



# Source Selection for Construction and AE Contracts

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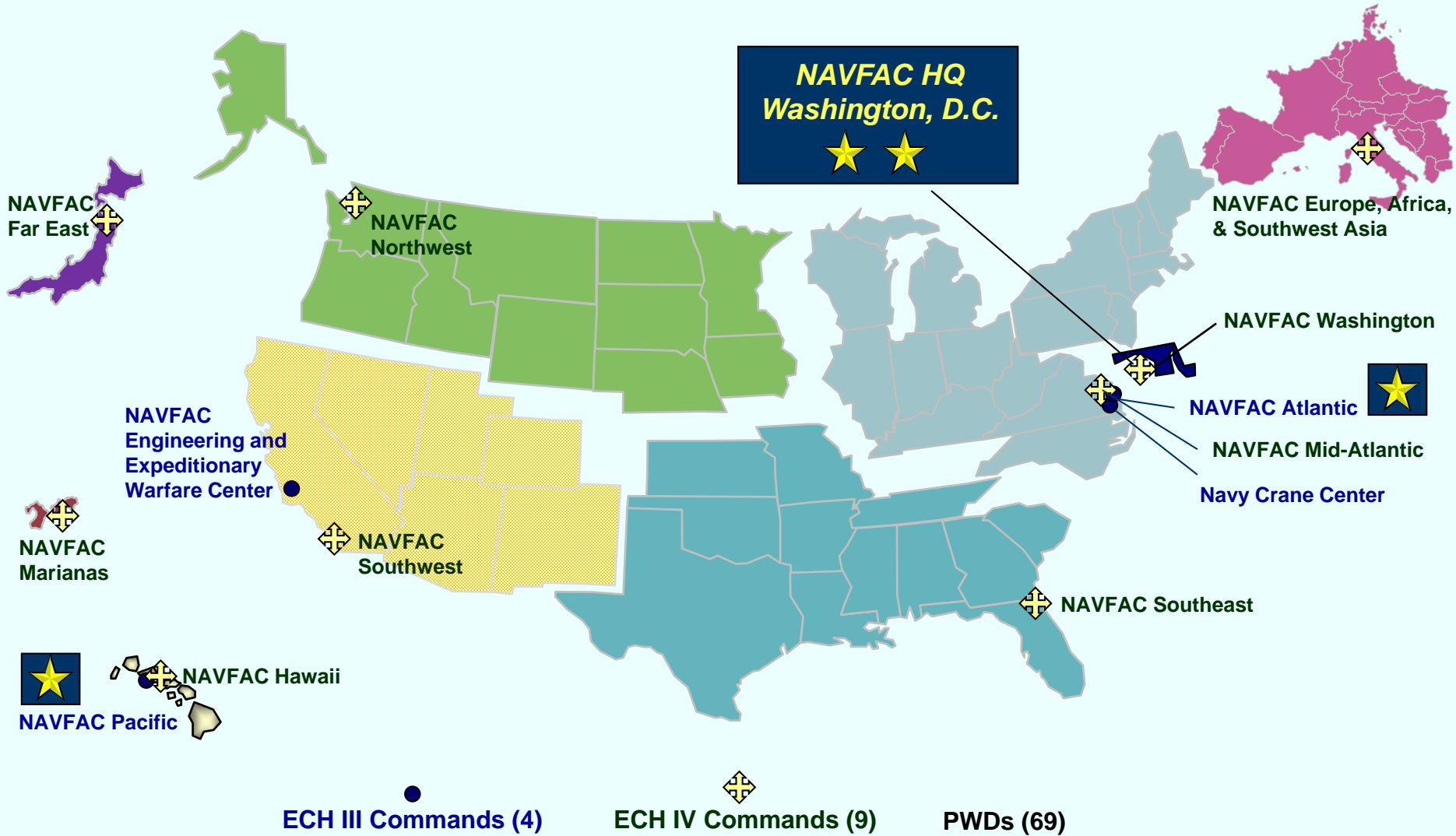
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# Agenda



