



# Puget Sound Naval Shipyard & Intermediate Maintenance Facility

## Industry Days 2018 District Craft Program



**Gary Binder**  
*Contracting Officer*



# Rules of Engagement

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- 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

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Describe the Small Boat MAC Requirement

- Submit questions using the forms provided today; written responses to be posted on FBO.gov
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# FBO.GOV Market Watch

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## 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

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# PSNS&IMF District Craft Branch

Code 440.22 ←



Bremerton  
Everett  
Keyport  
Bangor  
Manchester



# PSNS&IMF District Craft Branch

## Code 440.22

### OVERSIZED and/or STANDARD ITEMS

CAISSONS  
IX546  
YRBM (Berthing)  
TUG BOATS (heavy)  
FLOATING CRANES

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

**FY17 - \$8.87M**

### 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 -  
\$5.38M**



# “What are we looking for...?”

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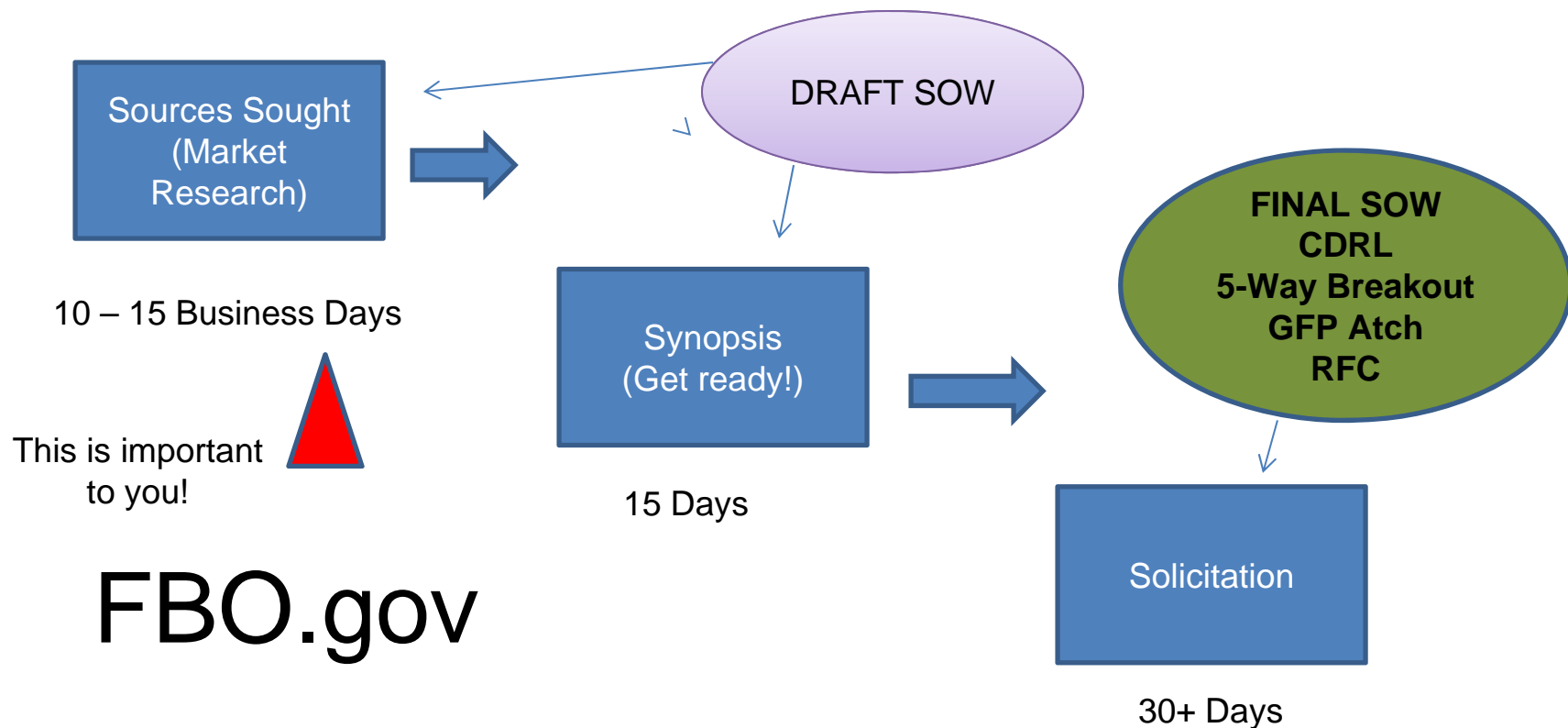
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- Small businesses (NAICS 336611)
  - Local – Puget Sound area
  - Facilities capable of dry docking our vessels
  - Track history of satisfactory or better performance in projects
  - Skilled workers: Painting credentials, welding, pipefitting, marine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

