

U.S. Department of Veterans Affairs

Community Care Center

West Haven, CT

SFO NO.: VA101-15-R-0082



March 23, 2016

Agenda



- I. Welcome
- II. Introductions
- III. Purpose
- IV. Project Overview
- V. Overview: Solicitation for Offers
- VI. Questions & Comments

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Introductions

VACO Project Team

Zebulon Fox, Contracting Officer

Kimberly Warren, Project Manager

VA CT Healthcare System Staff Members

Darla French, Director – CCC

Ross Hilidonen, Executive Assistant to Director

Christian Schwenger, Project Engineer

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Introductions (cont.)

Contractor Representatives

ISI Professional Services (ISI)

Chris Lefebvre, Broker Representative

Daniel Marshall, Broker Representative

Ernest Bland & Associates, P.C. (EBA)

Carla Billingslea

Irshad Saleji

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Purpose

- **Provide Clarification regarding requirements as set forth in Solicitation No.: VA101-15-R-0082**
- **Encourage Offerors to refer to the Solicitation for a complete understanding of the requirements in submitting fully-responsive proposals**

Rules



- **Questions**
 - Please hold all questions until the end
 - State your name and organization you represent
 - Speak clearly and slowly for stenographer
 - If possible, reference a SFO Paragraph/Section
- **Respect Procurement Sensitivity**



Project Overview

- **New Scope**
- **Existing Consolidations**

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Overview: Solicitation for Offers



Section 1: Summary

- Not to Exceed 45,000 Net Usable Square Feet (NUSF)
- Contiguous space on no more than (2) floors
- 360 on-site parking spaces
 - 10% for use by physically disabled (handicapped parking)
- Space located in a quality, new building of sound construction that meets all federal, state, and local code requirements
- Term
 - Alternative A) 15-year firm term;
 - Alternative B) 15-year firm term, with five 1-year options; and
 - Alternative C) 20-year term
- Occupancy required within 24 months of award (Spring 2019 or before)

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Overview: Solicitation for Offers (cont.)



Section 2: Communications & Award

- Offers will be evaluated to assess each Offeror's ability to perform the contract successfully and evaluations will be made on the following basis:

- ☐ Technical Evaluation

1. Factor 1 - Technical Quality

- A. Quality of Building and Design Concept
- B. Architectural Concept
- C. Sustainable Design and Energy Efficiency
- D. Quality of Site Development

Overview: Solicitation for Offers (cont.)



Section 2: Communications & Award

- Offers will be evaluated to assess each Offeror's ability to perform the contract successfully and evaluations will be made on the following basis:

- ☐ Technical Evaluation

- 2. Factor 2 – Evidence of Capability to Perform

- A. Past Performance
 - B. Financial Resources
 - C. Design Team Qualifications
 - D. Contractor Qualifications

Overview: Solicitation for Offers (cont.)



Section 2: Communications & Award

- Offers will be evaluated to assess each Offeror's ability to perform the contract successfully and evaluations will be made on the following basis:

- ☐ **Technical Evaluation**

- 3. **Factor 3 – Operations and Maintenance Plan**

- A. Interior and Exterior Maintenance of Building and Grounds
 - B. Routine and Emergency Calls - Procedures and Response Times
 - C. Staffing Plan, Administrative Procedures, and Quality Control Plan

- 4. **Factor 4 – Socio-Economic Status**

- A. Service-Disabled Veteran-Owned Small Business
 - B. Veteran-Owned Small Business
 - C. Small Business

- ☐ **Price Evaluation**

Overview: Solicitation for Offers (cont.)



Section 2: Communications & Award

- Offerors must meet the mandatory minimum requirements of the Solicitation
- Competitive, negotiated procurement with Best Value Trade Offs, pursuant to FAR 15
- Technical Factors and subfactors, when combined, are equal to cost or price
- Discussions may be held to establish competitive range
- The Government's award occurs upon execution of the lease by the Contracting Officer indicating that the Government accepts the Offeror's proposal

Overview: Solicitation for Offers (cont.)



Section 3: Miscellaneous

- **Substitutions for Specific Brand Names**
 - May be provided in lieu of cited equipment (Schedule B – Brand Name Clause) and must be approved by Contracting Officer or designee
- **Unit Costs for Adjustments**
 - Various types of materials indicated in Schedule C
 - Government projections of these materials provided in Exhibit A of Schedule C
 - Actual quantities will not be determined until after award
 - Prices will be used during construction as a basis for any adds or deletes in quantities
- **Unit Prices for Alterations**

Overview: Solicitation for Offers (cont.)



