NAVFAC Southwest Brief to CMAA San Diego Chapter

John Coon, P.E.
Chief Engineer, NAVFAC Southwest

**Data contained herein is based on the best available information and is subject to change**
Maintaining Maritime Superiority

• Strengthen naval power
• High-velocity learning
• Strengthen the Navy team for the future
• Network of partners
100+ Points of Delivery
Localized Engineering, Facility Services, and Contracting

NAVFAC HQ & Washington
NAVFAC Atlantic & Mid-Atlantic & Crane Center
NAVFAC EURAFSWA
NAVFAC Far East
NAVFAC Southwest & EXWC
NAVFAC Marianas & OICC MC Marianas
NAVFAC Pacific & Hawaii
NAVFAC Northwest

NAVFAC Commands
- 71 Navy PWDs
- 24 USMC FEADs
- 9 USAF ROICCs

3 Theater Engineering Locations
NAVFAC’s Supported Commands

$13 Billion Funds Authorized and Executed

- Navy Installations Command: 43%
- Dept. of the Navy Fleet Commanders System Commands: 22%
- Dept. of Defense U.S. Air Force U.S. Army: 17%
- U.S. Marine Corps: 15%
- Other Federal Agencies Other Non-DoD Tenants: 3%
NAVFAC Core Competencies

NAVFAC Delivers Facilities & Expeditionary Solutions:
- Facilities Planning, Operations & Sustainment
- Environmental Compliance & Restoration
- Shore Anti-Terrorism Force Protection
- Utilities and Energy Management
- Specialized Technical Services

- Design, Repair & Construction
- Expeditionary Equipment
- Contingency Support
- Ocean Facilities
- Real Estate
- BRAC
Southwest Region Area of Responsibility

19 offices assigned to three Project Management Divisions (PMDs)
Southwest Region Major Programs

- LITTORAL COMBAT SHIP
- USMC INFRASTRUCTURE RESET
- MARITIME SURVEILLANCE
- JOINT STRIKE FIGHTER
- KC-46
- NAVAL SPECIAL WARFARE
## FY18 & 19 Workload Distribution

### Navy Installations

<table>
<thead>
<tr>
<th>Project Size</th>
<th>NB San Diego</th>
<th>NB Coronado</th>
<th>NB Point Loma</th>
<th>NWS Seal Beach</th>
<th>NB Ventura County</th>
<th>NAWS China Lake</th>
<th>NAS Lemoore</th>
<th>NAS Fallon</th>
<th>NSA Monterey</th>
<th>NAF El Centro</th>
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<tr>
<td>&lt; $25M</td>
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<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<tr>
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<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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</tr>
<tr>
<td>$100-$200M</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
</tr>
<tr>
<td>&gt;$200M</td>
<td>✓</td>
<td>✓</td>
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</table>

### Marine Corps / Air Force Installations

<table>
<thead>
<tr>
<th>Project Size</th>
<th>MCB Camp Pendleton</th>
<th>MCAS Camp Pendleton</th>
<th>MCAS Yuma</th>
<th>MCAS Miramar</th>
<th>MCAGCC 29 Palms</th>
<th>MCRD San Diego</th>
<th>MCLB Barstow</th>
<th>MCMWTC Bridgeport</th>
<th>Travis AFB</th>
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<td>&lt; $25M</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
<td>✓</td>
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<td>&gt;$200M</td>
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### FY18 & 19 Workload >$2.2B
## NAVFAC FY17 FAR Contracting

