REGIONAL ENVIRONMENTAL ACQUISITION TOOL (REAT)

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Contracting Chief
Savannah District
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Regional Environmental Acquisition Tool (REAT)

An Acquisition Tool for South Atlantic Division (SAD) (Savannah, Mobile, Jacksonville, Charleston, and Wilmington Districts)
Purpose

Provide information regarding the procurement approach for the Regional Environmental Acquisition Tool (REAT)
Outline

- Summary
- Operational Environment
- Organizational Structure
- Strategy
- Rationale for Approach
- Competition
- Current vs. Proposed Strategy
- Small Business
- Business Arrangements
- Source Selection
- Metrics
- Projected Milestones
Summary

- Provide multiple pools of IDIQ, Performance-based, FFP contracts in support of numerous environmental initiatives within SAD including: environmental cleanup for various military and Interagency and International Support (IIS) customers; Formerly Used Defense Sites (FUDS); environmental stewardship; support to Environmental Protection Agency (EPA) Superfund and Brownfield’s programs; Formerly Utilized Sites Remedial Action Program (FUSRAP); Military Munitions Response Program (MMRP) for various DoD customers; and other environmental related regulatory programs.

- Provide $945 Million of needed contract capacity in support of these programs.
SAD supports or manages numerous environmental initiatives:

- Defense Environmental Restoration Program (DERP)
- Military Munitions Response Program (MMRP)
- Support to Environmental Protection Agency (EPA) – Superfund and Brownfields programs
- Formerly Utilized Defense Sites (FUDS)
- Environmental Quality (EQ) programs
- Environmental Support for Others (ESF0)
- Other environmental related regulatory programs

[Map showing operational environment]
Organizational Structure

SAD (Southern Area District) 

- Mobile District 
- Jacksonville District 
- Charleston District 
- Wilmington District 
- Savannah District 

Regional Program Manager Savannah District (RPARC)
### Strategy

- **8 Solicitations**
  - One Unrestricted Solicitation ( $249M or 26% of capacity)
  - Seven (7) Small Business Solicitations ($695 or 74% of capacity)
  - All contracts will have a 3-year base period and one 2-year option

- **42 Contracts Awarded**: 9 unrestricted and 33 reserved for small business

- **All Orders issued Firm Fixed Price (FFP)**
## Rationale for Approach

<table>
<thead>
<tr>
<th>Category</th>
<th>Risk</th>
<th>Mitigation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Schedule</strong></td>
<td>• Expiration/exhaustion of capacity of current contracts</td>
<td>• Adherence to milestone plan</td>
</tr>
<tr>
<td></td>
<td>• Impacts by Federal and State regulatory bodies</td>
<td>• Timely award of new IDIQs and extend current contracts for continuation of services if necessary</td>
</tr>
<tr>
<td></td>
<td>• Budgets</td>
<td>• Proper coordination with Federal and State regulatory agencies</td>
</tr>
<tr>
<td></td>
<td>• Interagency coordination</td>
<td></td>
</tr>
<tr>
<td><strong>Performance</strong></td>
<td>• Insufficient resources (labor)</td>
<td>• Multiple pools of contractors to complete all sizes and types of projects, thereby, mitigating the risk relying upon one contractor</td>
</tr>
<tr>
<td></td>
<td>• Pool of technical talent may not be available</td>
<td></td>
</tr>
<tr>
<td><strong>Technical</strong></td>
<td>• Lack of specialized training of contractor personnel results in</td>
<td>• Selection criteria will require contractors to demonstrate their experience, qualifications and capabilities</td>
</tr>
<tr>
<td></td>
<td>unsuccessful mission completion</td>
<td></td>
</tr>
<tr>
<td><strong>Cost</strong></td>
<td>• Limited contractor pool</td>
<td>• Clear definition of requirements</td>
</tr>
<tr>
<td></td>
<td>• Congressional mandates</td>
<td>• Right-sized pools of contracts</td>
</tr>
<tr>
<td></td>
<td>• Installation access requirements</td>
<td>• Reviews during scope development</td>
</tr>
<tr>
<td></td>
<td></td>
<td>• Provide flexibility to ensure contractors have the ability to provide effective solutions to projects</td>
</tr>
</tbody>
</table>
Competition

• Market research indicates sufficient industry capabilities exist to ensure competition in each category at the planned capacity

• Full and Open Competition for the “Unrestricted” solicitation

• “Full and Open Competition After Exclusion of Sources”, IAW FAR 6.203 and FAR 19.5, for “Set-Asides for Small Business”
## Current Environment Versus Proposed Approach

