

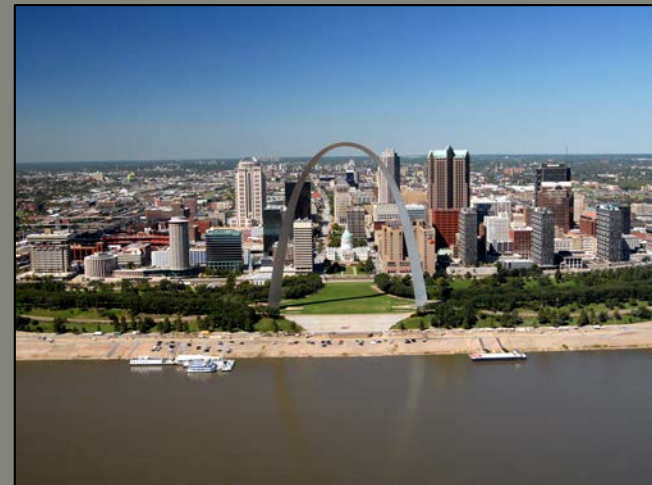
# CORPS OF ENGINEERS INDUSTRY DAY

## *ST. LOUIS DISTRICT*

Patricia Voss

District Contracting Chief

19 March 2019



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# TALKING POINTS

- MVS Contracting Workload Distribution
- Defining the Strategy: 4 Decision Points
- RFP: LPTA or Trade Off
- Battle Rhythm of a Source Selection
- Making your Proposal Count



# St Louis District - Contracting Workload Distribution

## *Mr Archie Ringgenberg*

### Construction & AE

- Construction & 84-99 Work
- Drilling & Pumps
- Rivers Project Office (RPO)
  - Floating Plant; Upper/Lower
- O&M Regulatory Works
- Surveying & Photogrammetric Mapping
- Architectural and Engineering (A&E)
- Environmental & FUSRAP

## *Ms Danielle Gainey*

### Services & Commodities

- Five Lakes
- RPO/Service Base
- Curation Program
- District Support
- ACE-IT Support



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# DEFINING THE STRATEGY

1. Method of Procurement
  - > Invitation for Bid (IFB) or RFP
2. Selection/Evaluation Type
  - > LPTA or Trade off
3. Contract Type
  - > Firm Fixed Price or Cost Plus
4. Business Size
  - > Unrestricted, Small Business
  - > SB: 8a, WOSB, HubZone, Veteran Owned

## Influencing *the* Strategy

- Time: Budget > Award
- \$ Value
- Complexity



# Lowest Price Technically Acceptable (LPTA)

## □ When to use:

- Commercial/non-complex Supplies/Services, Construction;
- Best value expected from technically acceptable proposal with the lowest cost
- Requirements are well defined
- Risk of unsuccessful performance is minimal
- No value, need or willingness to pay for higher performance

□ Factors other than price evaluated on an “GO” or “NO GO” basis



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# TRADE-OFF

- ❑ When to use:
  - Non-priced factors are more important
  
  - Best value expected from:
    - Other than the lowest priced; or
    - Other than highest technically rated offeror
  
  - Less well defined requirements, more developmental work
  
  - Greater performance risk
  
  - Technical or Past Performance: more dominant role than cost/price



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# Uniformed Contract Format

## ***Part I -- The Schedule***

A Solicitation/contract form.

B Supplies or services and prices/costs.

C Description/specifications/statement of work.

D Packaging and marking.

E Inspection and acceptance.

F Deliveries or performance.

G Contract administration data.

H Special contract requirements.



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# Uniformed Contract Format

## □ *Part II -- Contract Clauses*

I Contract clauses.

## *Part III -- List of Documents, Exhibits, and Other Attachments*

J List of attachments.

## *Part IV -- Representations and Instructions.*

K Representations, certifications, and other statements of offerors or respondents.

