

GSA

Public Buildings Service

FBI/GSA Industry Day



February 6, 2008

Introductions

Matt Saitta

**Program Director
National Office, PBS**

Jeff Neely

**Assistant Regional Administrator
Pacific Rim Region, PBS**

Peter Stamison

**Regional Administrator
Pacific Rim Region, PBS**

Matt Elawady

**Director of Real Estate
Pacific Rim Region, PBS**



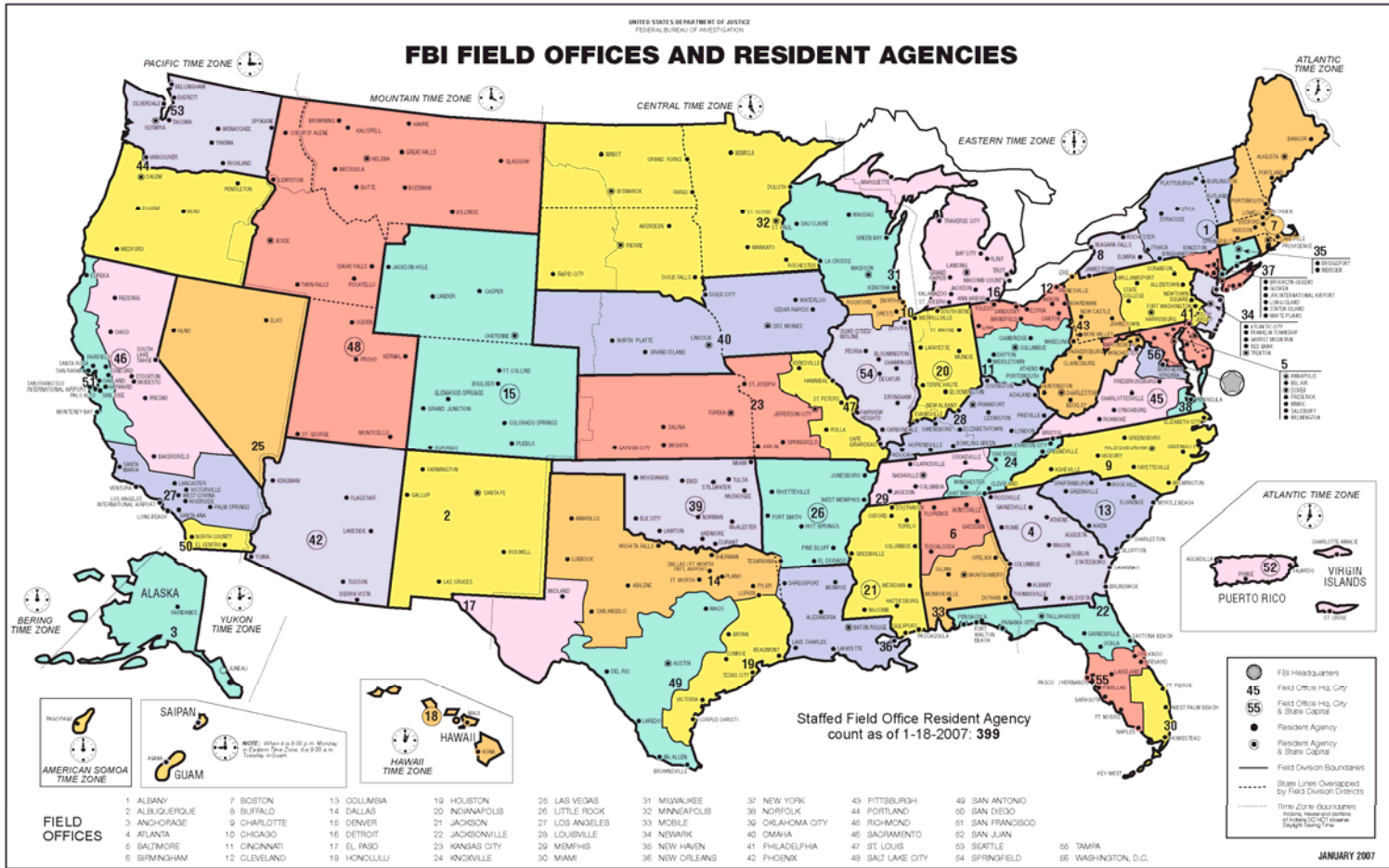
Introductions

Pat Findlay
Assistant Director
Facilities & Logistics Services
Division, FBI
Washington, DC