- **Rentable & Net Usable Square Feet**
 - **Rentable Space**
 - Area which tenant is generally charged rent (includes common areas)
- **Net Usable Space**
 - The portion of rentable space available for tenant's personnel, furnishings and equipment
 - The area for which VA will pay rent
 - Refer to VA Conceptual Drawings provided in Part IX

Overview: Solicitation for Offers (cont.)



- **Design Concept: Submission with Offer**
 - Shall include at a minimum the following in relation to VA's Program of Requirements:
 - Detailed explanation and analysis of the Architectural & Engineering Design
 - Description and analysis of the nature of the building
 - Similarly "shaded" delineation of RSF to NUSF as provided in Pt. 09
 - The Design Concept submitted by the Offeror will be used to evaluate Technical Proposals and develop Design Development Drawings after award
 - Failure to submit plans and specifications in accordance with the Government's requirements may cause offers to be deemed unacceptable and non-responsive

Overview: Solicitation for Offers (cont.)



Section 4: General Design Criteria

- Lessor shall design and construct the building and site in accordance with:
 - SFO
 - Federal Regulations
 - Building Codes & Ordinances
 - In case of conflict, most stringent standard applies
- LEED-HC Silver Certification (Section 4.8.1)
- Accessibility Standards - in addition to compliance with local codes and ordinances, design, construction and alterations must comply with Section 4.6

Overview: Solicitation for Offers (cont.)



Section 5: Site Design Criteria

- **Site Design shall be developed by licensed Landscape Architect or Civil Engineer**
- **Compliance with the following standards required:**
 - **Uniform Federal Accessibility Standards (UFAS)**
 - **VA Supplement, Barrier Free Design Guide**
- **Lessor shall be evaluated on their ability to develop the site and landscaping to provide a well-designed facility**

Overview: Solicitation for Offers (cont.)



Section 6: Building Design Criteria

- Structural design of VA facilities (Section 6.1) shall comply with the latest editions of manuals and guides concerning the following aspects:
 - Reinforced Concrete Design
 - Structural Steel Design
 - International Building Code
 - VA Seismic Design Requirements
 - Sustainability
 - Physical Security
 - HVAC

Overview: Solicitation for Offers (cont.)



Section 7: Interior Construction, Finishes & Interior Design

- The Conceptual Floor Plans (Part IX) shall be used as the basis for the space planning and functional layout of the facility
- The completed building shall accommodate VA's interior functional requirements for the Outpatient Clinic

Overview:

Solicitation for Offers (cont.)



Section 7: Interior Construction, Finishes & Interior Design (continued)

- Lessor shall provide accurate space layout drawings with offer and during design document phases in accordance with applicable paragraphs in Section 3
- Plans shall include sufficient information for the Government to compute the following in order to determine compliance with the SFO:
 - The Net area of each function (room)
 - Building Gross Area
 - Net Usable Area

Overview: Solicitation for Offers (cont.)



Section 8: Services, Utilities & Maintenance

- Lessor is required to maintain the building, building equipment and systems, and the exterior premises in accordance with the General Clauses (GSA form 3517B)
- The cost of utilities should be included as part of the rental consideration
- Schedule A identifies the requirements related to the Lessor's Operations and Maintenance Plan
 - The contents of the Operations and Maintenance Plan
 - The establishment of the Funded Maintenance Account
 - Lessor required to place 125% of the Annual Reserve Grand Total into a Funded Maintenance Account
 - Quarterly payments required thereafter
 - Identifies that Operating Costs will be adjusted annually based upon the Consumer Price Index
 - Exhibit I – Maintenance Cost Worksheet
 - Exhibit II – Sample of the Property Management Agreement

Overview: Solicitation for Offers (cont.)



Section 9: Safety, Fire Protection, & Environmental Management

- Space offered must have a current Certificate of Occupancy issued by the local jurisdiction
- Lessor required to inspect, test and maintain the following as mandatory by National Fire Protection Association (NFPA) guidelines or local codes:
 - Building Systems
 - Fire & Life Safety Systems
 - Equipment
- Lessor required to submit documentation as acceptable by the Contracting Officer or designee

Overview: Solicitation for Offers (cont.)



Section 10: Instructions & Preparation

- Offerors must read all parts of the SFO
- All required forms provided in Part VIII of the SFO
- When there is a discrepancy between the GSA forms and the SFO, the SFO shall prevail

Overview: Solicitation for Offers (cont.)



General Proposal Response Comments

- Review ALL requirements
- Structure and formatting
- Narrative substantiations
- Eliminate discrepancies
 - Offering entity consistency
 - Past Performance Forms
 - Price/Cost
 - Forms
- Clearly articulate “value-add” solutions

Question Responses (March 31, 2016 Deadline)

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Overview: Solicitation for Offers (cont.)



Design Orientation – Ernest Bland & Associates

- Building Conceptual
- Site Conceptual

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Questions



THANK YOU!