**L Instructions, conditions, and notices to offerors or respondents.**

**M Evaluation factors for award.**

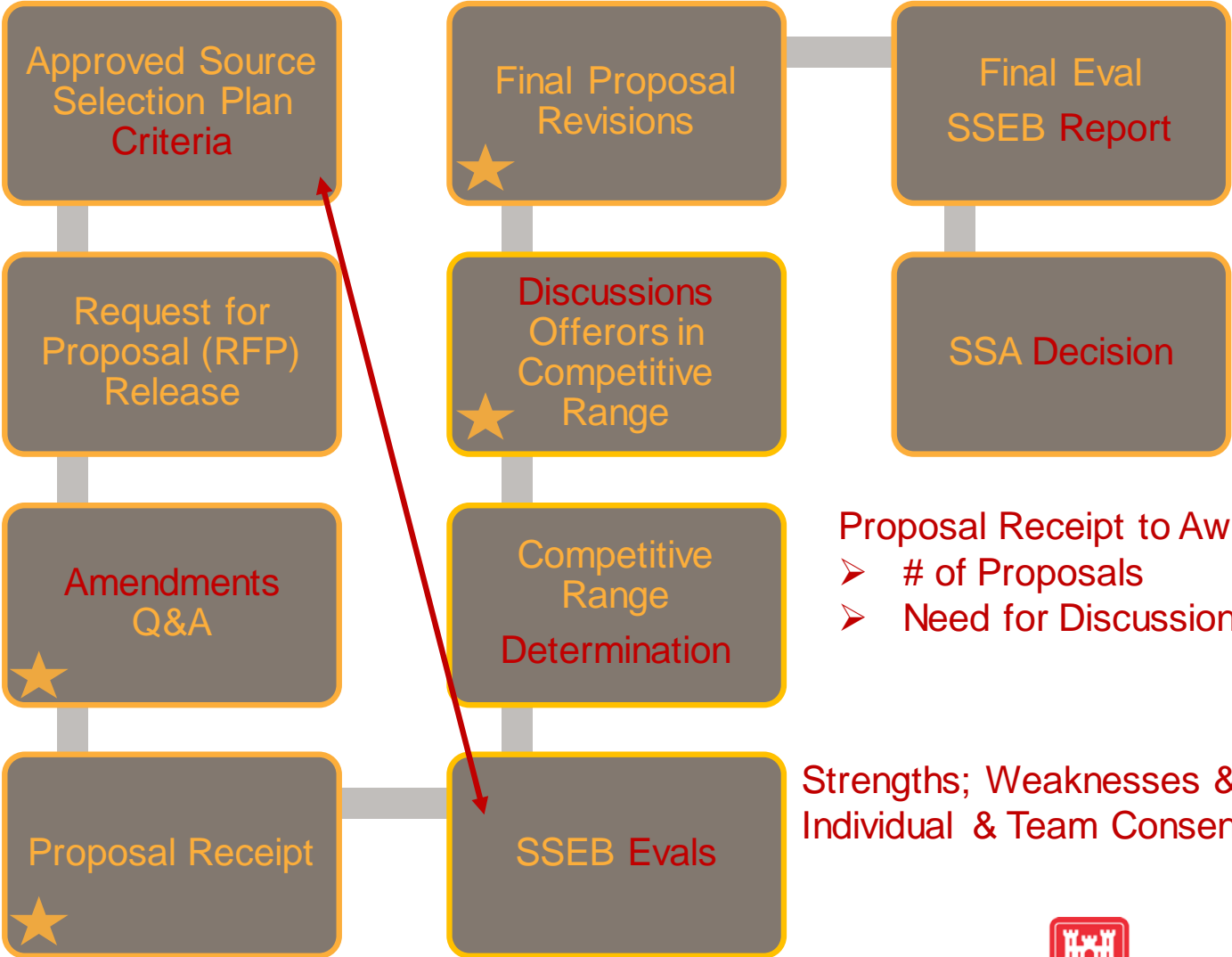


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# BATTLE RHYTHM: SOURCE SELECTION (RFP)



Proposal Receipt to Award

- # of Proposals
- Need for Discussions

Strengths; Weaknesses & Deficiencies  
Individual & Team Consensus

★ Offeror Involvement



# AWARD DECISION

- Invitation for Bid
  - Price & Contractor Responsibility Determination
    - FAR 9.104-1
  
- Lowest Price Technically Acceptable
  - Minimum** technical acceptability *and* lowest price
  - Based on Go / No Go evaluation
  
- Best Value Trade-Off
  - Technical merit of proposal *and* most realistic cost/price



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# \$ Make Your Proposal Count \$

- ❑ Spend Time on Past Performance Collection
  - Relationships > Choose Early & Wisely
  - Your Top 3-5 > Recency & Relevancy
  - Past Performance Questionnaires
  
- ❑ Section L as Checklist
  - *“Proposal Submission Requirements” w/RFP*
  
- ❑ Section M > *“How Government will Evaluate”*
  - Feasible, Reasonable, Viable
  - Where’s the Beef? *To say it, doesn’t make it so!*  
*Back it Up!*



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# POINTS OF CONTACT IN CONTRACTING

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