Charlene Thornton
Special Agent in Charge
FBI, San Francisco



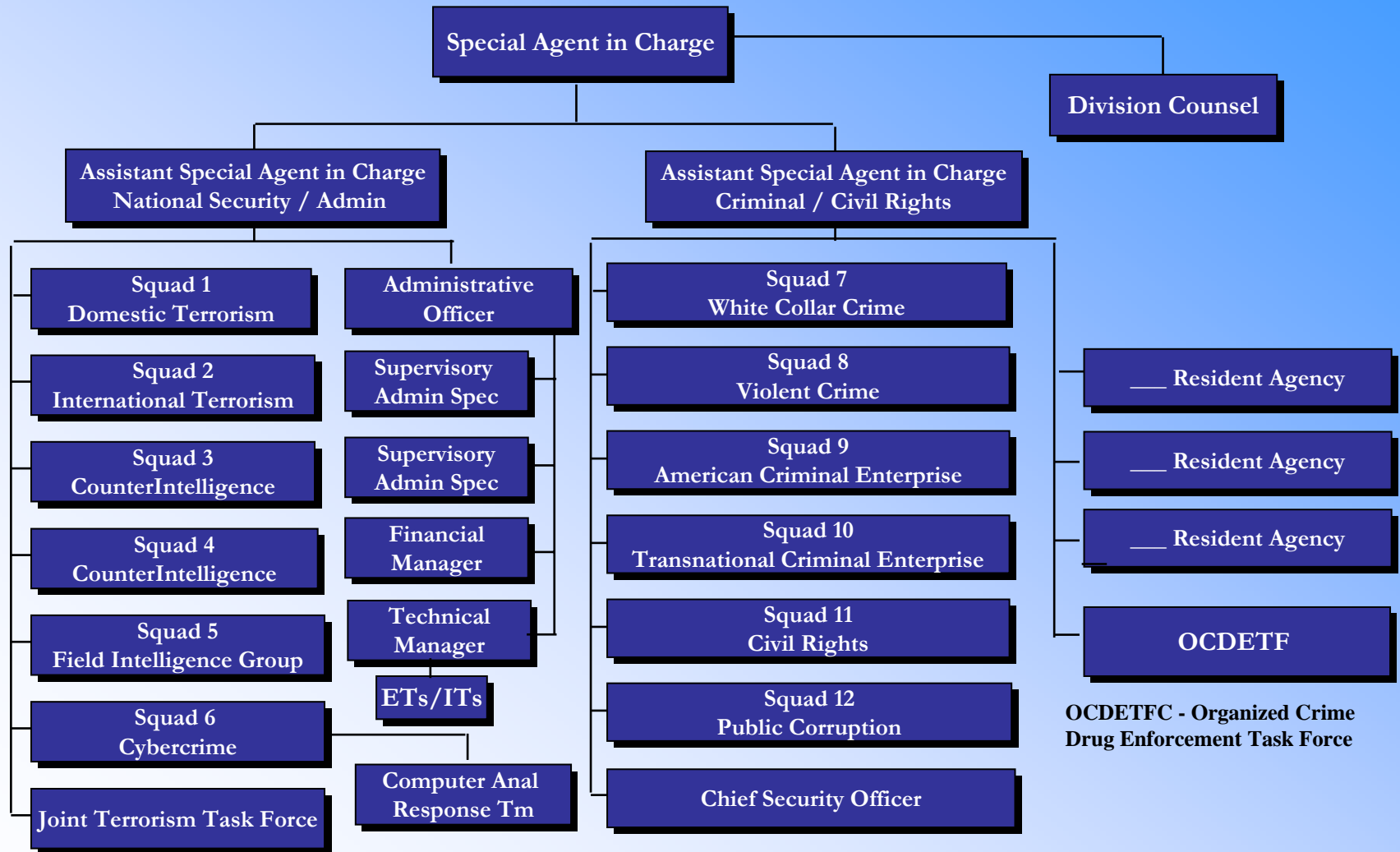
FBI Field Offices and Resident Agencies



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Nominal FBI Field Division Organization



