



**Acquisition Department,
NAVFAC EXWC**

5 February 2019

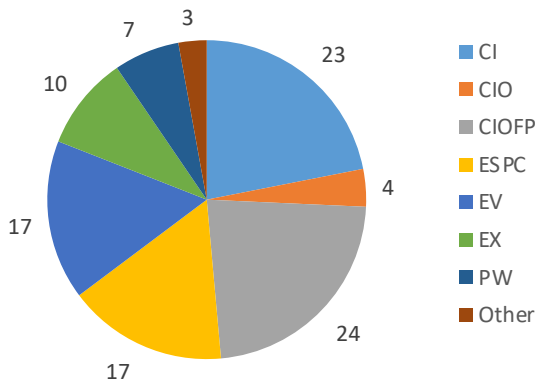
**Russell Dominy
Director of Acquisition**

ACQ Metrics Snapshot

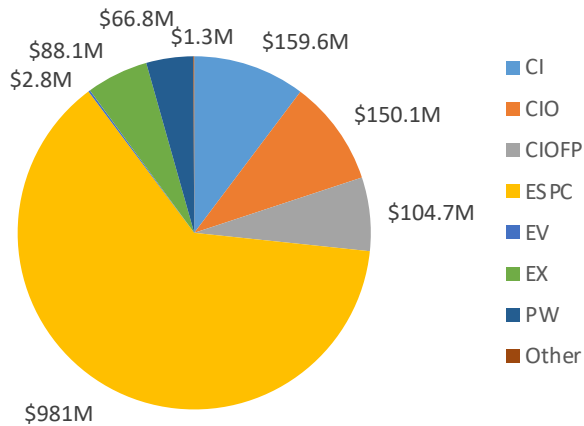
(As of October 2018)



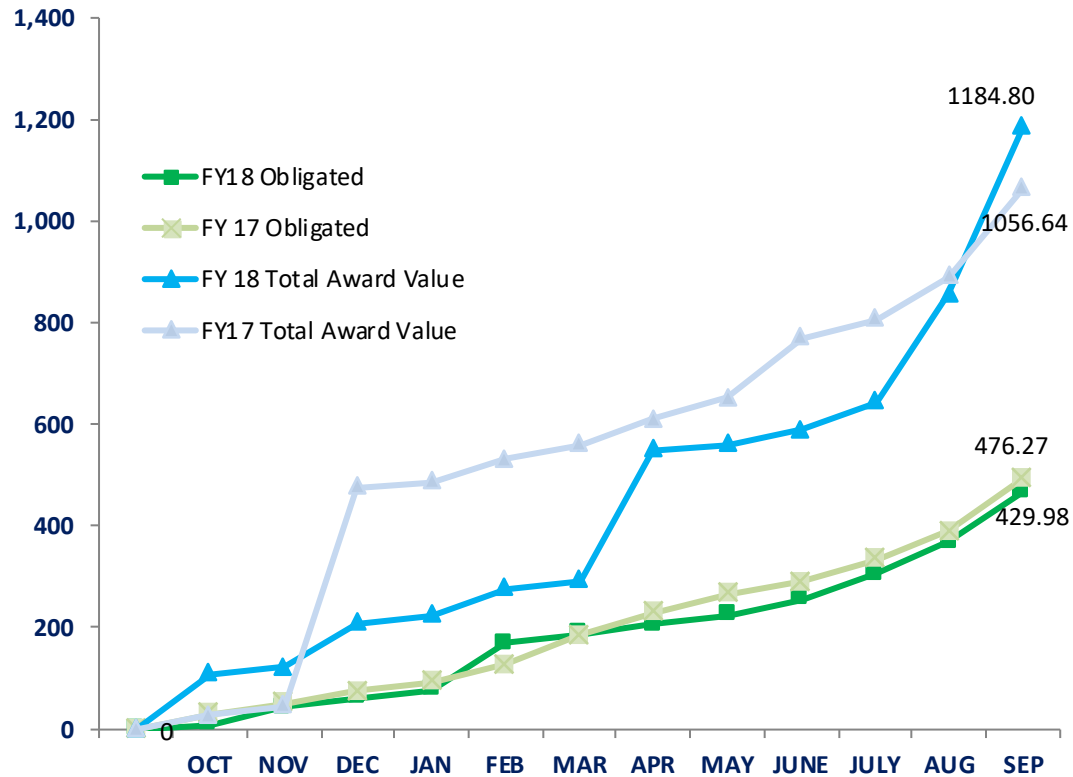
Current Pre-Award Actions by BL
(105 total)



Current Pre-Award SOW Estimated by \$M
by BL (\$1.6B total)



Cumulative Contract Actions FY17 vs FY18
(\$ millions obligated and total value awarded)



Acquisition Teams



ACQ1-Bryson Jo

- Reporting and Data Calls
- Electronic Business Systems
 - SPS, FPDS-NG, e-Contracts, WAWF, CPARS, CORT, etc.
- Policy Implementation
- BMS & CPI Focal Point
- Manage Training and Warrants
- Hiring/Personnel Actions
- ACQ/Contracting Community Management
- Invoice Processing

ACQ71-Tramaine Sims

- 2 Primary Dept Customers
 - Oceans Facilities
 - Public Works (Includes Energy/ESPC/GPO/MUSE)
- ~\$175M annual obligations
- Historically 450 transactions/year

ACQ72-Bill Hepler

- 2 Primary Dept Customers
 - Capital Improvements (includes POL and ATPF)
 - Environmental
- \$255M annual execution
- Historically 500 transactions/year

