Puget Sound Naval Shipyard & Intermediate Maintenance Facility

Industry Days 2018
District Craft Program

Gary Binder
Contracting Officer
Rules of Engagement

• This is an informational briefing only; in the event of conflict with the solicitation, the solicitation rules.

• No agreements, promises or other commitments will be made or implied.

• The primary purpose of this day to educate and inform our market about PSNS&IMF processes and procedures for our standard vessel packages &

  Describe the Small Boat MAC Requirement

• Submit questions using the forms provided today; written responses to be posted on FBO.gov
Solicitations Open Right Now!

- N4523A18R1054 SWOB-8 closes 30 MAY 2018
- N4523A18R1057 LET Kit #3 closes 07 JUN 2018
- N4523A18R1055 UF-2 closes 07 JUN 2018
- N4523A18R1063 UF-3 closes 13 JUN 2018
- N4523A18R1059 YON-325 closes 14 JUN 2018
- N4523A18R1058 YT-800 Tug closes 18 JUN 2018

Watch for the deadlines to attend ship checks: BAVR and POCs

Vessel locations vary
Security access may vary by location
Maintenance, Repair, and Preservation
OVERSIZED and/or STANDARD ITEMS
CAISSONS IX546 YRB (Berthing) TUG BOATS (heavy) FLOATING CRANES

• Full & Open competition or MSRA/ABR IDIQ
• Usually $2M to $4M+
• Requires large dry dock facility

Non-Self Propelled
BARGES (APL/SWOB/YC/YFN/YRB/YON/YD) UTILITY FLOATS (UF/UFDD) CVN CAMELS

• Small Business Set – Asides
• Usually $200K to $1M

SELF-PROPELLED
TUG BOATS DIVE BOATS SCREENING VESSELS SMALL CRAFT

FY17 - $8.87M FY17 - $5.38M
“What are we looking for...?”

• Small businesses (NAICS 336611)
• Local – Puget Sound area
• Facilities capable of dry docking our vessels
• Track history of satisfactory or better performance in projects
• Skilled workers: Painting credentials, welding, pipefitting, marine mechanics
PSNS&IMF District Craft Announcements

• How the Advertising Phase works:

Sources Sought (Market Research)

DRAFT SOW

10 – 15 Business Days

This is important to you!

Synopsis (Get ready!)

15 Days

FINAL SOW
CDRL
5-Way Breakout
GFP Atch
RFC

Solicitation

30+ Days

FBO.gov
How to Ask Questions

– Use the Requests for Clarifications (RFC) form, if available
– Make sure every email/RFC has the solicitation number in the subject line
– Follow directions in the solicitation
– Submit questions early
– Point out any conflicting information or ambiguities *(We want to know if we’re not clear or made a mistake! You don’t need to guess.)*
– After RFC deadline passes, no guarantee a response will be issued in time *(We’ll try)*
– Responses will be posted as: Q&A or amendment or both on FBO.gov
Submitting e-Proposals

• Submit through AMRDEC SAFE (Safe Access File Exchange) ([https://safe.amrdec.army.mil](https://safe.amrdec.army.mil))

• SAFE works in the public domain; most issues encountered are with individual system software/firewalls

• Make sure the files are complete and open properly

• Do not password protect files

• It’s okay to submit early and revise; be clear to explain any changes  *(Recommend 48 hrs prior to closing)*
# The Proposal