Changing FBI Mission

- **FBI has undergone significant change in Mission focus**
- **Current Threat Environment**
 - **Complex global threats**
 - **Prevalence of cyber-enabled crime**
 - **Weapons of mass destruction**
 - **Rapid pace and change of adversaries**
- **Top FBI priorities:**
 - **Intelligence**
 - **Counter-terrorism**
 - **Counter-intelligence**
 - **Cyber security**
- **FBI established National Security Branch within Bureau**

Mission-related Facility Drivers

FBI Field Offices should Provide:

- **Office Space**: Sufficient, suitable space for current and projected workforce; enhance recruitment and retention
- **Security**: Interagency Security Committee Level 4 Security for Field Office, Resident Agency, and Legal Attaché offices
- **IT Infrastructure**: IT infrastructure to enable FBI to support the timely collection, analysis and dissemination of information both internally and with partner organizations
- **Secure Work Environment**: Complete work environment for National Security Professionals including IT connectivity, work tools and adequate Sensitive Compartmented Information Facilities (SCIF) space
- **Work Environment**: Synergistic work environment for greater coordination and productivity and facilitate easier information sharing

Initial Field Office Facilities Assessment

- **Background:** 56 Field Offices totaling 7.5 millions RSF space
- **Office Space:**
 - Significant recent and projected growth met with off-sites
 - Field Intelligence Groups (FIGS) – space inadequate in 60% of Field Offices; must be located with other staff in Field Offices
 - Joint Terrorism Task Forces (JTTFs) – number tripled since 9/11
- **Security:**
 - Only 25% of the Field Offices currently meet FBI and ISC standards
 - Many Field Offices in multi-tenant buildings
- **SCIF Space:** Insufficient in 90% of Field Offices
- **Work Environment:**
 - Many (68%) Field Offices have off-site facilities
 - Inefficient and poor command and control
 - Fragmented locations and organizations limit information sharing and collaboration and reduces productivity



FBI Field Office Program

Planned Year for Prospectus Approval	2005	2006	2007	2008	2009	2010 and Beyond
	San Antonio	Omaha	Boston	Norfolk	Oakland RA	Los Angeles
	NVRA	Jacksonville	Denver	Santa Ana	Buffalo	Milwaukee
	Houston	Knoxville	Sacramento	Salt Lake	San Juan	Anchorage
		Detroit	Tucson RA	San Diego	Atlanta	Memphis
		Louisville	Cincinnati	Phoenix	New York	Seattle
		Jackson	Minneapolis	Honolulu	Philadelphia	
		Miami	Portland	San Fran		
		Charlotte				
		Indianapolis				