ACQ73-Bob Koplos

- 2 Primary Dept Customers
 - Chief Information Officer (CIO) / NAVFAC
 - Expeditionary (HQ/NEPO)
 - Other: Naval Facilities Institute (NFI); Organic Buys
- ~\$60M annual obligations
- Historically 300 transactions/year

Acquisition Department Profile



Mission

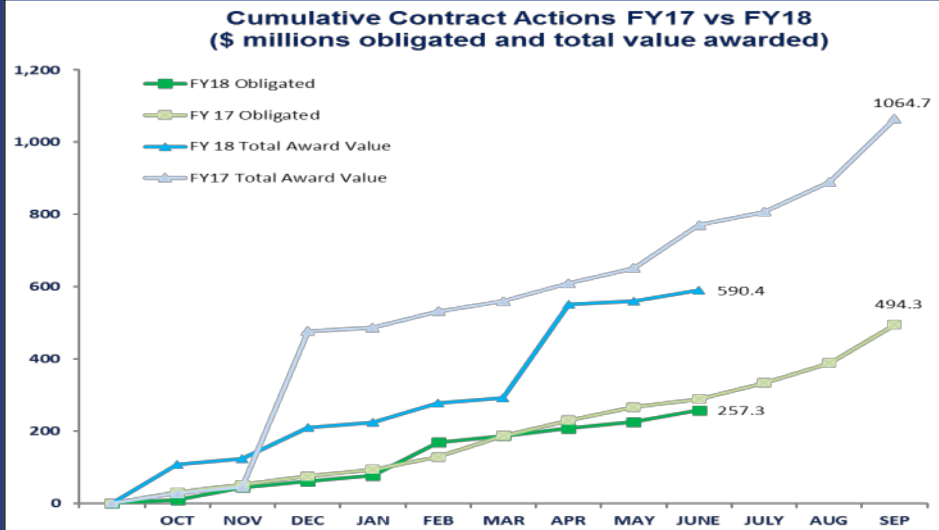
The ACQ Department executes acquisition requirements in support of the global NAVFAC EXWC mission and the Warfighter.

Specialized Experience

- Geothermal Operations & Exploration
 - Drilling and operation of Coso 250MW plant
- RDT&E Contracting: Broad Agency Announcement (BAA)
 - Small Business Innovation Research (SBIR)
- Construction (POL)
- Service/Sustainment Anti-Terrorism Force Protection (ATFP)
- Ocean Engineering and Environmental Remediation
 - Cost contracts for unknown conditions
- IT: Software Licenses, Maintenance, non-NMCI equipment

Major Contract Tools

- Energy Savings Performance Contracts (ESPC)
- Energy A/E Contract
- Ocean Engineering Support Services (OMAC)
- Petroleum Oil and Lubricants (POL): Sustainment, Restoration, and Modernization (SRM) & A/E
- Anti-Terrorism Force Protection (ATFP)
- Environmental Services and Technology (ESAT)
- Integrated Logistics Support (ILS)
- Enterprise Business Systems (EBS)





- **Broad Agency Announcement (BAA):**
 - Acquisition of basic and applied research and that part of development not related to the development of a specific system or hardware procurement. Can be used toward advancing the state-of-the-art or increasing knowledge or understanding.
- **Small Business Innovative Research (SBIR)**
 - Phase I (NTE \$225K/1 year w/ options): Establish the technical merit, feasibility, and commercial potential of the proposed Research/Research & Development (R/R&D) efforts.
 - Phase II (NTE \$1M/2 years): Continue R/R&D efforts from Phase I with funding based on the scientific and technical merit and commercial potential of the Phase II project.
 - Phase III: The Small business pursues commercialization objectives resulting from Phase I/II. The SBIR program does not fund Phase III.
- **Assisted Acquisition with other Agencies or Laboratories**

Various Types of EXWC Contracts



- **ESPC (Energy Savings Performance Contract) 42 U.S.C. 8287**
 - **25 year maximum contract term and no up front funding as project pays for itself through realized energy savings**
 - **Measurement and Verification Required**
 - **Savings must exceed payments**
 - **Contractor responsible for equipment performance**
- **A/E (Architect Engineer) Contracts**
 - **Petroleum Oil and Lubricants (POL) A/E**
 - **Energy A/E**
 - **Waterfronts A/E**
 - **Very Low Frequency (VLF) Towers**
- **Construction Contracts**
 - **POL**

Various Types of EXWC Contracts



- **Service Contracts**
 - **Environmental Services and Technology (ESAT)**
 - **Oceans Facilities Engineering**
 - **Geothermal Operations & Exploration**
 - **Mobile Utilities Support Equipment**
 - **Anti-Terrorism Force Protection (ATFP)**
- **Supplies and Services in support of the EX (HQ/NEPO)**
 - **Civil Engineering Support Equipment (CESE) for unique items**
 - **Integrated Logistics Support (ILS) of CESE & other Table of Allowance (TOA) items**
- **Information Technology procurements**
 - **Enterprise Business Systems (EBS)**
 - **Software Licenses and Maintenance**
 - **Non-NMCI equipment**
 - **Control Systems Test Bed (CSTB)**

EXWC Small Business Goals FY18



• Eligible Small Business Dollars \$406M

	Target	Actuals	Dollars
Small Business	29%	36.94%	\$150.1M
SDB	10%	18.03%	\$73.3M
SDVO	3%	5.48%	\$22.3M
WOSB	7%	7.20%	\$29.2M
HUBZone	4%	5.68%	\$23.1M

EXWC made all their SB goals three out of last four years!

List of Upcoming Small Business Opportunities



- **IT Services Contract (ECITS): 8(a) set-aside, \$150M**
- **Anti-Terrorism Force Protection Contract-Automated Gates: SB set-aside, \$100M**
- **Table of Allowance Contract: SB set-aside, \$65M**