- How the Advertising Phase works:





# How to Ask Questions

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- 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
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# Submitting e-Proposals

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- Submit through AMRDEC SAFE (Safe Access File Exchange) (<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)*
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# The Proposal

	Volume	Section	Title	E-files (Download to SAFE)	Page Limitation s	
Technical	I	I	Technical Proposal, Sub-factor 1.1 Corporate Experience	1 file: Sections I, II & III	Completed Experience Worksheet – Atch J-5	← 3 in 3 years
		II	Technical Proposal, Sub-factor 1.2 Certifications		No Page Limitation	
		III	Technical Proposal, Sub-factor 1.3 Facilities		No Page Limitation	⚡ ISO 9001-2008 QA Letter or Address Elements
		IV	Technical Proposal, Sub-factor 1.4 QMP		No Page Limitation	
Past Performance	II	-	Past Performance	1 file	Completed Past Performanc e Worksheet – Atch J-4	← 1 in 3 years
		I	Cover Letter	1 file	4	
Price	III	II	Completed Solicitation and Applicable Amendments	1 file	No Page Limitation	Signatures!
		III	Price Proposal Worksheet Attachment J-2	1 file (.xlsx)	Completed J-2 Attachment	← Match Total to CLIN Total



# Competition

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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
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# 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

Offeror 1	\$10
Offeror 2	\$14
Offeror 3	\$23



*Is it realistic?*



# Evaluating Proposals

Factor	Sub factor	Description	Adjectival Rating
1		Technical Capabilities	Acceptable /Unacceptable
	1.1	Corporate Experience	Acceptable /Unacceptable
	1.2	Certifications	Acceptable /Unacceptable
	1.3	Facility	Acceptable /Unacceptable
	1.4	Quality Management Plan (QMP)	Acceptable /Unacceptable
2		Past Performance	Acceptable /Unacceptable
3		Price	Not Adjectivally Rated

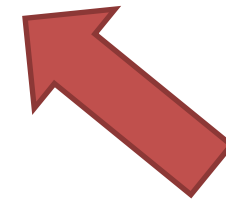




# The Selection Decision

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



Only SB set-asides



# FBO.GOV Market Watch

## SOLICITATIONS PLANNED:

Work Begins



- ★ • 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)



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## **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](mailto:Dylan.ford@navy.mil)**

**[Gary.binder@navy.mil](mailto:Gary.binder@navy.mil)**

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# Puget Sound Naval Shipyard & Intermediate Maintenance Facility

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## District Craft Industry Day May 16, 2018



N4523A18R1060 – SMALL BOAT MAC

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## N4523A18R1060 – SMALL BOAT MAC

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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
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# N4523A18R1060 – SMALL BOAT MAC

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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)*
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# N4523A18R1060 – SMALL BOAT MAC

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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

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# N4523A18R1060 – SMALL BOAT MAC

## SAMPLE

Requisition Date: 04/01/2018

TASK ORDER # 000x

CLIN	VESSEL	Location	Hull Type	Availability	Ship Check Date/Time	COR/TPOC:	
0001	21kfajv	Bremerton	Steel	05/20/2018 – 06/15/2018	04/15/2018/1400	Name: John Doe, Email: John.Doe@navy.mil Phone: 360-xxx-xxxx	
Work Package		Specific Instructions & Conditions Noted		Delivery Instructions		Trailer Instructions	OFFERED PRICE
PWS 1.2 PWS 1.3 PWS 1.7 PWS 2.2		Paint – Use existing system for compatibility (Brand A)		KTR pickup at govt location  KTR drops off at govt location		Trailer remains with vessel	\$9000.00



# N4523A18R1060 – SMALL BOAT MAC

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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

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