Build-to-Suit Lease
Federal Construction
To Be Determined
SFO not yet Issued

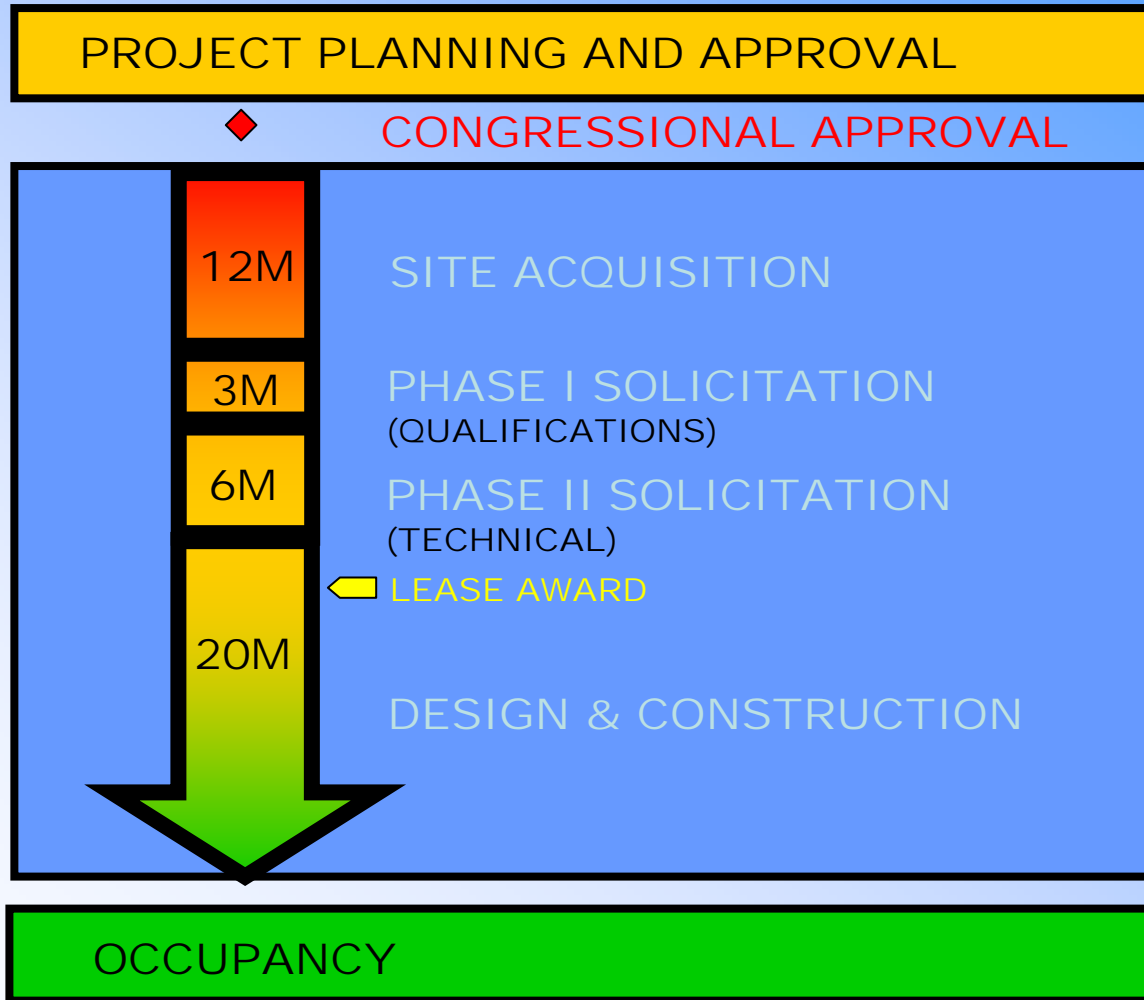
Anchorage

Project Life-Cycle

Jon Ballard
Senior Asset Manager
Pacific Rim Region, PBS



Project Life-Cycle Overview



Congressional Approval

- Public Buildings Act Prospectus Requirements
- OMB Review
- Site Selection Authorized Upon Prospectus Submission to Congress
- Prospectus Approval
 - Both House & Senate
 - Committee level only
- Operating, not Capital Leases



Pre-Award

Mark Pearce

**Real Estate Contracting Officer
Rocky Mountain Region, PBS**



Preferred Site Selection Method

- Government-provided Site
- No Cost, Assignable Option at Predetermined Price, Terms
- Assigned to Successful Offeror Post-Award
- Developer-provided Site
 - Explicit exception to rule

Phase I Solicitation

- Advertise Project
- Issue Phase I Solicitation for Offers (SFO)
- Pre-Proposal Conference
- Evaluate Developer Qualifications
- Short list 3 to 5 firms

Phase II Solicitation

- Issue Phase II SFO
- Oral Presentations
- Evaluate Developer's Conceptual Design & Price
- Award – Based on Best Value to the Government

Post-Award

- Exercise of Site Option
- Design Development
- Construction
- Occupancy
- Ongoing Operation & Management
- Future Government-purchase Option

Designated Site Option

- Option Terms Vary
- Provided Pre-Award
 - Submit Comments
- Transfer Site as part of the Lease Contract
 - Represents Unconditional Acceptance of Option Terms
- Fee Simple Interest in Real Property

