

***BEST VALUE
CONSTRUCTION SERVICES
MULTIPLE AWARD
TASK ORDER CONTRACTS***

PRE-PROPOSAL CONFERENCE

May 8, 2012

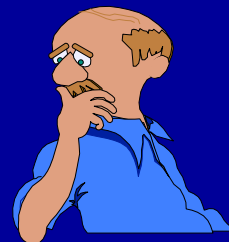
**JAMES E. VAN ZANDT
VAMC**

ALTOONA, PA

**WHAT IS THE CONSTRUCTION
MATOC CONTRACT?**

**ACQUISITIONS OFFERED EXCLUSIVELY
TO MATOC CONTRACTORS**

**COMPETITIVE
MULTIPLE AWARD
FIVE YEAR CONTRACT
BASE - 1 YEAR PERIOD PLUS
OPTIONS - FOUR 1 YEAR PERIODS**



SET-ASIDES/NUMBER OF CONTRACTS

- CONSTRUCTION MATOC IS SET-ASIDE FOR SDVOSB'S (SERVICE DISABLED VETERAN OWNED SMALL BUSINESSES).
- AWARDEES MUST BE VERIFIED AT VET BIZ WEBSITE TO BE ELIGIBLE FOR AWARD.
- ANTICIPATE AWARD OF MINIMUM OF EIGHT (8) CONTRACTS.

WHAT IS DIFFERENT FROM BIDDING PROCESS

- In the invitation for bid (IFB) process, a public bid opening occurs when the bids are due
 - there can be no discussion
 - no correction of Mistakes in most cases
 - Award is always to the low responsible bidder
- In the Request for Proposal (RFP) process, a written proposal will be provided in addition to pricing.
 - The Govt will award based on best value criteria
 - There can be clarifications, discussions and/or negotiations
 - After closing, the process is "closed" and information will be not be available until time of award

WHAT WORK IS INCLUDED IN THE MATOC CONTRACT ?

"SCOPE"

COVERS A BROAD RANGE OF
MAINTENANCE, REPAIR AND
CONSTRUCTION SERVICES TO
INCLUDE DESIGN BUILD (if applicable)



WHAT ARE THE \$\$ LIMITS OF THE MATOC CONTRACT???

\$30,000,000.00 AGGREGATE
PER CONTRACT

\$5,000,000.00 PER
TASK ORDER MAXIMUM
\$2,000 MINIMUM ORDER



GUARANTEED MINIMUM

- ANY CONTRACTOR AWARDED A MATOC CONTRACT IS GUARANTEED AN ORDER OF \$5,000.00.
- OR WILL BE PAID \$5,000.00.
- GUARANTEED MINIMUM ONLY PAID IF CONTRACTOR CONTINUES TO SUBMIT GOOD FAITH PROPOSALS.
- INDIVIDUAL WAIVER AVAILABLE.

DO I HAVE A CHOICE OF DOLLAR THRESHOLDS???

YES!!!

\$2,000 - \$500,000

\$2,000 - \$1,000,000

\$2,000 - \$5,000,000

MAY BE ALTERED AFTER BASE YEAR
AND/OR OPTION YEAR RENEWAL.

WHAT IS A PROTOTYPICAL PROJECT??

- REPRESENTS THE TYPE OF PROJECT THAT MAY BE AWARDED UNDER THIS CONTRACT.
- UTILIZED TO MEASURE THE ACCURACY OF CONTRACTORS ESTIMATING SYSTEM.
- PROJECT NOT ACTUALLY AWARDED.

DAVIS BACON WAGES & BONDS

MOST CURRENT DAVIS BACON WAGE RATES WILL APPLY TO EACH MATOC REQUEST FOR PROPOSAL-

Note the most current wage determination at time of award of Task Order applies to the Task Order.

