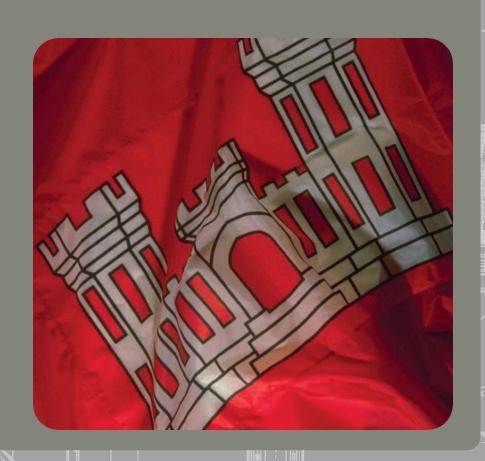
CONTRACTING WITH THE CORPS OF ENGINEERS

Lessons Learned:

....The Good
....The Not So Good
....Let's Start Over

Pamela Brown NWW District Contracting Division 18 OCT 2017



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AGENDA

- Lessons Learned Why It's Important to Share Them
- The "Good"
- The "Not So Good" (With a Good Ending)
- The "Let's Start Over" (Not Such A Good Ending)

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TALVIATER EL 305.00

- MAINTENANCE BULKHEAD SLOT





BUILDING STRONG®

THE "GOOD"



PROJECT: Tern Island (Horizontal

Construction)

SB Category: 8(a)

Contract Award Amount: \$2.2M

Description: Build a nesting ground in the Bay Area to attract Caspian Terns nesting in the Columbia River Basin where they are predators of the endangered Pacific North West juvenile salmon

CHALLENGES

- ☐ Aggressive schedule short period of performance
- ☐ Logistics Heavy Equipment had to be shipped in via mini-barges and 20' boats
- ☐ ACO and QAR from another District (San Francisco)

END RESULT

- ☐ Contract Completed On Time
- ☐ Project had Regional and National Visibility
 - ☐ Mentioned in National Geographic
 - ☐ Recognition in Bay Area publications
- ☐ Contractor received 'Exceptional' performance ratings for Quality, Schedule, Cost Control, and Management

- ☐ Know your 8(a) Contractors Right Contractor for the Project
- □ 8(a) was proactive in engaging with the Government pre and post award
- ☐ Multi regional GOV team maintained strong communication with each other





THE "GOOD"

PROJECT: LMA Fish Facility Emergency

Barge Moorage Repairs

SB Category: SB

Contract Award Amount: \$145K

Description: Emergency repair of LMA

Fish Facility Mooring bits

Contract Completion Date: 5/1

CHALLENGES:

- ☐ GOV received inspection report 2 weeks before barge operations began; moorings would likely fail if barge tied off to them
- ☐ Contract Award: 4/19, NTP 4/20

END RESULT

- ☐ GOV went with "unusual and compelling circumstances FAR 6.302-2
- ☐ Sole Source: SB
- ☐ Completed repairs on 5/1



- ☐ Use Exceptions when situation requires them
- ☐ Coordinate expedited actions (Payment Bond).
- ☐ GOV knowledge of Contractors'
 Capabilities for emergencies is critical





THE "NOT SO GOOD" (WITH A GOOD ENDING)

PROJECT: Dworshak National Fish

Hatchery Burrow Ponds Concrete Repair

SB Category: SB

Contract Award Amount: \$451K

Description: Refurbish and seal surfaces and joints of outside rearing beds

CHALLENGES

- ☐ Aggressive schedule short period of performance
- ☐ System for Award Management (SAM)

 Registration Contractor Not Registered
- ☐ End of Year Award

END RESULT

- ☐ Contractor Submitted SAM early September; hung up at IRS (Their system was down)
- ☐ GOV Contract Specialist calling SAM, IRS Daily, asking for expedited registration.
- ☐ DLA (CAGE Code) Issues
- ☐ Finally Contract awarded on September 29^{th.}

- ☐ Leverage your PTAC Office for SAM registration
- ☐ Other GOV Agencies' systems impact SAM (IRS, DLA)
- ☐ Allow 7-14 days for TIN (IRS) with new registration
- ☐ Allow 7 days for SAM update



☐ THE "NOT SO GOOD" (WITH A GOOD ENDING)

PROJECT: LGA Fish Barge Loading Dock

Type of Contract: Sealed Bid

SB Category: WOSB

Contract Award Amt: \$168,000

Description: Complete improvements to the fish loading dock at Little Goose Dam including excavating sand/gravel, fabricating steel mooring bollard and a steel ladder.

CHALLENGES

- ☐ Low Bid required verification significantly below IGE
- ☐ Low Offer Claimed a Mistake In Bid; Asked to Withdraw
- ☐ Occurred late in September
- ☐ Next Low Bid Higher than IGE

END RESULT

- ☐ FAR 14.407-3(a)— Mistake In Bid Bidder must provided "clear and convincing evidence".
- ☐ Chief of Contracting coordinated with PARC Staff
- ☐ Mistake In Bid allowed to be corrected, Offeror submitted bid of \$168,000.

- ☐ Withdraw Offer is not Only Option for a Mistake In Bid
- ☐ KO Ask Contractor What Happened
- ☐ Seek Expedited Approval from Higher HQTRS when necessary





"LET'S START OVER"

PROJECT: MNA Turbine Oil Replacement

SB Category: SB

Contract Award Amount: \$55,000

Description: Supply 5,000 gallons of R&O 68 - Mobile DTE Heavy Medium Turbine Oil for McNary Project.

CHALLENGES

- ☐ Lack of competition Only two offers received
- ☐ Vendor originally confirmed ingredient list Attempted to add ingredients after contract award
- ☐ Delivery date missed Twice

END RESULT

- ☐ Contract modified to extend delivery date
- ☐ Contract terminated after second missed delivery and product nonconformance

- ☐ Ensure that contract requirements are fully understood
- ☐ When brand name items are required confirm the vendor's understanding that anything else will be rejected





"LET'S START OVER"

PROJECT: Jackson Hole Levee Fill IDIQ

SB Category: SB

Contract Award Amount: \$1,242,590.00

Description: Furnish and Deliver Levee Fill

Material for Walton Quarry in Jackson

Hole, Wyoming.

CHALLENGES

☐ Contractor's SAM registration was expired when the GOV was ready to award the 1st Option Year on a 5 year contract; Contractor had failed to Renew their System For Award Management (SAM) registration On the SAM website.

https://www.sam.gov/portal/SAM/

☐ Contractor changed name by 2 letters

END RESULT

☐ We could not exercise the next Option Year as a valid SAM Registration is required for all contract awards as stated in the clause FAR 52.204-7. Contract expired.

- ☐ Ensure SAM registration is current.
- ☐ Ensure SAM company name matches DUNS and CAGE code names.







Questions?



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