<table>
<thead>
<tr>
<th>Volume</th>
<th>Section</th>
<th>Title</th>
<th>E-files (Download to SAFE)</th>
<th>Page Limitations</th>
</tr>
</thead>
<tbody>
<tr>
<td>I</td>
<td>I</td>
<td>Technical Proposal, Sub-factor 1.1 Corporate Experience</td>
<td>1 file: Sections I, II &amp; III</td>
<td>Completed Experience Worksheet – Atch J-5</td>
</tr>
<tr>
<td>II</td>
<td>II</td>
<td>Technical Proposal, Sub-factor 1.2 Certifications</td>
<td></td>
<td>No Page Limitation</td>
</tr>
<tr>
<td>III</td>
<td>III</td>
<td>Technical Proposal, Sub-factor 1.3 Facilities</td>
<td></td>
<td>No Page Limitation</td>
</tr>
<tr>
<td>IV</td>
<td>IV</td>
<td>Technical Proposal, Sub-factor 1.4 QMP</td>
<td>1 file: Section IV</td>
<td>No Page Limitation</td>
</tr>
<tr>
<td>II</td>
<td>-</td>
<td>Past Performance</td>
<td>1 file</td>
<td>Completed Past Performance Worksheet – Atch J-4</td>
</tr>
<tr>
<td>I</td>
<td>I</td>
<td>Cover Letter</td>
<td>1 file</td>
<td>4</td>
</tr>
<tr>
<td>II</td>
<td>II</td>
<td>Completed Solicitation and Applicable Amendments</td>
<td>1 file</td>
<td>No Page Limitation</td>
</tr>
<tr>
<td>III</td>
<td>III</td>
<td>Price Proposal Worksheet Attachment J-2</td>
<td>1 file (.xlsx)</td>
<td>Completed J-2 Attachment</td>
</tr>
</tbody>
</table>

- Technical
- Past Performance
- Price

- ISO 9001-2008 QA Letter or Address Elements
- 3 in 3 years
- 1 in 3 years
- Signatures!

Match Total to CLIN Total
Competition

Understand that competition means:

READ EVERY SOLICITATION THOROUGHLY

• Stay current: SAM registration
• Attend the ship check, if offered
• Bidding to the work as described in the SOW
• Ask questions at sources sought
• Ask questions at synopsis
• Ask questions before the solicitation closes
• NEVER create an offer with the intention of getting well later
• Review the history of successful awards on FBO.GOV for pricing perspective
• Avoid the cut and paste practice for new solicitations
• Best price upfront – notification that award may occur without discussions
Typical Selection Process

- Best Value – Low Price, Technically Acceptable (LPTA)

- Phase I - Technically Acceptable is an evaluation against the minimum ‘standard’

  ACCEPTABLE or UNACCEPTABLE

- Phase II – Low Price is a competition amongst all technically acceptable offerors based strictly on offered price

<table>
<thead>
<tr>
<th>Offeror 1</th>
<th>$10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Offeror 2</td>
<td>$14</td>
</tr>
<tr>
<td>Offeror 3</td>
<td>$23</td>
</tr>
</tbody>
</table>

Is it realistic?
## Evaluating Proposals

<table>
<thead>
<tr>
<th>Factor</th>
<th>Sub factor</th>
<th>Description</th>
<th>Adjectival Rating</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td>Technical Capabilities</td>
<td>Acceptable /Unacceptable</td>
</tr>
<tr>
<td>1.1</td>
<td></td>
<td>Corporate Experience</td>
<td>Acceptable /Unacceptable</td>
</tr>
<tr>
<td>1.2</td>
<td></td>
<td>Certifications</td>
<td>Acceptable /Unacceptable</td>
</tr>
<tr>
<td>1.3</td>
<td></td>
<td>Facility</td>
<td>Acceptable /Unacceptable</td>
</tr>
<tr>
<td>1.4</td>
<td></td>
<td>Quality Management Plan (QMP)</td>
<td>Acceptable /Unacceptable</td>
</tr>
<tr>
<td>2</td>
<td></td>
<td>Past Performance</td>
<td>Acceptable /Unacceptable</td>
</tr>
<tr>
<td>3</td>
<td></td>
<td>Price</td>
<td>Not Adjectivally Rated</td>
</tr>
</tbody>
</table>
The Selection Decision

Source Selection Authority (SSA) makes the decision. Then...