PERFORMANCE AND PAYMENT BONDS ARE ESTABLISHED BY EACH TASK ORDER:

PAYMENT BOND - T.O.>\$150K

PERFORMANCE BOND - T.O.>\$150K

SOLICITATION PLANS & SPECIFICATIONS

. ON THE WEB <http://www.fbo.gov>

VA244-12-R-0029

- SOLICITATION
- **PLANS & SPECIFICATIONS**
- ATTACHMENTS
- QUESTIONS and ANSWERS DOCUMENT
- AMENDMENTS

check regularly & refresh web page

TASK ORDER - PLANS AND SPECIFICATIONS

ONE SET OF PROJECT PLANS AND SPECIFICATIONS WILL BE PROVIDED TO MATOC CONTRACTORS **ONLY**. TYPICALLY ELECTRONICALLY.

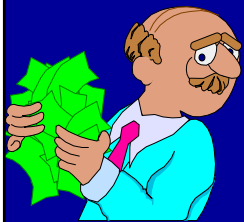
NO CBD SYNOPOSIS OR FEDBIZOPPS POSTING IS REQUIRED.

IT IS THE MATOC CONTRACTOR'S RESPONSIBILITY TO NOTIFY THEIR SUBCONTRACTORS AND OBTAIN PLANS AND SPECIFICATIONS FOR THEM

EXECUTION PROCEDURES

- ENGINEER PROVIDES REQUIREMENTS PACKAGE TO CONTRACTING OFFICER.
- **CONTRACTING OFFICER FAX'S/EMAIL'S MATOC PROJECT RFP TO ALL ELIGIBLE MATOC CONTRACTORS DEPENDING ON DOLLAR THRESHOLD.**
- CONTRACTING OFFICER AND ENGINEER CONDUCTS SITE VISIT WITH ALL MATOC CONTRACTORS.
- CONTRACTING OFFICER AND ENGINEER VALIDATES PROPOSAL DUE DATE WITH CONTRACTORS.
- IF NECESSARY, ENGINEER MAKES CHANGES TO SOW/ ESTIMATE AND FORWARDS TO CONTRACTING OFFICER.
- CONTRACTOR SUBMITS PRICE OR BEST VALUE PROPOSAL BY FAX/E-MAIL OR OVERNIGHT.
KO MAKES AWARDS UPON RECEIPT OF FUNDS.

WHAT DOES A FAIR OPPORTUNITY TO COMPETE MEAN???



EVERY CONTRACTOR WHO IS
AWARDED A MATOC CONTRACT
MUST BE GIVEN A **FAIR**
OPPORTUNITY TO COMPETE
FOR THE AWARD OF A PROJECT
IN THEIR PREFERRED
AREA/DOLLAR THRESHOLD.

*WHEN WILL I **NOT** BE GIVEN A
FAIR OPPORTUNITY TO
COMPETE???*

POOR PAST PERFORMANCE

POOR WORK QUALITY

UNREASONABLE PRICE

OTHER FACTORS

BROAD DISCRETION BY
CONTRACTING OFFICER

**NOTE: THIS IS NOT A REQUIREMENTS
CONTRACT**



*MATOC CONTRACTORS WILL NOT
BE GIVEN AN OPPORTUNITY TO
COMPETE FOR THE AWARD OF A
PROJECT WHEN:*

EMERGENCY REQUIREMENTS

SERVICES ARE UNIQUE OR
HIGHLY SPECIALIZED

INTEREST OF ECONOMY AND
EFFICIENCY

SOCIO-ECONOMIC GOALS

CAN I PROTEST A CONTRACTING OFFICERS AWARD DECISION????



NO!!

OMBUDSMAN -- ENSURES THAT
CONTRACTORS ARE PROVIDED A
FAIR OPPORTUNITY TO COMPETE.

Reference FAR 16.505 (b)(5)

*CONTRACTORS MAY
PROTEST TO GAO
BASED ON :*



- OUT OF SCOPE ORDERS.
- ORDER ISSUED ABOVE THE MAXIMUM CONTRACT AMOUNT OF \$30MIL.
- ORDERS ISSUED AFTER EXPIRATION OF THE CONTRACT.