Two Phase Process

- Best Value Trade-Off
 - Technical factors, more important than price
 - Phase I – Team Qualifications
 - Phase II – Conceptual Design and Price



Purpose of Phase I

- Methodology of Evaluation Process
 - Provides advancement of qualified teams
 - Short list 3 to 5 firms
- Selection Criteria
 - Technical Factors - Team Qualifications
 - No Price Proposals

Phase I Technical Factors

- Development Team & Key Personnel Experience
- Development Team's Past Performance
- Design Approach
- Multiple Project Management Plan

Development Team & Key Personnel Experience

- Collaborative Team Effort
- Similar complex projects
- Team Member's Experience
- Design Build Experience



Development Team's Past Performance

- Successful team efforts in management of similar projects
- Federal National Contractor Performance System (CPS)
- Future selections for all GSA projects



Design Approach Narrative

- Overall philosophy and approach to the specific project
 - Design management
 - Important elements of Design
 - Aesthetic Approach
 - Security
 - Sustainability
 - Budget Limitations
 - Lead Designer's level of involvement



Multiple-Award Project Management Plan

- Workload impact
- Time Commitment of Key Team Members
- No key personnel substitutions, without approval

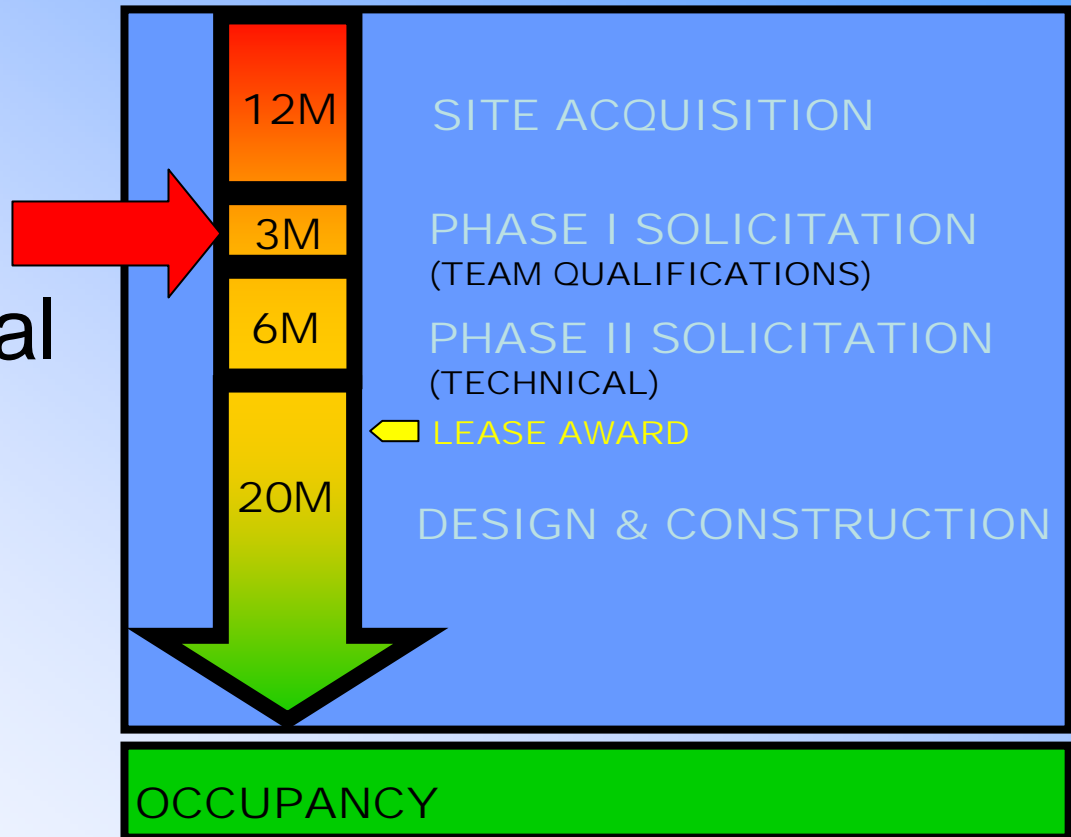


Phase I Submittals

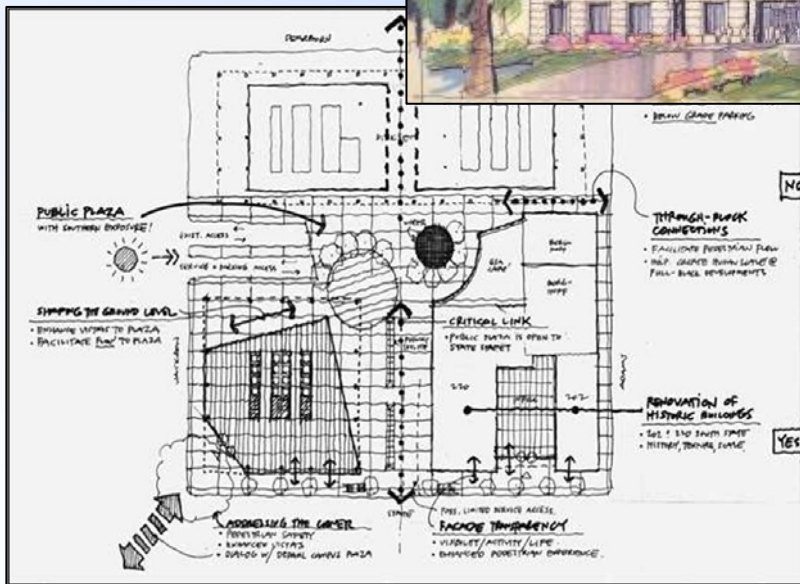
- Initial & Return SFO
- Sample Projects
- Team Member Experience
 - Principal in Charge for Developer
 - Project Manager for Developer
 - Lead Designer
 - Project Manager for General Contractor
- Time Commitment of Key Team Members

Phase I Timeframes