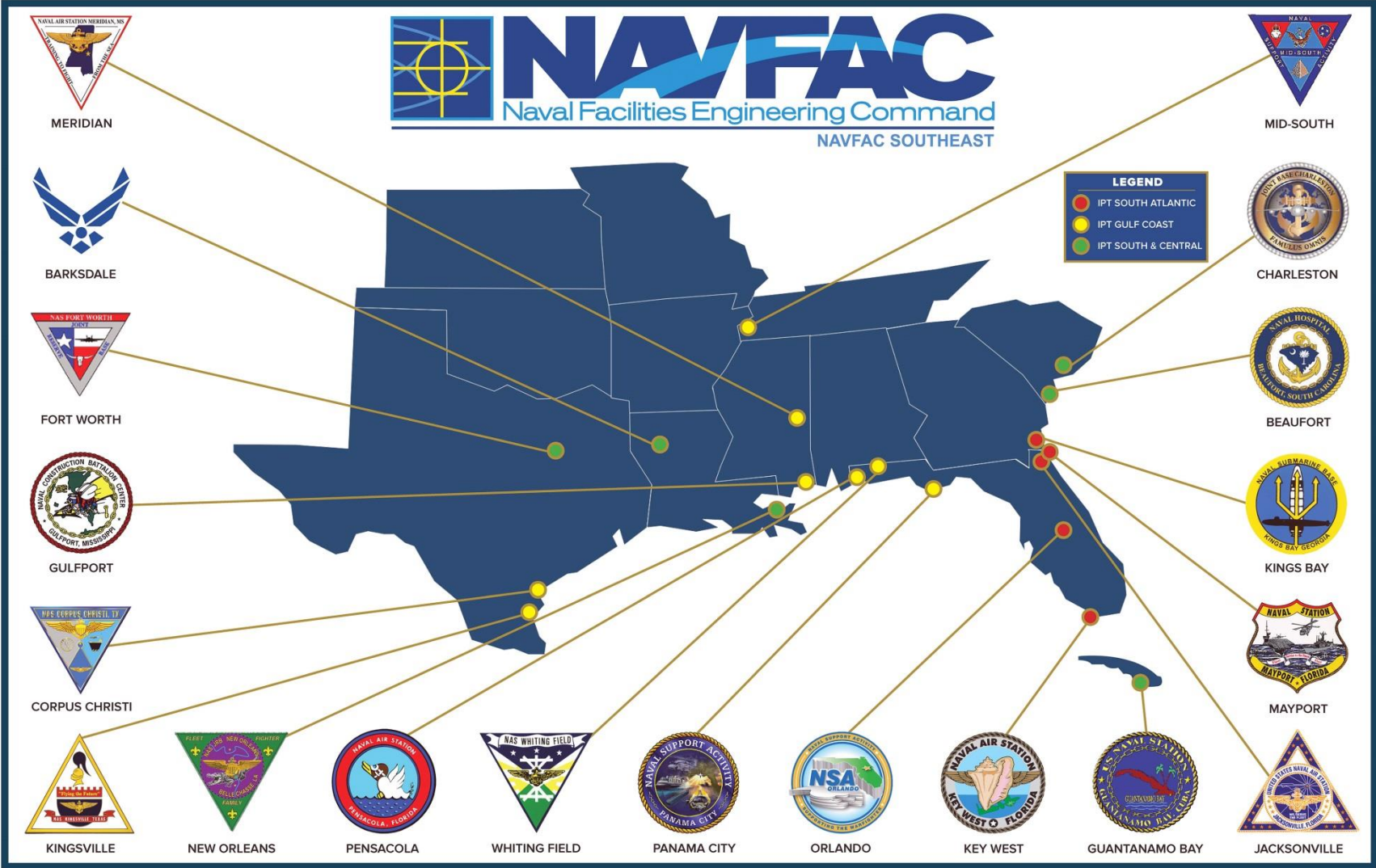
- NAVFAC SE Introduction
  
- Doing Business with Source Selection
  - Overview of functions and procedures
  - Standard Technical Evaluation Factors - Construction
  - Standard Technical Evaluation Factors – AE
  