BEST VALUE AWARD DECISION

BEST VALUE IS DEFINED AS AN AWARD BASED ON THE GREATEST OVERALL BENEFIT IN RESPONSE TO THE REQUIREMENT. AWARD IS BASED ON PRICED AND NON-PRICED FACTORS.

HOW CAN I BE AWARDED THE CONTRACT ??

- **SUBMIT ALL THE INFORMATION REQUIRED IN THE RFP WITH YOUR INITIAL PROPOSAL!!**
- **PROVIDE THE PROPOSAL THAT REPRESENTS THE BEST VALUE TO THE GOVERNMENT**
 - **THE LOWEST PRICE IS NOT NECESSARILY THE BEST VALUE !!**

WHAT DO I NEED TO SUBMIT??

- **SECTION 00110 OF THE RFP DETAILS THE REQUIRED INFORMATION AND FORMAT FOR THE PROPOSAL**
- **2 BINDERS REQUIRED CONSISTING OF THREE (3) VOLUMES**
- **VOL 1 (Binder One) - PRICE/COST**
- **VOL 2 (Binder Two) PAST PERFORMANCE**
- **VOL 3 (Binder Two) TECHNICAL REQUIREMENTS**

VOLUME 1

- **SECTION 00010 - OFFEROR PORTION OF SF1442**
- **SECTION 00010 – DOLLAR VALUE**
- **SECTION 00600 - COMPLETE AND INSERT REPRESENTATIONS AND CERTIFICATIONS PLUS ORCA**
- **PREPARE AND SUBMIT EXHIBITS:**
- **EXHIBIT E – PROPOSAL PRICING FORM**
- **E-1 - SELF PERFORMED WORK FORM**
- **E-2 - INSERT ALL REQUIRED PRICING**

VOLUME 2

"NO PRICE OR COST INFO IN THIS VOLUME"

- **COMPLETE A PERFORMANCE RELEVANCY QUESTIONNAIRE FOR 5 RELEVANT PROJECTS / 2 FOR DESIGN BUILD – EXHIBIT A**
- **Exhibit A is divided into two parts**
 - Part 1 – Project Descriptions
 - Part 2 – (Only submitted Once) Additional Past Performance Information.
- **SEND OUT QUESTIONNAIRES (Exhibit C) TO YOUR REFERENCES - MAKE SURE THEY ARE SENT TO CONTRACTING OFFICER NLT MAY 24, 2012**

VOLUME 2

"NO PRICE OR COST INFO IN THIS VOLUME"

- **Exhibit B (Required for each sub-contractor) Maximum of 3 per discipline.**
- **SF 330 Required for all Design Build Submissions.**
- **PAGE LIMITS – Vol. 2 (30 / 35 Design Build).**
- **SF330 Does not count against page limit**

VOLUME 3

"NO PRICE OR COST INFO IN THIS VOLUME"

- **Complete Exhibit D consisting of**
 - Capacity and Experience
 - Organization
 - Specific Personnel
 - Scheduling
 - Quality Control
 - Safety
 - Infection Control
 - Design Build (if applicable)
- **Reference 00120 to aid in answering questions**

DISCLAIMER

**THE PREVIOUS SLIDES PROVIDED A BRIEF
OVERVIEW OF THE PROPOSAL
REQUIREMENTS**

**OFFERORS ARE STRONGLY CAUTIONED TO
CAREFULLY READ THE REQUIREMENTS OF
THE SOLICITATION AND COMPLY
ACCORDINGLY**

**THE GOVERNMENT INTENDS TO AWARD
WITHOUT DISCUSSION AND THERE MAY
NOT BE A CHANCE FOR DISCUSSIONS,
CORRECTIONS, OR REVISED PROPOSALS !!**

HOW WILL THE PROPOSAL BE EVALUATED ?

