 2022
 - **Generator Lease (Set to Expire July 2022)**
Solicitation around January/February 2022 and PoP start July 2022
-



Services Team Typical Projects



- **Services**
 - Internet
 - Custodial Services
 - Equipment Lease/Rental
 - Fork Lift
 - Reefer Trailer
 - Crane
 - Equipment Maintenance
 - Generator
 - Small Vehicle
 - Electrical
 - Laundry
-

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Large Commodities Team
- Upcoming Opportunities
- Typical Team Projects





Large Commodities Team Upcoming Opportunities



■ HVAC BPA

Solicitation around October/November 2021 and potential start November 2021

■ Lodging Furniture BPA

Solicitation around October/November 2021 and potential start November 2021





Large Commodities Team Typical Projects



- **Materials/Supplies:**
 - Building Materials
 - Concrete
 - Gravel
 - Pipes/Hinges
 - Compressors
 - A/C Units (2T/1.5T/Window Units)
 - Paper
 - Shredders
 - White boards
- **Furniture**
 - Bunk Beds
 - Tables
 - Desks
 - Chairs
 - Wall Lockers
- **Computer Equipment**
- **Gym Equipment**
- **Washer and Dryers**
- **Mattresses**

-
- **And anything larger than the Government Purchase Card Team threshold.**

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Government Purchase Card Team

- Upcoming Opportunities**
- Typical Team Projects**
- What is GPC?**
- Advantages of GPC**



Government Purchase Card Team Upcoming Opportunities



-
- No projects identified at this time.
-



Government Purchase Card Team Typical Projects



-
- **Printer Toner**
 - **TVs/Speakers**
 - **Furniture (Desks/Chairs)**
 - **Small construction projects (Fixing doors/Removing walls)**
 - **Building materials (Wood/Metal)**
 - **Light bulbs**
 - **Plumbing/HVAC supplies**

-
- **If projects go over the Government Purchase Card Team threshold they are sent to the Large Commodities Team.**



What is GPC?

- The GPC (Government Purchase Card) mission is to streamline payment procedures and reduce the administrative burden associated with purchasing supplies and services
 - Provides “on the spot” purchasing and receiving
 - Our GPC Team makes all purchases under \$35,000 US dollars (approx. 9,800.000 KWD) for supplies or services
 - Construction purchases are limited to \$2,000 US dollars
- GPC Team is composed of a Team Lead and 3 buyers who are each issued a GPC credit card



Advantages of GPC

- **Instant payment!** When the Government makes a GPC purchase, the vendor receives the money on the spot.
 - **Shorter lead times.** Due to a less complex process, it is much faster to make a GPC purchase as opposed to creating/awarding a new contract.
 - **Fewer competition requirements lead to a faster solicitation process, and a quicker delivery of end product/item.**
 - **Allows GPC Team to go downtown to local vendors and purchase items directly.**
-

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**Why is Competition
Important to the
US Government?**



Why is Competition Important to the US Government?



- **Maximum possible opportunity to vendors while ensuring a stable and robust vendor base.**
 - **Enables best price to be received for goods and services.**
 - **To ensure the best value is received.**
-

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CONCLUSION

- If interested in doing business with 386 ECONS, please send a capabilities statement electronically to the following inbox:

386econs.orgboxall@asab.afcent.af.mil

Contracting with the U.S. Army Corps of Engineers

Water Well Commission
Al Asad Air Base

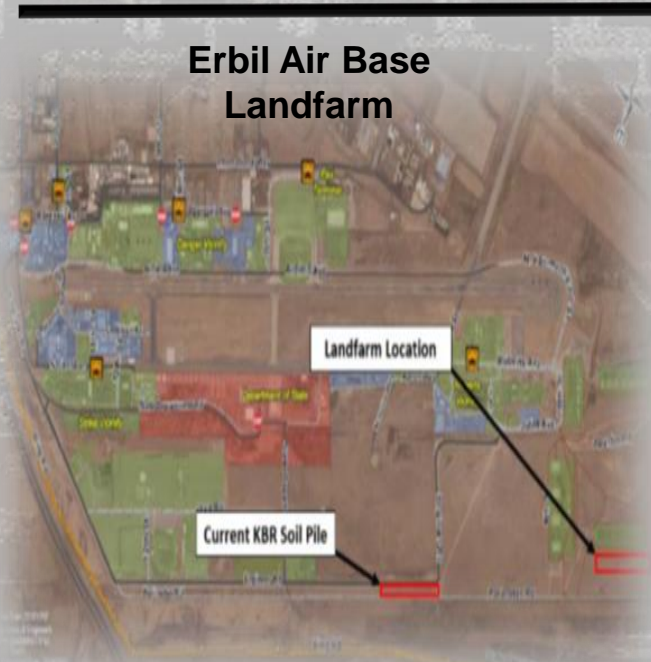


Bunker Door Design



Transatlantic Expeditionary District
20 October 2021

Erbil Air Base
Landfarm



Unaccompanied Officers Quarters
Camp Arifjan





Agenda

The U.S. Army Corps of Engineers (USACE)



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- ❖ Who are we?
- ❖ Where are we?
- ❖ What do we do?
- ❖ What do we buy?
- ❖ What contracting requirements are forthcoming?
- ❖ Where to find USACE contracting opportunities?



APS-5 Warehouses – Camp Arifjan



Who is the U.S. Army Corps of Engineers?



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❖ The U.S. Army Corps of Engineers is the Department of Defense construction agent.

- Major Army Command with over 30,000 civilian and military personnel
- World's largest public engineering, design and construction management agency
- Responsible for delivery of facilities and infrastructure supporting the Army, Air Force and Defense agencies

Transatlantic Expeditionary District Vision:

Engineering innovative solutions to evolving challenges in a dynamic theater

Deliver the Program
Meet every engineering challenge in theater

Posture the District
Develop district structure and operations to provide the most responsive and effective support to theater

Take Care of People
Maximize talent, abilities, success

Ensure Force Protection
Force protection, safety, and sustainability are imperative

Prepare for the Future
Manage transitions to ensure continued success of the district

Enable and Sustain Host Nation Capability
Shape host nation construction and engineering for their long-term success

Mission: The Transatlantic Expeditionary District provides engineering solutions and expertise in support of US, Coalition, and Host Nation Partners within the CENTCOM AOR.

"The Transatlantic Expeditionary District, a team of teams delivering strong for our Nation and our Mission Partners!"



Where is the U.S. Army Corps of Engineers?



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What does the U.S. Army Corps of Engineers do?



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❖ The U.S. Army Corps of Engineers ...

- Is the Nation's number one federal provider of outdoor recreation.
- Is the Nation's environmental engineer.
- Owns and operates more than 600 dams.
- Operates and maintains 12,000 miles of commercial inland navigation channels.
- Dredges more than 200 million cubic yards of construction and maintenance dredge material annually.
- Maintains 926 coastal, Great Lakes and inland harbors.
- Restores, creates, enhances or preserves tens of thousands of acres of wetlands annually under the Corps' Regulatory Program.
- Provides a total water supply storage capacity of 329.2 million acre-feet in major Corps lakes.
- Owns and operates 24 percent of the U.S. hydropower capacity or 3 percent of the total U.S. electric capacity.
- Supports Army and Air Force installations.
- Provides technical and construction support to more than 100 countries.
- Manages an Army military construction program between 2006 and 2013 totaling approximately \$44.6 billion — the largest construction effort since World War II.
- Researches and develops technologies to protect the nation's environment and enhance quality of life.



What does the U.S. Army Corps of Engineers buy?



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❖ The following are examples of what the U.S. Army Corps of Engineers buys:

- Construction – barracks, dining facilities, maintenance shops, hangers, hospitals, airfields, roads, levees, and dams.
- Engineering Services – Concept studies, master planning, engineering studies, all types of surveying and mapping (land and aerial), design/build, inspection services and testing.
- Other Services – Environmental services, trash collection, grass mowing, janitorial, oversee and maintain recreational parks, stenographic, real estate appraisal.
- Supplies and Equipment – Generators, HVAC, electronic gear, cement, rip rap, and publications.

What are the Expeditionary District's procurement needs?





What are the Expeditionary District's contracting requirements / needs?