<table>
<thead>
<tr>
<th>Contracting Office</th>
<th>Actions</th>
<th>Amount</th>
<th>%Total Actions</th>
<th>% Total Amount</th>
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<tr>
<td>EXWC</td>
<td>1,114</td>
<td>$483,677,287</td>
<td>4%</td>
<td>6%</td>
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<tr>
<td>Atlantic HQ</td>
<td>827</td>
<td>$232,740,649</td>
<td>3%</td>
<td>3%</td>
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<tr>
<td>Mid-Lant</td>
<td>7,650</td>
<td>$1,772,925,447</td>
<td>26%</td>
<td>23%</td>
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<tr>
<td>EURAFSWA</td>
<td>1,328</td>
<td>$234,388,001</td>
<td>5%</td>
<td>3%</td>
</tr>
<tr>
<td>Northwest</td>
<td>1,352</td>
<td>$357,401,259</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Southeast</td>
<td>3,685</td>
<td>$991,805,548</td>
<td>13%</td>
<td>13%</td>
</tr>
<tr>
<td>Southwest</td>
<td>4,914</td>
<td>$1,418,154,763</td>
<td>17%</td>
<td>18%</td>
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<tr>
<td>Washington</td>
<td>3,016</td>
<td>$748,680,647</td>
<td>10%</td>
<td>10%</td>
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<tr>
<td>Atlantic AOR</td>
<td>22,772</td>
<td>$5,5756,096,317</td>
<td>78%</td>
<td>75%</td>
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<tr>
<td>Pacific HQ</td>
<td>829</td>
<td>$670,722,710</td>
<td>3%</td>
<td>9%</td>
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<tr>
<td>Hawaii</td>
<td>1,124</td>
<td>$283,892,418</td>
<td>4%</td>
<td>4%</td>
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<tr>
<td>Far East</td>
<td>1,990</td>
<td>$288,348,742</td>
<td>7%</td>
<td>4%</td>
</tr>
<tr>
<td>Marianas</td>
<td>1,231</td>
<td>$221,479,925</td>
<td>4%</td>
<td>3%</td>
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<tr>
<td>Pacific AOR</td>
<td>5,174</td>
<td>$1,464,443,797</td>
<td>18%</td>
<td>19%</td>
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<tr>
<td>Total NAVFAC</td>
<td>29,060</td>
<td>$7,704,217,402</td>
<td>100%</td>
<td>100%</td>
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## Small Business Goals
### Scorecard for FY 2017

<table>
<thead>
<tr>
<th>Location</th>
<th>Small Business</th>
<th>HUBZone</th>
<th>SDVOSB</th>
<th>Small Disadvantaged Business</th>
<th>Women Owned</th>
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<tbody>
<tr>
<td></td>
<td>(Eligible)</td>
<td>Target</td>
<td>Dollars</td>
<td>Actual</td>
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<tr>
<td>NAVFAC HQ</td>
<td>$ 7.06B</td>
<td>44%</td>
<td>$ 2.94B</td>
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<td></td>
<td></td>
<td>8.5%</td>
<td>$ 507.1M</td>
<td>7.20%</td>
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<td></td>
<td></td>
<td>6%</td>
<td>$ 351.9M</td>
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<td>5%</td>
</tr>
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<td></td>
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<td>25%</td>
<td>$ 1.97B</td>
<td>27.97%</td>
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</tr>
<tr>
<td></td>
<td></td>
<td>9%</td>
<td>$ 637.5M</td>
<td>9.05%</td>
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<tr>
<td>NAVFAC Southwest</td>
<td>$ 1.35B</td>
<td>54%</td>
<td>$ 672.5M</td>
<td>49.49%</td>
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<td></td>
<td></td>
<td>11%</td>
<td>$ 126.5M</td>
<td>9.31%</td>
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<tr>
<td></td>
<td></td>
<td>33%</td>
<td>$ 483.1M</td>
<td>35.55%</td>
<td>12%</td>
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<td></td>
<td></td>
<td>12%</td>
<td>$ 146.6M</td>
<td>10.79%</td>
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</table>

- **SB Set Aside versus Unrestricted:**
  - **Procurement Value: $3,500 - $150,000**
    - Shall be set aside exclusively for SB
    - Does not preclude set-asides for socioeconomic concerns
  - **Procurement Value: $150,000 and above**
    - Procurement strategy determined by Market Research
    - Rule of two – Procurements are to be set aside to SB for procurements if two or more responsible SB’s are identified
Project Acquisition Considerations

- FY17 & 18 – 60% Design-Bid-Build
  - 40% Design-Build
- FY19 – 89% Design-Bid-Build
  - 11% Design-Build
- Acquisition strategy is based on several factors, options include
  - Multiple Award Construction Contract
  - Stand Alone procurement
  - Best Value Source Selection (Low Price-Technically Acceptable and tradeoffs)
  - Small Business (competitive or sole source)
- By BY-2 planning must reach 15% design and Class 3 cost estimate
- For FY18 and FY19 non-MILCON projects over $500K, the split is 77% Design-Build vs. 23% Design-Bid-Build
Innovative Fulfillment

- Enhanced Use Lease (EUL)
- Intergovernmental Support Agreement (IGSA)
- Financed projects (e.g. energy)
- Projects using new conversion policy
- Projects using new upgrade (code compliance) policy
- Phasing into smaller RM projects
- Having surge projects available for EoFY
- Shrinking projects within local ST authority
- Lab Redevelopment Program
Policy Changes

