



**US Army Research, Development &  
Engineering Command Contracting Center  
Aberdeen Installation Contracting Division**

**SAME New Jersey POST  
Federal Contracting Opportunities 2009 Program  
Environmental Remediation Multiple  
Award IDIQ Performance Based  
Acquisition**

**19 November 2009  
Newark, NJ**

*Supporting Soldiers Through Contracting*

**AICD**

# AGENDA



*Supporting Soldiers Through Contracting*

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- **INTRODUCTION**
- **NEW ACQUISITION – CONCEPTUAL REQUIREMENT**
- **NEW ACQUISITION – CONSIDERATIONS**
- **CAPABILITIES REQUIREMENTS**
- **CONCEPTUAL EVALUATION APPROACH**
- **NEW ACQUISITION – MECHANICS**
- **OBSERVATIONS AND RECOMMENDATIONS**
- **POINTS OF CONTACT**

# INTRODUCTION



*Supporting Soldiers Through Contracting*

- **AICD-USAEC Team**
  - Supports USAEC, APG-EA, MD
  - Transitioning to San Antonio, TX
    - Complete by end of FY2011
    - Includes acquisition function
      - Contracting personnel not moving
      - Becomes part of US Army MICC
- **Supports USAEC Cleanup Division**
  - Perform appropriate, cost-effective cleanup
  - Property is safe for installation use
  - Human health and environment is protected

# NEW ACQUISITION – CONCEPTUAL REQUIREMENT



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- Multiple Award Indefinite Delivery/Indefinite Quantity (IDIQ) Contracts
  - Competitively established
  - 1 base year with 4 option year ordering period
  - Total performance period - 10 years from effective date
  - Task Orders (TOs) placed against resulting contracts
  - TOs may include options
  - AICD – USAEC Team will compete/award/administer TOs
- Performance Based Acquisition (PBA)
  - Majority TOs firm-fixed price; Some cost-plus
  - Benefits
    - Lowers risk of cost growth
    - Accelerates cleanup requirements and property reuse/transfer
    - Reduces contract reporting and oversight
    - Can be aligned to exit strategies/used to optimize systems
    - Lowers remediation costs
    - Encourages innovative approaches/application of commercial practices

# NEW ACQUISITION – CONCEPTUAL REQUIREMENT



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- \$480M Total IDIQ Value
- Two Portfolios
  - I - Small business
  - II - Unrestricted business
  - Up to 7 Contractors Each
- Portfolio ceiling
  - Total value of all task orders issued within a specific portfolio
  - \$240M each
- Total number of contractors per portfolio dependent on
  - Quality and number of offers received
  - Capacity needs of the customer
  - Need to ensure healthy competition at the TO level
  - Program ceiling and need to optimize number of awards to meet ceiling over life of the contract

# NEW ACQUISITION – CONCEPTUAL REQUIREMENT

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- Portfolio award does NOT equal a “monetary” award
- Portfolio award DOES equal opportunity to compete for requirements designated for competition within that portfolio
- Perform Environmental Remediation and Munitions Response Services at Multiple and Diverse Locations
  - CONUS
  - Alaska, Hawaii, and Puerto Rico

# NEW ACQUISITION – CONCEPTUAL REQUIREMENT



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- Necessary to replace existing Assistant Chief of Staff for Installation Management (ACSIM) IDIQ Contract nearing capacity
  - Awarded December 2004
  - \$480M Contract Ceiling with 5-Year ordering period
  - Two portfolios
    - I - Small business; \$160M portfolio ceiling
    - II - Unrestricted; \$320M portfolio ceiling
  - Successful mechanism for obtaining environmental remediation services
    - Awarded 40 task orders by FY09 end
    - Controlled cost growth; 2%
    - Schedule performance has improved
- Establish sufficient capacity to support all Environmental Cleanup Program areas
- Increase flexibility to support programmatic goals (i.e., use of incentives)
- Strengthen MMRP contract capabilities
- Include Operational Range Assessment Program (ORAP) capabilities