<table>
<thead>
<tr>
<th>Type of Set Aside</th>
<th>Historical</th>
<th>REAT</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Total</strong></td>
<td>$525,536,112</td>
<td>$945,000,000</td>
</tr>
<tr>
<td><strong>Number of Contracts</strong></td>
<td>99</td>
<td>42</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Type of Set Aside</th>
<th>Total</th>
<th>Number of Contracts</th>
<th>Total</th>
<th>Number of Contracts</th>
</tr>
</thead>
<tbody>
<tr>
<td>SDVOSB</td>
<td>$469,202</td>
<td>1</td>
<td>$30,000,000</td>
<td>4</td>
</tr>
<tr>
<td>HUBZone</td>
<td>$5,000,000</td>
<td>1</td>
<td>$50,000,000</td>
<td>4</td>
</tr>
<tr>
<td>8(a)</td>
<td>$269,900,000</td>
<td>49</td>
<td>$328,000,000</td>
<td>14</td>
</tr>
<tr>
<td>Other SB</td>
<td>$58,366,910</td>
<td>23</td>
<td>$287,000,000</td>
<td>11</td>
</tr>
<tr>
<td>Unrestricted</td>
<td>$192,000,000</td>
<td>25</td>
<td>$249,000,000</td>
<td>9</td>
</tr>
</tbody>
</table>
Small Business

- Hub Zone
  - $50 Million = 5%
- SDVOSB
  - $30 Million = 3%
- Small Business (no subcategory)
  - $287 Million = 30%
- Section 8 (a)
  - $328 Million = 36%
- Unrestricted
  - $249 Million = 26%

REAT $945 Million
Business Arrangements

NAICS Code 562910 - Environmental Remediation Services
- Environmental Remediation Services (ERS) - $468M
  - 3 IDIQ Pools (Section 8(a), HubZone, SB)
- Military Munitions Response Program (MMRP) - $48M
  - 1 IDIQ Pool (Section 8(a) )

NAICS Code 541330 - Engineering Services
- Brooks Act A-E Services - $348M
  - 2 Solicitations (Unrestricted & SB)

NAICS Code 541620 - Environmental Consulting Services
- Environmental Consulting Services (ECS) - $80M
  - 2 IDIQ Pools (Section 8(a) & SDVOSB)
Source Selection

Best Value Trade-Off Methodology

Four Factors:
- Technical Approach
- Quality Assurance/Quality Control
- Past Performance
- Price

Relative Importance – Price and Non-price combined will be equal

Small business participation will be evaluated for the unrestricted pool
Regional Management Plan developed to monitor and measure the success of the Program. Individual Quality Assurance Surveillance Plans (QASPs) will be developed to measure the success of the resulting Task Orders.

Client Satisfaction and Quality Review
- Metric – Client satisfaction rating
- Target/Goal – Receive an overall satisfaction rating of at least 4 on a 5-point scale

Annual Performance Reviews
- Metric – Successful performance through Contractor Performance Assessment Reporting System (CPARS)
- Target/Goal – 90% of all Task Orders receive a satisfactory rating or better
Metrics (continued)

Safety
- Metric – Maintain high safety standards
- Target Goal – Zero Class A Safety violations where contractor is at fault

Performance
- Metric – Compliance with task order requirements
- Target Goal – 90% of all task order specific requirements are completed satisfactorily

Quality of Deliverables or Service
- Metric – Deliver quality products
- Target Goal – 80% of written plans and reports are accepted within 2 submissions and remedial actions are accepted without rework required
## Projected SAD REAT Contract Pools

<table>
<thead>
<tr>
<th>District</th>
<th>Contract Type</th>
<th>Contract Tool</th>
<th>Set Aside</th>
<th>Max Pool Size</th>
<th>Total Pool Capacity</th>
<th>Anticipated Advertising</th>
</tr>
</thead>
<tbody>
<tr>
<td>SAM</td>
<td>A-E</td>
<td>IDIQ</td>
<td>SB</td>
<td>6</td>
<td>$100M</td>
<td>May 2014</td>
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<tr>
<td>SAS</td>
<td>ERS</td>
<td>MATOC</td>
<td>8(a)</td>
<td>6</td>
<td>$230M</td>
<td>July 2014</td>
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<tr>
<td>SAM</td>
<td>A-E</td>
<td>IDIQ</td>
<td>UR</td>
<td>9</td>
<td>$249M</td>
<td>July 2014</td>
</tr>
<tr>
<td>SAS</td>
<td>ECS</td>
<td>MATOC</td>
<td>8(a)</td>
<td>4</td>
<td>$50M</td>
<td>Nov 2014</td>
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<tr>
<td>SAS</td>
<td>MMRP</td>
<td>MATOC</td>
<td>8(a)</td>
<td>4</td>
<td>$48M</td>
<td>Feb 2015</td>
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<tr>
<td>SAJ</td>
<td>ERS</td>
<td>MATOC</td>
<td>HZ</td>
<td>4</td>
<td>$50M</td>
<td>Feb 2015</td>
</tr>
<tr>
<td>SAJ</td>
<td>ERS</td>
<td>MATOC</td>
<td>SB</td>
<td>5</td>
<td>$188M</td>
<td>Feb 2015</td>
</tr>
<tr>
<td>SAC</td>
<td>ECS</td>
<td>MATOC</td>
<td>SDV</td>
<td>4</td>
<td>$30M</td>
<td>TBD</td>
</tr>
</tbody>
</table>
Questions?