• **FY18 NDAA changes:**
  - Increases authority in Minor Construction to $2M and UMC to $6M
  - Increases the simplified acquisition threshold to $250K government-wide
  - Increases the micro-purchase threshold from $10K government-wide (will not impact construction or facilities support services)
  - Creates a three-year pilot requiring contractors to pay costs associated with protests denied by GAO (starting 01 Oct 2019)
    - Affects contractor’s with revenue of $250M+ in FY17

• **Multiple Award Contract Capacity Increase**
  - Typical capacity ranges: $150-$250M versus previous $99M

• **Greater flexibility in classifying work as repair vs. construction**
  - Bringing facilities up to code is considered “repair” not “construction”
  - Changing basic use of a building (conversion) no longer deemed “construction”
Other Initiatives

• Public Works Optimization: Shift in execution of projects <$5M to the installations
  • Increase technical staff at those offices
  • Increase capacities of Indefinite Delivery, Indefinite Quantity (IDIQs) executed at field offices
  • MCON work will not be shifted

• NAVFAC Enterprise Reorganization
  • End of “Integrated Product Team” construct
  • Integration of disciplines in business lines to centralize our technical capability and competency
  • Team leadership and Project Managers continue to be customer focused (Coastal, Desert & Marine Corps)
  • The shift will be transparent to customers and contractors
NAVFAC SW Improvements

Pre-award Schedule Improvements
• Maintain planned award dates and solicited bid period
  • e.g. extend only if major issues with RFP/Design

Lean modification process for ≤ $150K
• Reinvigorated training provided to FEAD offices
• CMs to negotiate as Contracting Officer’s Authorized Representative (COAR)

Modification Processing Time – establishing controls to:
• Monitor modification lifecycle & outline expectations
• Mandate use of decision tree if no resolution and use of partnering

Established metrics used to track project performance
• Increased awareness of issues, esp. high visibility projects
  – Schedule, Cost/Modifications

Making significant investments
• eCMS, CM & ET training, Development of desk guides for CMs & ETs

Focus on keeping schedules on track both pre & post award
Expectations for Contractors

For ALL:
1. You are responsible for your own safety and schedule
2. PMs need to be on job sites regularly, and ensure they are watching the project

For GCs:
1. Time Impact Analysis (TIA) *MUST* be submitted in a timely manner
   - Lack of timely and complete TIA submissions has caused mods to be negotiated without time
   - With budget constraints this can cause a contract to be put on hold to allow for reprogramming or necessitate scope reductions late in contract duration
2. If requesting other than NAVFAC standard construction overheads, submit proposed overheads and substantiation BEFORE first change

For AEs:
1. In a DBB, you are our PARTNERS and we need your expertise and advice to meet schedule and budget limitations

For Subcontractors:
1. Work through your Prime – NAVFAC only has a contract with the Prime
2. Know NAVFAC regulations and safety rules

For Environmental contracts:
1. Need to be able to meet the mission AND comply with laws/regs
eCMS Implementation

• Section 01 31 23.13 20 - Electronic Construction and Facility Support Contract Management System
  • Web-based - eCMS is the designated means of transferring technical documents between the contractor and the Government
  • All projects greater than $150,000 with a planned award after December 31, 2017 shall include the United Facilities Guide Specification (UFGS) 01 31 23.13 20 in both the solicitation and the award
  • Projects awarded prior to December 31, 2017 are not required to use eCMS

• Roll-out of eCMS
  • Roll-out during 2018
  • Pilot projects had positive feedback:
    • Validated ease of use and benefit

• AE’s will use eCMS on DB contracts, and for Post Award services on DBB contracts