- Tips for Creating Successful Proposals

# Worldwide Facilities Engineering Expertise



*Aligned to Support Fleet/Warfighter*

# NAVFAC Southeast AOR

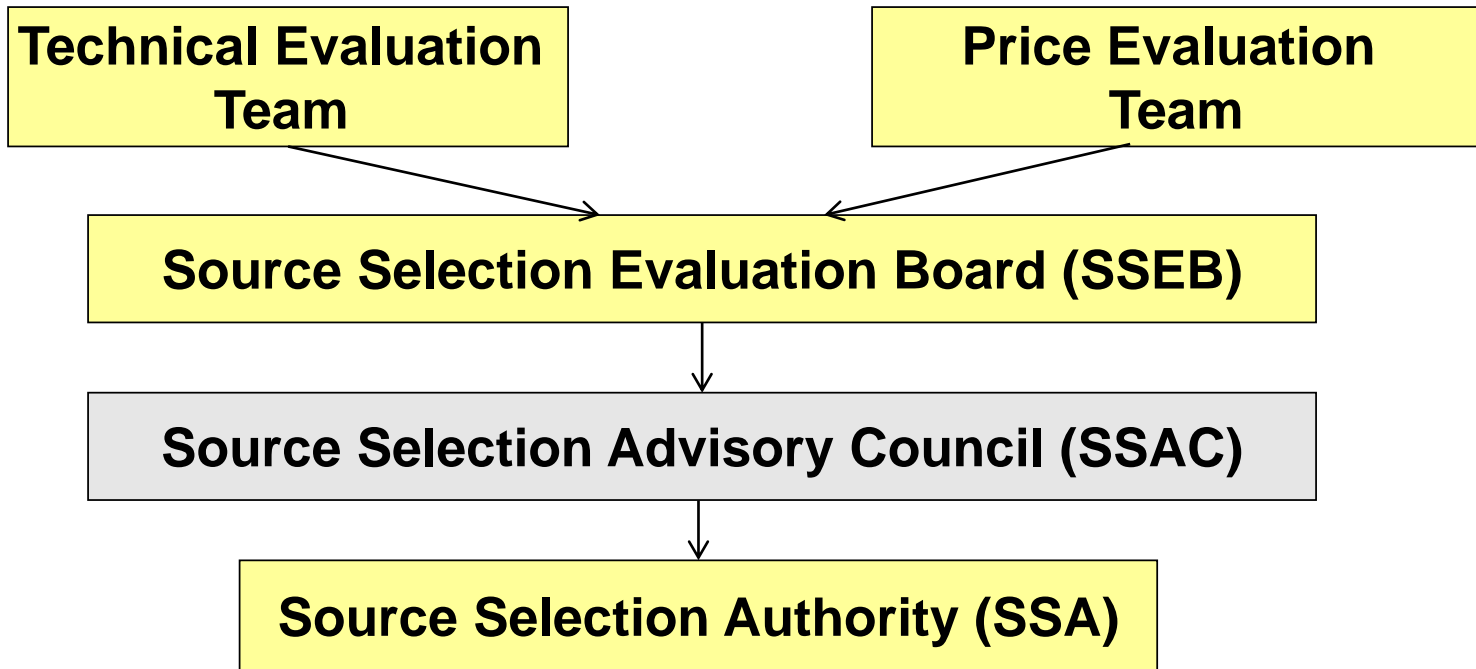


# Acquisition Planning/ Source Selection Overview



- Construction
  - Primarily used for projects > \$4M and/or
  - Where competitive procurement is desired
- Complexity, Timeline, & Available Contracting Tools
  - Stand alone (Single-phase or 2-phase procurement)
  - MACC Task Order (BVSS or Price Only)
  - Best Value - Low Price Technically Acceptable
  - Best Value - Trade-off
- AE Selection
  - Selection based on competency, qualifications & experience per Brooks Act
  - Same process for Stand-alone or IDIQ