# NEW ACQUISITION – CONSIDERATIONS

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- NAICS code 562910 applicable to the new IDIQ requirements
  - Defines small businesses as less than 500 employees
  - SB prime must have ability to comply with FAR Clause 52.219-14, Limitations on Subcontracting, (the 50% rule)
  - Ability of small business to prime for all aspects of requirement
- Large Business expertise may be required in certain task areas

# CAPABILITIES REQUIREMENTS



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- Performance Work Statement (PWS) requirements will include the conduct of cleanup activities at Army Installations under the following:
  - Installation Restoration Program (IRP)
  - Compliance Related Cleanup Program (CC)
  - Military Munitions Response Program (MMRP)
  - Base Realignment and Closure Environmental Restoration Program (BRAC)
  - Operational Range Assessment Program (ORAP)
- Performance Objectives may include (but are not limited to) achievement of the following:
  - Approved Remedy in Place (RIP)
  - Approved Response Complete (RC)
  - Signed Record of Decision (ROD)/Decision Document (DD)
  - Approved/Implemented Exit/Ramp Down Strategy
  - Approved Long-Term Management (LTM) and/or Remedial Action Operations (RA(O))
  - Approved Remedial Investigation (RI) and/or Feasibility Studies (FS)
  - Approved Munitions Response Site Clearance, MEC Construction Support, or Implementation of Land Use Controls

# CAPABILITIES REQUIREMENTS



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- Contractors will need to possess capabilities to:
  - Characterize or determine the nature/extent of potential environmental contamination
  - Develop feasible or proposed approaches to restoration of water and/or soils
  - Design, build, operate, and optimize environmental restoration or treatment systems
  - Conduct environmental sampling and analysis, and provide environmental monitoring and long-term management services with the end goal of site closeout
  - Author reports compliant with Federal (primarily Comprehensive Environmental Response, Compensation, and Liability Act (CERCLA) and Resource Conservation and Recovery Act (RCRA)), and state and local regulations
  - Successfully negotiate with and obtain approval from federal, state, and local regulatory agencies on all phases of the environmental remediation process
  - Obtain environmental insurance from an independent carrier to underwrite the cost of the environmental remediation effort

# CONCEPTUAL EVALUATION APPROACH



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- Anticipating single step RFP process
- Factors to consider when awarding portfolio participants:
  - Management Approach
  - Past performance
  - Corporate experience
  - Key Personnel
  - Price
    - Realism
    - Reasonableness
    - Completeness
- RFP to include true Sample Tasks; 1 for each portfolio
- Evaluation based on Trade-Off Analysis between Technical Merit and Proposed Costs
- Contemplate award without discussions
- Competitive range will be established if discussions are conducted

**SUCCESSFUL OFFERORS MAY OR MAY NOT BE LOWEST PRICE**

# NEW ACQUISITION – MECHANICS



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- Criteria considered when determining which portfolio will be used for a specific requirement's TO competition:
  - Procurement history at the installation/location
  - Risk, to include estimated price, schedule, and performance
  - Technical complexity
  - Workload timing; i.e., the number of concurrent actions on each portfolio and scheduled for the fiscal year
- All Offerors will be provided a Fair Opportunity to be considered for requirements placed under their respected portfolio

# OBSERVATIONS AND RECOMMENDATIONS



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- Stay Current On the Army Environmental Cleanup Program
- Contractors are Required to Adhere to Army Policy and Guidance, Even if Not Spelled Out in the Acquisition
- Read Each Document Carefully
  - This is a fluid process; we employ continuous improvement
  - Understanding of the total requirement is imperative
- Remember that all TOs are Performance Based
  - PBA means that you are responsible for meeting TO objectives; the Government is not responsible if you did not anticipate a condition or properly price your proposal
  - Change orders are few, far between, and require strong justifications

# BASIC MILESTONES



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- Finalize Acquisition Plan/Strategy
- Prepare the Draft Request for Proposal and provide to Industry for comment
- Conduct Industry conference to discuss Draft RFP and/or potential Site Visit
- Issue Final RFP
- Receive and Evaluate Proposals
- Make Contract Awards
- Conduct Debriefings

**\*WORKING TOWARD LATE FY10 AWARD**

\*Subject to Change

# POINTS OF CONTACT



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