<table>
<thead>
<tr>
<th>Title</th>
<th>Type</th>
<th>Duration</th>
<th>Capacity</th>
<th>RFP</th>
<th>Est. Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facility Planning</td>
<td>SB</td>
<td>5 yr</td>
<td>$15M</td>
<td>Issued</td>
<td>Q1 FY18</td>
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<tr>
<td>Interior Design</td>
<td>SB</td>
<td>5 yr</td>
<td>$5M</td>
<td>Issued</td>
<td>Q2 FY18</td>
</tr>
<tr>
<td>Structural</td>
<td>SB</td>
<td>5 yr</td>
<td>$30M</td>
<td>Issued</td>
<td>Q3 FY18</td>
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<tr>
<td>Civil</td>
<td>8a</td>
<td>5 yr</td>
<td>$15M</td>
<td>Issued</td>
<td>Q3 FY18</td>
</tr>
<tr>
<td>Civil</td>
<td>UR</td>
<td>5 yr</td>
<td>$99M</td>
<td>Q2 FY18</td>
<td>TBD</td>
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<tr>
<td>Waterfront</td>
<td>TBD</td>
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<td>$30M</td>
<td>Q2 FY18</td>
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<td>5 yr</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
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<td>5 yr</td>
<td>TBD</td>
<td>TBD</td>
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# Planned NAVFAC SW
## Multiple Award Construction Contracts

<table>
<thead>
<tr>
<th>Title</th>
<th>Type</th>
<th>Duration</th>
<th>Capacity</th>
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<th>Est. Award Date</th>
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</thead>
<tbody>
<tr>
<td>Commercial &amp; Industrial</td>
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<td>5 yr</td>
<td>$750M</td>
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<td>Q1 FY18</td>
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<tr>
<td>General Construction</td>
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<tr>
<td>Fuels (POL &amp; Gas)</td>
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<td>5 yr</td>
<td>$150M</td>
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<tr>
<td>Heavy Horizontal</td>
<td>UR</td>
<td>5 yr</td>
<td>$249M</td>
<td>Issued</td>
<td>Q2 FY18</td>
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<tr>
<td>Wet Utilities</td>
<td>SB</td>
<td>5 yr</td>
<td>$249M</td>
<td>Issued</td>
<td>Q3 FY18</td>
</tr>
<tr>
<td>Dry Utilities</td>
<td>SB</td>
<td>5 yr</td>
<td>$249M</td>
<td>Issued</td>
<td>Q3 FY18</td>
</tr>
<tr>
<td>Airfield Paving</td>
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<td>HVA/C</td>
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<td>5 yr</td>
<td>$200M</td>
<td>Q2 FY18</td>
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</table>

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Future Workload Projections

USEFUL LINKS

- Contractor Visit Protocol
- Future Workload Projection for Q1 FY2018
- How to Obtain an Architect-Engineer Contract with NAVFAC Southwest


Full transparency on projects & acquisition tools
Questions?
Back-up Slides
America’s Navy: Our Mission

We will…

• Be ready to fight at sea

• Deter aggression and peacefully resolve conflicts

• Protect America, our allies, and partners from attack
Post-Award Improvements

• **Established metrics used to track project performance**
  - Increased awareness of issues, esp. high visibility projects
    - Schedule, Cost/Modifications

• **Making significant investments**
  - eCMS
  - CM & ET training
  - Development of Desktop Manuals for CM & ET
Defense Biometrics Identification System (DBIDS)

• Once a DBIDS card is obtained the background check is complete and is shown in the system which is visible by all bases.

  – The same DBIDS card will work for every installation.

  – The DBIDS card needs to be registered with each installation a member requires access. It is not automatic.

  – Every installation will require a sponsor residing at their base for authorizing access.

• Marine Corp bases will have a longer transition from RAPIDGate to DBIDS (may extend to Mar/Apr 2018)

• Air Force still using old system of issuing a long term pass for Prime Contractor personnel. Subcontractors issued a badge from Pass & ID.
Safety Initiatives with Contractor Impact

• Voluntary Protection Program (VPP)
  • NAVFAC SW is in the process of VPP certification
  • VPP contractor pamphlet has been integrated into the Pre-construction Agenda

• Contractor Good Catch Program
  • Good catch submissions are highly encouraged via ESAMS or short form
  • Short form has been socialized with AGC’s safety committee
  • Included as part of safety evaluation factor for all new MACCs

• Electrical Energized Work Permits
  • Work performed on or near energized equipment or circuits
  • Where an arc fault could occur
  • Includes work in manholes where energized lines are present
  • Commanding Officer, NAVFAC SW authorization required before work commences

NAVFAC SW is focused on safety
Changes to Safety Evaluation Factor

• Draft Submission Requirements, wording:
  “Additionally, describe the methodology to execute an effective program that facilitates sound mishap prevention techniques and processes, employee reporting of unsafe conditions, unsafe activities, and near-miss mishaps. Within this description, define your Good Catch Program and safety deficiency correction procedure.”