- DETAILED IN SECTION 00120 OF THE RFP
- CAREFULLY REVIEW SECTION 00120 WHEN PREPARING PROPOSAL
- COMPLY WITH SECTION 00100 AND 00110 REQUIREMENTS
- PAST PERFORMANCE AND TECHNICAL WHEN COMBINED **ARE SIGNIFICANTLY GREATER THAN PRICE**
- FAILURE TO FURNISH A COMPLETE PROPOSAL MAY RESULT IN ELIMINATION FROM CONSIDERATION

PAST PERFORMANCE EVALUATION

- Exhibit "A" Performance Relevancy Questionnaire
- Provide List of Subcontractors or Teaming Partners and complete Exhibit "B": for Each
- Past Performance databases may also be used.

PAST PERFORMANCE EVALUATION



- Areas Include: General Construction multi-disciplined projects.
- Past Performance References – Exhibit “C”

TECHNICAL EVALUATION PLAN



- Capability and Experience
- Organization
- Specific Personnel
- Scheduling and Methodology
- Quality Control
- Safety Activities
- Infection Control
- Design Build (if applicable)

QUALITY



“QUALITY IS NEVER AN ACCIDENT; IT IS ALWAYS THE RESULT OF HIGH INTENTION, SINCERE EFFORT, INTELLIGENT DIRECTION AND SKILLFUL EXECUTION; IT REPRESENTS THE WISE CHOICE OF MANY ALTERNATIVES” RESULT IS “BEST VALUE”

BEST VALUE AWARD DECISION



BEST VALUE IS DEFINED AS AN AWARD BASED ON THE GREATEST OVERALL BENEFIT IN RESPONSE TO THE REQUIREMENT. AWARD IS BASED ON PRICE AND OTHER NON-PRICE RELATED FACTORS.

WHO WILL GET THE AWARD?



- **THE CONTRACTOR WHOSE PROPOSAL PROVIDES THE BEST VALUE TO THE GOVERNMENT PRICE AND OTHER FACTORS CONSIDERED WILL BE AWARDED THE CONTRACT**

IMPORTANT REMINDER



- You must submit a complete proposal IAW the Instruction. This includes Subcontractor information in the required disciplines by the Closing date. Failure to do so may make your proposal incomplete, and since award without discussions is intended, you may not have an opportunity to correct. This may eliminate you from consideration for award. Award in this process does not necessarily mean the lowest price wins.

WHAT IF I HAVE A QUESTION?

- **QUESTIONS MUST BE SUBMITTED IN WRITING VIA EMAIL (Exhibit g) ONLY TO:**
- **Michael.koontz2@va.gov and**
- **Danny.sanders@va.gov**
- **SUBMIT QUESTIONS NLT COB 17 MAY 12**
- **QUESTIONS RECEIVED AFTER 17 MAY 12 MAY BE HELD AND ADDRESSED AFTER RFP CLOSING WITH THOSE OFFERORS DETERMINED TO BE IN THE COMPETITIVE RANGE**

HOW WILL MY QUESTION BE ANSWERED ?

- **ALL QUESTIONS, ON A NON-ATTRIBUTION BASIS, AND THE ANSWERS WILL BE POSTED TO THE WEB SITE**
- **<http://www.fbo.gov>**
- **IF NECESSARY ADDENDUMS, ISSUED BY AN AMENDMENT WILL ALSO BE POSTED**

PROPOSAL DUE DATES

- **PROPOSALS ARE DUE NO LATER THAN 1:00PM ON MAY 24, 2012**
- **Proposals shall be mailed to:
Block 7, 1142**
- **Hand carried proposals to:
Section 00100, Paragraph 1.8**
- **NO FACSIMILE OR ELECTRONIC OFFERS
WILL BE ACCEPTED.**
- **REFERENCE QUESTIONNAIRES (Exhibit
C) ARE ALSO DUE BY THIS TIME**

***PROPOSALS ARE DUE NOT LATER
THAN:***

**1:00 P.M.
24 May 12**