- Individual Small Business Set-aside Letter to each unsuccessful apparent offeror(s) (SB set-asides):
  1) Apparent successful offeror
  2) 5 days to contest the apparent successful offer

- Individual letter to the successful offeror

- Second individual letter to unsuccessful offeror(s):
  1) Includes technical rating of the unsuccessful offeror
  2) Successful offeror price
  3) Number of offers received
  4) Offer to debrief

- Announcement of Award in FBO.gov
SOLICITATIONS PLANNED:

- N4523A18R1060 Small Boat MAC (SB commercial) 08/2018
- N4523A18Q1055 SV64 Engine Overhaul (SB commercial) 07/2018
- N4523A18R1052 YD-248 Floating Crane (Oversize vessel) 11/2018
- N4523A18R1064 UF-34 & UF 137 (SB set-aside) 12/2018
- N4523A18R1066 UF-52 (SB set-aside) 12/2018
- N4523A18R1069 YP-701 (SB set-aside, wood hull) 11/2018
- N4523A18 IX-536 (Oversize vessel)
- N4523A18 Edgecumbe Barge (Oversize vessel)
Questions About Standard Vessels:

Take a moment to take one of our question sheets.

We will take those after the briefing or you may email us at:

Dylan.ford@navy.mil
Gary.binder@navy.mil
Puget Sound Naval Shipyard
Intermediate Maintenance Facility

District Craft Industry Day
May 16, 2018

N4523A18R1060 – SMALL BOAT MAC
This acquisition strategy is different from standard vessels!

- 53 Vessels: (<40 ft), steel and aluminum hulls
- Each vessel has a CLIN; may be used multiple times
- Up to September 2020 to order
- Commercial service (DOL wage determinations for your county apply)
- Commercial practices (no formal QMP required, commercial standards, few check points)
- Trailering and/or towing involved
- Flexible ordering of work
- Short availabilities (35 days or less) & no progress payments
- Single or batch ordering of vessels
- Batch may involve multiple locations
- May or may not have individual ship checks
- Weeks, not months, to make award decisions on orders
This is a multiple award indefinite-delivery/indefinite quantity (IDIQ) contract strategy:

Phase I
• Offerors will be evaluated to meet the technical and past performance standards
• Price will NOT be evaluated for the base IDIQ contract
• All Offerors that meet the non-price standards as ‘acceptable’ will be awarded a base IDIQ contract

Phase II
• Each MAC holder will compete for each individual orders: bid or no-bid
• Award to lowest total price for all priced CLIN(s) after past performance is evaluated for satisfactory performance (no past performance input required; govt will review internal govt systems to verify)
Competing for orders:

Minimal RFP documents issued to every MAC holder

On each task order RFP offerors will price identified vessel by CLIN considering:
1. Vessel size and hull description
2. Performance work statement items called out
3. Location of vessel and transportation method

Very limited time to submit offers: will vary depending on ship check (if any) – plan 2 to 4 business days after RFP or ship check
Requisition Date: 04/01/2018

TASK ORDER # 000x

<table>
<thead>
<tr>
<th>CLIN</th>
<th>VESSEL</th>
<th>Location</th>
<th>Hull Type</th>
<th>Availability</th>
<th>Ship Check Date/Time</th>
<th>COR/TPOC:</th>
</tr>
</thead>
<tbody>
<tr>
<td>0001</td>
<td>21kfajv</td>
<td>Bremerton</td>
<td>Steel</td>
<td>05/20/2018 – 06/15/2018</td>
<td>04/15/2018/1400</td>
<td>Name: John Doe, Email: <a href="mailto:John.Doe@navy.mil">John.Doe@navy.mil</a> Phone: 360-xxx-xxxx</td>
</tr>
</tbody>
</table>

Work Package Specific Instructions & Conditions Noted Delivery Instructions Trailer Instructions OFFERED PRICE

| PWS 1.2 | Paint – Use existing system for compatibility (Brand A) | KTR pickup at govt location | Trailer remains with vessel | $9000.00 |
| PWS 1.3 |
| PWS 1.7 |
| PWS 2.2 |
| KTR drops off at govt location |
N4523A18R1060 - QUESTIONS?

Please submit RFCs

Synopsis Posted: 04 MAY 2018
Solicitation: On/about 21 May 2018
IDIQ Awards: On/about 21 Aug 2018
RFP(s) for Order(s): On/about 22 Aug 2018