• Draft Basis of Evaluation, wording:
  “The Government will also validate that the contractor has addressed the methodology to be used in the execution of an effective program that facilitates sound mishap prevention techniques/processes, employee reporting of unsafe conditions, unsafe activities, and near-miss mishaps and that the contractor has a Good Catch Program and sound method to correct safety deficiencies in a timely manner.”
Most Common Fatality Findings

- Activity Hazard Analysis (AHA)/ Job Hazard Analysis (JHA) less than adequate, not communicated to employees, or not updated when conditions change.

- Lack of prime contractor supervision and oversight or coordination of subcontractor ops or blended crews.

- Accident Prevention Plans (APP) are not site specific, not understood, or not followed.

- Inadequate recognition of High Hazard operations - most notably related to fall hazards and operating equipment including motor vehicles, combined with inadequate equipment inspections and maintenance.
NAVFAC SW Partnerships with Industry

**NAVFAC SW Partnering Goals**

- Build strong working relationships with industry
  - Continue with formal & informal partnering sessions with Associated General Contractors (AGC) – San Diego Chapter
  - Continue to build partnering relationships with SAME, American Council of Engineering Companies (ACEC), and Associated Builders and Contractors (ABC), Construction Management Association of America (CMAA), and other organizations focused on the design & construction of facilities
- Collaborate to improve communication at all levels within our organizations
- Identify issues impeding the successful design and construction of facilities
- Exchange lessons learned
- Identify areas for process improvements

**Partnering Opportunities**

- NAVFAC presentations for industry partners
- Industry Forums
- Formal & Informal Partnering Sessions

We are building strong working relationships with industry
Contract Listings and Acquisition Forecasts
http://www.navfac.navy.mil/products_and_services/sb/opportunities.html

Current contract listings and acquisition forecasts

POC information for both government and industry

Regional Opportunities – Command specific lists

Subcontracting Opportunities – Potential leads through various lists

For preliminary planning purposes only – see www.fbo.gov for solicitation announcements
Types of Contracts

- **Basic Ordering Agreements (BOA)** (Construction only)
- **Job Order Contracts (JOC)** (Construction)
- **Base Operation and Support (BOS)** (Services)
- **Facility Service Contracts (FSC)** (Services)
- **Multiple-Award Contracts**
  (Construction, Environmental, and Services)
- **Indefinite Delivery Indefinite Quantity (IDIQ)**
  (Construction, Environmental, Services, A& E)
- **Stand-Alone, Single Award Procurement**
  (All types of Construction & Services) (Competitive or Sole Source)
**DoN’s Challenge**

$540M/year short of sustainment/restoration requirement to maintain condition status quo!

**ASCE’s Grand Challenge is DoN’s Challenge.**
Too much *infrastructure* to maintain to our Supported Commanders’ *expectations* with the *funding* available and using our current *TTP’s*.

1) How can we reduce *infrastructure*?
   • BRAC? Collapse Fence lines? Demolition? Privatize? Partner?

2) Can we change Supported Commander *expectations*?
   • Criteria Changes? Standards?

3) Can we seek additional *funding*?
   • CNO – “Look for solutions within current funding levels.”

4) How can we improve our current *Tactics, Training, and Procedures*?
   • Acquisition Innovation? Financing Innovation? Legislative Solutions?

Need Solutions for (1) + (2) + (3) + (4) to Balance the Shore
ICS Cybersecurity

Navy Approach for Facility Control Systems

- Prioritize facilities
- Separate IT and OT
- Cyber hygiene
- Deploy secure network
- RMF authorization (UFC & UFGS)
- Train workforce
- Connect thru common architecture
- Continuously monitor
The Energy Security Framework (ESF) employs a three-pronged approach that will guide the DON towards establishment of performance standards, measurement and analysis of current conditions, and planning for energy security improvements.

1) **Benchmarking** - Set Energy Security Performance Benchmarks and Standards;

2) **Assess System Performance** – Assess and analyze energy system performance against energy benchmarks and mission requirements;

3) **Prioritize Improvements** – Prioritize energy security improvements to close the gap between system performance and energy benchmarks/mission requirements.