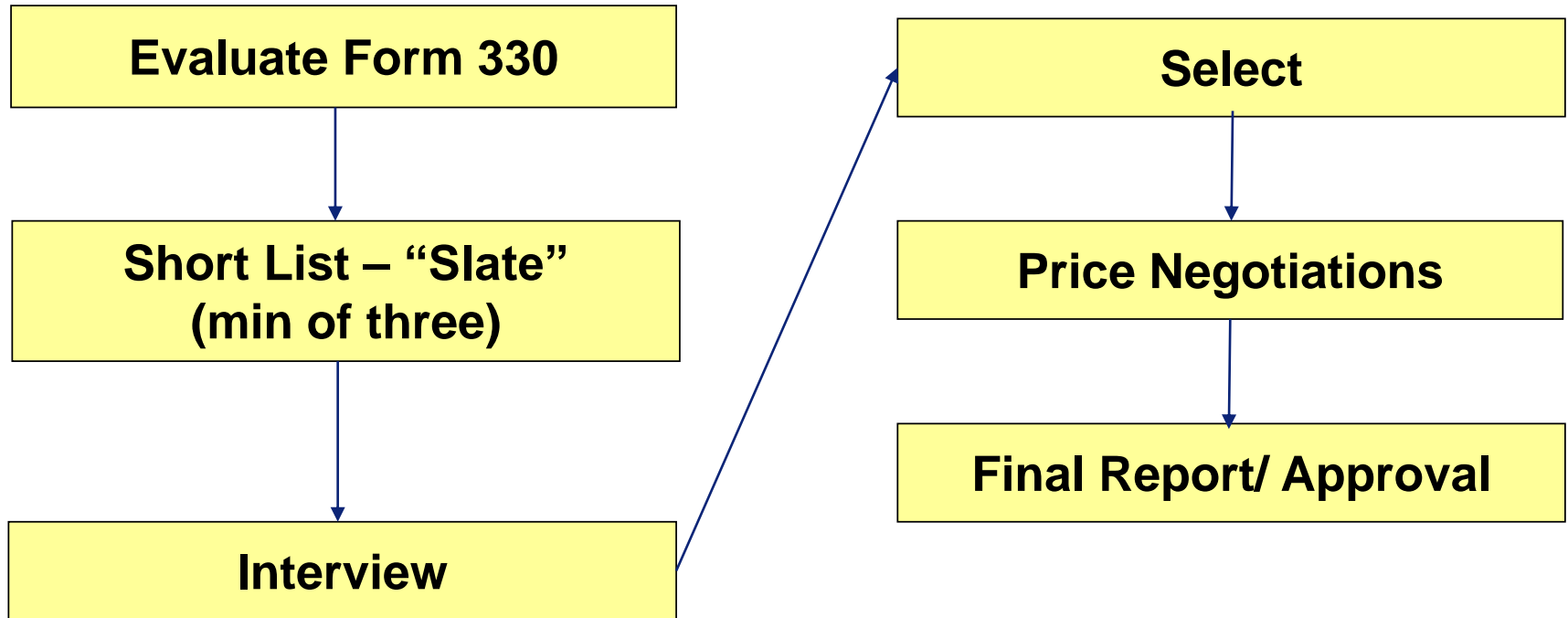
# Construction Selection Process



The Following Provide Support :

**Procuring Contracting Officer (PCO), Legal Council,  
Safety Specialist, Small Business Advisor,  
and other technical advisors**

# ***AE Selection Process***



The Following Provide Support:

**Procuring Contracting Officer (PCO), Legal Council,  
Small Business Advisor, and other technical advisors**

# *Technical Evaluation Factors (Construction)*



## 2-Phase Design-Build Procurement (MACC or Stand-alone):

### ➤ Phase I:

- **Factor 1 – Technical Approach:**

Composition and management of the firms proposed  
Pass/Fail

- **Factor 2 – Experience:**

Relevant design and construction projects the Offeror (or subcontractors if allowed) completed

- **Factor 3 – Past Performance:**

How well those relevant projects were executed, Past Performance Questionnaires



# Technical Evaluation Factors (Construction)



## ➤ Phase II:

- **Factor 4 – Safety:**

EMR, DART, Narrative on safety in subcontracting

- **Factor 5 – Technical Solution:**

Drawings and narrative of proposed solution

- **Factor 6 – Energy and Sustainable Design:**

Description of significant energy related systems and a whole building energy simulation

- **Factor 7 – Small Business Utilization:**

7A – Achievements (Past Performance in SB Utilization)

7B – Small Business Participation & Commitment

**\*\*Price Proposals received during Phase II for evaluation\*\***

# *Technical Evaluation Factors (Construction)*



## ➤ **Weighting**

- Only applies to Best Value Trade Off
- Defined in the solicitation
- Specifies how all factors are weighted for award

➤ **Example:** All technical factors when combined are of equal importance to the performance confidence assessment (past performance) rating; and all technical factors and the performance confidence assessment (past performance) rating, when combined are approximately equal to price.

# ***Technical Evaluation Factors*** **(AE)**



## **➤ AE Selection Criteria:**

- 1) Professional Qualifications**
- 2) Specialized Experience and Technical Competence in the type of work required**
- 3) Capacity to accomplish the work in the required time**
- 4) Past Performance**
- 5) Location**
- 6) Acceptability under other appropriate evaluation criteria**
  - NAVFAC required three additional items for consideration:**
    - AE firm's experience in Sustainable Design**
    - AE firm's quality control program**
    - Safety**

# Tips for Successful Proposals



- ✓ Read the solicitation and answer completely!
- ✓ Ask questions using Pre-proposal Inquiry process!
- ✓ Pay very close attention to the Relevant Project definition– try to mirror what we are asking for in terms of size, scope and complexity. Projects must be *completed* within the specified timeframe.
- ✓ Follow submission instructions (page limits, formatting, required documents)
- ✓ A Task order under the IDIQ contract counts as a single project (don't use the "whole" IDIQ contract for experience)

# *Tips for Successful Proposals*



- ✓ **At times the solicitation will allow for the prime to use the experience of subs to fulfill the experience requirements, however, it has to specify so**
- ✓ **Consider betterments on BVSS-Trade off, but be sure not to contradict the requirements of the RFP**
- ✓ **Give an explanation for anything negative in Past Performance or Safety**
- ✓ **Answer discussion questions**
- ✓ **Ask for a debrief**

# *QUESTIONS?*