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- ❖ Design Build Construction
 - Dining Facilities at Erbil Air Base, Iraq
 - Roberts Dining Facility
 - Strike Dining Facility

Project Description:

- New construction for hardened structures to serve as dining facilities
- Current dining facilities are old tents
 - Roberts Dining Facility: Provide seating for 200
 - Strike Dining Facility: Provide seating for 600



What are the Expeditionary District's contract requirements / needs? - Continuation



- ❖ Design Build, Design-Bid-Build Multiple Award Task Order Contracts (MATOCs) for performance in Kuwait, Iraq and the “Stans”
- ❖ Sustainment, Restoration, Modernization Construction MATOCs or Job Order Contracts for performance in Kuwait, Iraq and the “Stans”
- ❖ Construction Contract
 - Conference Center for KAZCENT, Kazakhstan
 - Project Description
 - Pre-fabricated, metal, single story building/facility
 - Work includes, but is not limited to, the demolition of 2 existing buildings, and the re-routing of several utility lines which conflict with the new construction.



Where to find U.S. Army Corps of Engineers contracting opportunities.



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❖ <https://www.usace.army.mil/Business-With-Us/>

Interested in doing business with the Corps?

[Click Here](#) for a brief video, "*Doing Business with the U.S. Army Corps of Engineers*".

[Click Here](#) to watch a brief video, *Architect-Engineer Task Order Requirement Notice (TORN) Implementation Plan Discussion*.

1. Register in the [System for Award Management database](#). It is MANDATORY that all vendors are registered on the [SAM.gov](#) website in order to receive contracts. *The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM.*
2. Find information on available USACE opportunities through the [Contract Opportunities website](#).
3. Complete the appropriate forms stated in or provided in the synopsis or solicitation.
4. Visit the website for the division, district, center or laboratory with which you desire to do business in order to learn about the missions and the types of services/supplies each procures.
5. If you are a small or small disadvantaged business, call, write or visit the Corps of Engineers, Deputy for Small Business in the location of interest to you to discuss your firm's capabilities, interest and capacities to perform.

You can find information about upcoming opportunities from:

1. [SAM.gov Contract Opportunities](#)
2. Advance Notices to Bidders and Invitations for Bids at businesses such as the Associated General Contractors of America (AGC), minority contract associations, and construction industry associations.
3. Small Business Conferences
4. Announcements of Business Opportunity Conferences, Trade Fairs and other federally attended or sponsored liaison meetings in your area
5. Corps of Engineers division, district and laboratory websites





Where to find U.S. Army Corps of Engineers contracting opportunities.



❖ <https://sam.gov>

■ Expeditionary District

Notice ID starts with “W5J9JE”

Example of SAM.gov notice for the Expeditionary District:

KAZCENT Conference Center at Almaty, Kazakhstan

Notice ID: W5J9JE22R0100

REQUEST FOR INFORMATION (RFI): This notice is for market research purposes in accordance with Federal Acquisition Regulation

...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE ARMY

■ Middle East District

Notice ID starts with “W912ER”

Example of SAM.gov notice for the Middle East District:

Kingdom of Saudi Arabia Multiple Award Task Order Contract (MATOC)

Notice ID: W912ER-20-R-0021

Update: to this notice: Please see solicitation W912ER-22-R-0019 which was released 8 October 2021. This solicitation number will be deactivated

...

Department/Ind.Agency
DEPT OF DEFENSE

Subtier
DEPT OF THE ARMY

CONCLUSION:

- Thank you for your valuable time.
- If interested in doing business with the Expeditionary District, U.S. Army Corps of Engineers, please send your capabilities statement to:

dll-cetae-03-contracting@usace.army.mil

QUESTIONS?





Q&A

Member of the Global Network of American Chambers of Commerce

Sponsor:





Closing Remarks and Break



Workshop Welcome Remarks

Mary McGinnis, Executive Director at AmCham Bahrain



Doing Business with the United States Government



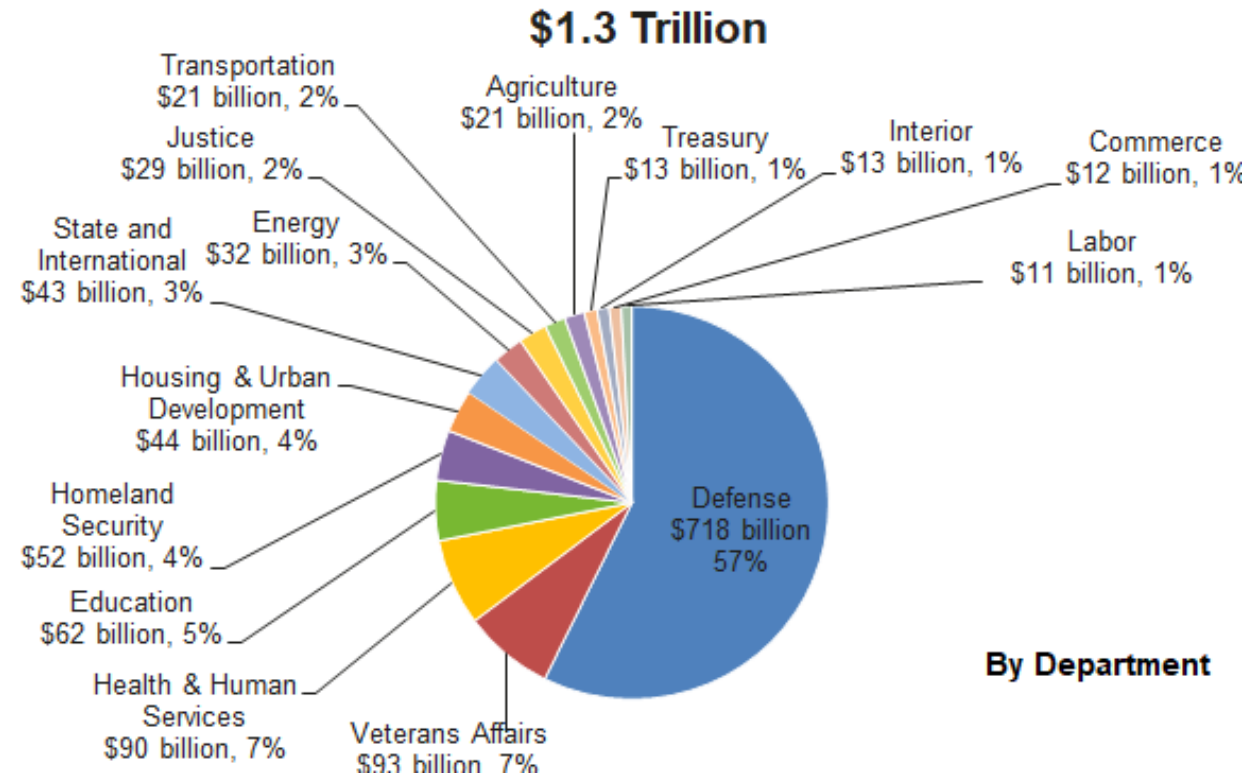
MICHAEL SEDGE
msedge@relyantglobal.com

October 2021



Why Work with the United States Government?

Average Federal Spending in Recent Years





Who Buys in the Region?



U.S. AIR FORCE



How Do you Begin?

Government Registrations

Data Universal Numbering System

The “D-U-N-S” Number

Required for all U.S. Government Bids and Contracts

Free On-Line Registration System

www.dnb.com/duns-number.html

dun & bradstreet



Government Registrations

Commercial and Government Entity

The CAGE Registration

Complete various clauses and certifications related to your business.

Free On-Line Registration through

dun & bradstreet

www.dnb.com/duns-number.html



Government Registrations

System of Award Management

The “SAM” Registration

Click on the «Get Started» Link

Certifications, Management and Financial Information.

Free On-Line Registration System

www.sam.gov



Entity Overview Details

DUNS: 131051604
CAGE: 3X0Z4
Status: Active

2711 CENTERVILLE RD STE 120 PMB 5677
WILMINGTON, DE, 19808 - 1660
UNITED STATES

D&B Legal Business Name: MICHAEL-BRUNO, LLC
Doing Business as: (none)

Core Data

Business Information:

Business start date: 11/13/2003
Fiscal year end close date: 12/31
Company Division Name: MICHAEL-BRUNO ITALY / DJIBOUTI / BAHRAIN
Company Division Number:
Corporate URL: <http://www.mb-global.com>
Congressional District: DE 00
Registration Date: 07/06/2004
Activation Date: 08/28/2015
Expiration Date: 08/27/2016
Renewal Date: 08/28/2015
MPIN: MBPP10013

Physical Address:

Address line 1: 2711 CENTERVILLE RD STE 120 PMB 5677
City: WILMINGTON
State: DE
ZIP/ Postal Code: 19808 - 1660
Country: UNITED STATES

Mailing Address:

Address line 1: PMB #5677
Address line 2: 2711 CENTERVILLE ROAD, SUITE 120
City: WILMINGTON
State: DE
ZIP/ Postal Code: 19808 - 1660
Country: UNITED STATES

Sensitive Information:

EIN: 980408748

IRS Consent:

Tax payer name: MICHAEL-BRUNO LLC
Address Line 1: 2711 CENTERVILLE RD STE 120 PMB 5677
Address Line 2:
City: WILMINGTON
State: DE
Country: UNITED STATES
Zip/Postal Code: 19808 -
Type of Tax: Applicable Federal Tax
Tax Year (Most Recent Tax Year): 2007
Name of individual executing consent: MICHAEL H. SEDGE
Title of the individual executing consent: PRESIDENT
Signature: MICHAEL H. SEDGE
Tin consent date: 08/28/2015

CAGE/NCAGE Code:

CAGE: 3X0Z4



Other Important Information

North American Industry Classification System

The “NAICS”

Identified business classifications.

Free On-Line Search System

<https://www.naics.com/search/>



You're registered. Now what?

Federal Acquisition Regulation (FAR) Dictate
Government Buying Process and Procedures

Most-Common Contract Types

- (1) Fixed-Price Contracts
- (2) Cost-Reimbursement Contracts
- (3) Indefinite-Delivery Contracts
- (4) Time-and-Materials Contracts
- (5) Labor-Hour Contracts



Common Contract Types

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Open Competition Requirements

Almost all US Government contracts must be publicly advertised and openly competed according to FAR

(Small Business advantage is normally not applied outside USA)

In open bids...

Instructions are Provided

Services, Products and Specifications are Provided

Opportunities for Questions are Provided

Deadlines and Procedures are Provided



Where do I find Opportunities?

Competition Resources

Federal Business Opportunities: www.fbo.gov (sam.gov)

Government Agencies may have Regional-Local Websites

US Embassies & Consulates

US Navy

<https://euro.neco.navy.mil/>



Going After US Government Work Positioning & Marketing

- (1) What Opportunities are Coming Up?
- (2) What if we do not have all the Qualifications?
- (3) What happens after we win?
- (4) A Guide to US Government Contracts



Going After US Government Work Positioning & Marketing

What Opportunities are Coming Up?

- Advantage of Advance Notice

Example: CJTF-HOA J44 Win

Example: Bahrain Multi-Award Construction

Contract

- Meet with the Client

Example: Navy Exchange Concessions: Naples

Example: SAME Joint Engineering Conference



Going After US Government Work Positioning & Marketing

What if we do not have all the Qualifications?

- Government Allows Partnering Opportunities

Example: Seaport-e (RRC)

Example: Motorola Antenna Installation

- Partners can lead to Advanced Opportunity Information
- Teams & Teaming Agreements

Example: USACE ME Region Construction Contract

Example: Architect-Engineer Europe, Africa, ME



Going After US Government Work Positioning & Marketing

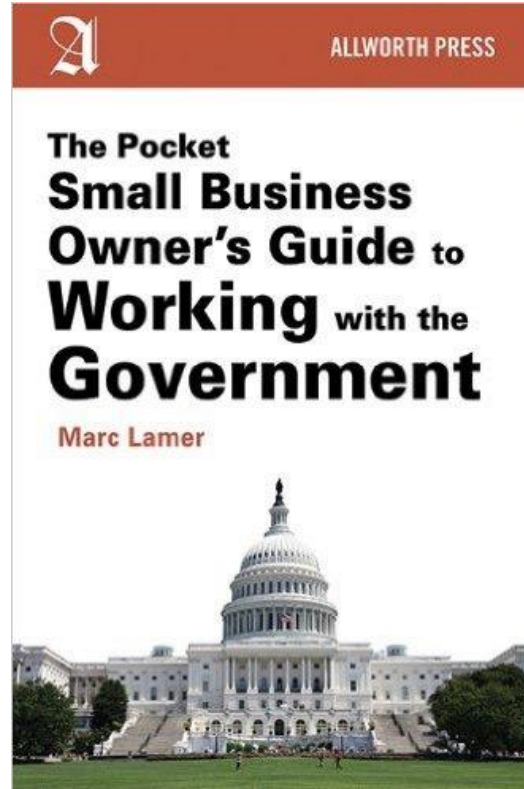
What happens after we win?

- Contracts are Not Negotiated After Competition
 - Contract Officers Represent Government Clients
 - Payment Process:
 - Varies with Client, but 14-21 Day Average
 - Wide Area Workflow (WAWF) System
- Example: Staffing Contracts, Spain



Going After US Government Work Positioning & Marketing

A Guide to US Government Contracts





Questions & Answers