**Benchmarking**
- **Three Pillars: NAVFAC P-602**
  - **Reliability**
    - SAIDI - 60 min Shipyards, 120 min all others
    - SAIFI - 1 for shipyards, 2 for all others
  - **Resiliency**
    - UFC/BFR based back up requirements
    - 1-7 day duration capability
  - **Efficiency**
    - Sufficient Metering
    - Sufficient Control
Small Business

- Advocate for small business
- Assist in acquisition planning / acquisition strategy
- Member of source selection board
- Small Business Subcontracting Plan Reviews
- Education / Training
- Large Business Prime Contractor Reviews / Audits
- Outreach
- Counseling / Advice / Guidance
- Ensure SB missions and Command objectives are met
**Cost and Schedule Growth**

- **Commander’s Analysis Group (CAG) preliminary results**
  - Status (all completed projects):
    - In FY17, cost performance declined, but schedule performance improved

<table>
<thead>
<tr>
<th>COST (FY16)</th>
<th>SCHEDULE (FY16)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Growth</strong></td>
<td><strong>Ave. Growth</strong></td>
</tr>
<tr>
<td>$566M (18.4%)</td>
<td>85 days (26.4%)</td>
</tr>
<tr>
<td><strong>Initial</strong></td>
<td><strong>Initial</strong></td>
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<tr>
<td>$3.1B</td>
<td>321</td>
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</table>

<table>
<thead>
<tr>
<th>COST (FY17)</th>
<th>SCHEDULE (FY17)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total Growth</strong></td>
<td><strong>Ave. Growth</strong></td>
</tr>
<tr>
<td>$568M (44.1%)</td>
<td>33 days (24.4%)</td>
</tr>
<tr>
<td><strong>Initial</strong></td>
<td><strong>Initial</strong></td>
</tr>
<tr>
<td>$1.3B</td>
<td>135</td>
</tr>
</tbody>
</table>

- NAVFAC is committed to improving cost and schedule
  - Additional factors will be analyzed
  - Results to include recommendations and process improvements
Mod Processing Times

- Delayed mods ultimately impact project cost and schedule

- From FY15 to present, average processing time: 63-69 days (from initiated date to modification date)
  - Longest average duration: 125-155 days (claims)

- In FY15, NAVFAC issued a new policy on customer requested (CREQ) mods, requiring higher level approvals to ensure changes are in best fiduciary interest of the DoN
  - No. of CREQ mods reduced by 31% from 1,407 (FY15) to 976 (FY16)
  - Total mods reduced by 10% from 10,513 (FY15) to 9,429 (FY16)

- NAVFAC will work with industry to review specific cases
Past Performance Evaluations
(Consistency of Ratings)

- NAVFAC utilizes the CPARS grading scale, e.g.
  - Satisfactory = meets all requirements, some minor problems, satisfactory corrective actions

- NAVFAC has provided consistent ratings on completed CPARS evals

![NAVFAC CPARS Ratings (all factors)](image)

- Exceptional
- Very Good
- Satisfactory
- Marginal
- Unsatisfactory

FY15 - FY16 - FY17
Project-Level Partnering

- **Safety, quality, cost, and schedule remain a focus**
  - Commit to achieve common project goals
  - Improve collaboration to keep the project moving
  - Resolve issues at lowest levels (use issue resolution ladder where needed)

- **NAVFAC partnering process was streamlined in 2011**
  - Formal (facilitated): > $15M or high risk, high vis, technically complex
  - Informal (partnering tool kit at precon/PAK): ≤ $15M

- **Resources are available to industry**
  - NAVFAC Partnering Tool Kit (informal partnering) issued to every FEC
  - Training for CMs, facilitation tools (video sessions, templates, charters)
KC-46A Program at Travis AFB:
2018-2021
10 MILCONs
$165M
West Coast JSF:  
2018 - 2027  
24 MILCONs  
$1.4B
Naval Base Coronado, Coastal Campus

Coastal Campus
• 29 MILCONs
• 2015-2024
• ~$1B
• 3300+ Personnel
Centrally Managed Workload

**Data contained herein is based on the best available information and is subject to change.**
**NAVFAC Products and Services**

- **Capital Improvements**
  - Construction Services
  - Architect & Engineering Services
  - Design In-House
  - Specialized Technical Services
  - Ocean Engineering

- **Public Works**
  - Facility Sustainment
  - Utility & Energy Management
  - Base Operation and Maintenance
  - Facility Services

- **Environmental**
  - Environmental Planning/NEPA
  - Environmental Compliance & Conservation
  - Environmental Restoration
  - Operational Range Clearance and Sustainment

- **Asset Management**
  - Real Estate
  - Land & Installation Planning
  - Facilities Planning
  - Encroachment Management
  - Facilities Integrated Logistics Support
  - Real Property Acq, Mgmt & Disposal
NAVFAC SW Partnerships with Industry

• NAVFAC SW Partnering Goals
  • Build strong working relationships with Industry
    • Continue with formal & informal partnering sessions with Associated General Contractors (AGC) – San Diego Chapter
    • Continue to build partnering relationships with SAME, American Council of Engineering Companies (ACEC), and Associated Builders and Contractors (ABC), Construction Management Association of America (CMAA), and other organizations focused on the design & construction of facilities
  • Collaborate to improve communication at all levels within our organizations
  • Identify issues impeding the successful design and construction of facilities
  • Exchange lessons learned
  • Identify areas for process improvements

• Partnering Opportunities
  • NAVFAC presentations for Industry partners
  • Industry Forums
  • Formal & Informal Partnering Sessions

Building strong working relationships with Industry
Except for Military Construction, market research will be conducted during the acquisition planning phase of the procurement to determine if the requirement can be set-aside for 8(a), HUBZone, EDWOSB, SDVOSB, or SB.

Market Research Includes...

• Sources Sought Announcement – analysis of responses
• Dynamic Small Business Search database
• Historical information
• Industry forums
• SBA, PTAC, and Other Agency information
• Other innovative strategies
# Planned NAVFAC SW A/E Contract Awards

<table>
<thead>
<tr>
<th>Title</th>
<th>Scope</th>
<th>Type</th>
<th>Duration</th>
<th>Capacity</th>
<th>RFP</th>
<th>Est. Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Facility Planning Services</td>
<td>Services</td>
<td>SB</td>
<td>5 yr</td>
<td>$15M</td>
<td>Issued</td>
<td>Q1 FY18</td>
</tr>
<tr>
<td>Interior Design Services</td>
<td>Services</td>
<td>SB</td>
<td>5 yr</td>
<td>$5M</td>
<td>Issued</td>
<td>Q1 FY18</td>
</tr>
<tr>
<td>Architect (Multi-Disc) MILCON only</td>
<td>Services</td>
<td>UR</td>
<td>5 yr</td>
<td>$99M</td>
<td>Issued</td>
<td>Q1 FY18</td>
</tr>
<tr>
<td>Structural Services</td>
<td>Services</td>
<td>SB</td>
<td>5 yr</td>
<td>$30M</td>
<td>Issued</td>
<td>Q2 FY18</td>
</tr>
<tr>
<td>Civil Services</td>
<td>Services</td>
<td>8a</td>
<td>5 yr</td>
<td>$15M</td>
<td>Q1 FY18</td>
<td>TBD</td>
</tr>
<tr>
<td>Civil Services</td>
<td>Services</td>
<td>UR</td>
<td>5 yr</td>
<td>$99M</td>
<td>Q1 FY18</td>
<td>TBD</td>
</tr>
<tr>
<td>Fire Protection Services</td>
<td>Services</td>
<td>TBD</td>
<td>5 yr</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
</tr>
<tr>
<td>Cost Estimating/Scheduling</td>
<td>Services</td>
<td>TBD</td>
<td>5 yr</td>
<td>TBD</td>
<td>TBD</td>
<td>TBD</td>
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</tbody>
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**Data contained herein is based on the best available information and is subject to change**
# Planned NAVFAC SW Environmental Contract Awards

<table>
<thead>
<tr>
<th>Title</th>
<th>Scope</th>
<th>Type</th>
<th>Duration</th>
<th>Capacity</th>
<th>RFP</th>
<th>Est. Award Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>CERCLA/RCRA</td>
<td>Restoration</td>
<td>FP, SB, Single</td>
<td>5 yr</td>
<td>$75 M</td>
<td>Issued</td>
<td>Q1 FY18</td>
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<tr>
<td>EMAC III</td>
<td>Restoration</td>
<td>FP, MAC</td>
<td>5 yr</td>
<td>$240 M</td>
<td>Q1 FY18</td>
<td>Q3 FY18</td>
</tr>
<tr>
<td>CR MASC</td>
<td>Cultural Res</td>
<td>MAC</td>
<td>5 yr</td>
<td>$30 M</td>
<td>Q1 FY18</td>
<td>Q3 FY18</td>
</tr>
<tr>
<td>Admin Record</td>
<td>Restoration</td>
<td>FP, Single</td>
<td>3 yr</td>
<td>$4 M</td>
<td>Issued</td>
<td>Q1 FY18</td>
</tr>
<tr>
<td>8(a) EMAC</td>
<td>Restoration</td>
<td>FP, SB, MAC</td>
<td>5 yr</td>
<td>$95 M</td>
<td>Q1 FY18</td>
<td>Q1 FY19</td>
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<tr>
<td>MARAC</td>
<td>Restoration</td>
<td>CP, MAC</td>
<td>5 yr</td>
<td>$240 M</td>
<td>Q2 FY18</td>
<td>Q2 FY19</td>
</tr>
<tr>
<td>NR MAC</td>
<td>Natural Res</td>
<td>FP, MAC</td>
<td>5 yr</td>
<td>$40 M</td>
<td>Q4 FY18</td>
<td>Q2 FY19</td>
</tr>
</tbody>
</table>

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Environmental Industry Day Forums

- Environmental Business Line has been holding Industry Days for larger procurements.
- Provides opportunity to have an open dialog with industry experts prior to issuance of Request for Proposals (RFP).
- Provides opportunity for Government to receive industry input concerning the project.
- Allows discussion of challenges “before-the-fact” by gathering and discussing past experiences and success stories.
- Streamlines procurement process by addressing concerns upfront rather than through Requests for Information (RFIs) during proposal phase.
Rules for A/E Procurements

• If the services of a registered or licensed architect or engineer are required, Brooks Act procedures must be followed.
• The acquisition of A/E services shall be issued on a competitive basis. No sole source awards.
• Market research used to determine acquisition strategy and possible SB set-aside.
• No SB set-aside for MILCON projects
• Must be able to slate THREE highly qualified firms
• Award to the most highly qualified firm at negotiated price that is fair and reasonable.
Schedule Improvements

- Pre-award Schedule Improvements
  - NAVFAC SW Improvements
    • Maintain planned award dates and solicited bid period (e.g. extend only if major issues with RFP/Design)
    • Respond to RFIs promptly
    • Include contract durations based on risk (e.g. complexity, phasing requirements, number of facilities)
    • Include design durations in solicitation
  - Proposed Contractor Improvements
    • Submit RFIs early
    • Meet proposal due dates
    • Submit proposals that address all evaluation factors and that have been reviewed for Quality Control

- Post-award Schedule Improvements
  - NAVFAC SW Improvements
    • Track schedule metrics (contractor > 10% behind schedule & schedule growth > 5%)
    • Perform design reviews within allotted timeframe
    • Streamline modification process for modifications <= $150K & negotiate time with modifications
  - Proposed Contractor Improvements
    • Submit baseline design/construction schedules on time
    • Hold AE and subcontractors accountable for schedule milestones
    • Grant negotiation authority to the lowest level possible
    • Submit Time-Impact-Analysis documentation with proposals for modifications

Focus on keeping schedules on track both pre & post award
Schedule Variation for DB & DBB FY14-15

NAVFAC SW focus on schedule improvement
Safety

• Summary of Fatal Mishaps (last five fiscal years)

  • Traditional mishap performance measurement rates have been trending down; however, the rate of serious fatal mishaps has been trending upward

  • Since 2009, 90% of the NAVFAC serious mishaps have occurred during contractor ops (98% - subs)

1. Falls (9)
2. Dropped loads (6)
3. Struck by vehicle (4)
4. Equipment roll over (3)

High risk for serious MISHAPS for subcontractors
Additional Resources

Small Business Administration
http://www.sba.gov

Procurement Technical Assistance Center
http://www.dla.mil/SmallBusiness/Pages/ProcurementTechnicalAssistanceCenter.aspx

DoD Small Business Professionals

NAVFAC Small Business Websites
https://smallbusiness.navfac.navy.mil
Requesting Visit to NAVFAC SW

• NAVFAC SW has specific protocol and a process for contractors to follow when submitting visit requests.

• Protocol was developed to:
  1) Provide industry representatives with a fair and equal opportunity to contact the command
  2) Ensure minimal disruption to the Navy mission.

• The Contractor Visit Protocol can be found in the NAVFAC SW Public Web Site at the following link:

• To request a contractor call/visit, personal visit, or social call, send an e-mail to the command’s Contractor Visit Coordinator at:
  NAVFAC_SW_Contractor_Visit_Coordinator@navy.mil