- Proposal Preparation
- Submit Proposal
- Government Evaluations
- Short List



Phase II

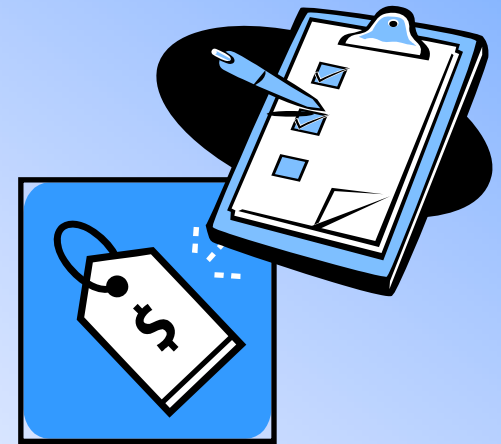


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Purpose of Phase II

- Methodology of Evaluation Process
 - Evaluate Merits of Design Concepts
 - Ensure achievement of minimum requirements
 - Contracting Officer's price evaluation
 - Determination of Best Value
- Selection Criteria
 - Weighted Technical Factors, *and*
 - Price Submittals



Phase II Technical Factors

- Phase Two Technical Factors:
 1. Facility Design
 2. Site Layout & Design
 3. Building Systems



Facility Design

- Best overall value to the Government
- Optimize the balance between competing Design Goals
- FBI Projects have multiple design drivers:
 - Function & Program
 - Spatial Organization
 - Workplace Environment
 - Technology
 - Materials
 - Sustainability
 - Security
 - Engineering
 - Architectural Expression
 - Aesthetics
- Full Comprehensive Approach to Design

Integrated Performance Initiatives

- **Sustainability**
(Environmental Design-Being “Green”)
- **Workplace Productivity**
(Space Equity, Comfort, Flexibility, Day lighting, Sense of Place, etc.)
- **Security**
(Levels of Threat: Blast, Small Arms, Airborne, Theft/Assault)
- **Historic Preservation**
(Historic Districts, Building Element Preservation/Restoration)



Integrated Performance Initiatives

- **Fire Safety**
(Load Mgt., Detection/Alarms, Egress, Suppression)
- **Reduced Operations**
(Accessible Equipment, Flexibility, Materials Compatibility, Durability)
- **Process Operations**
(Occupancy Specific Functional Capabilities)
- **Design Excellence**
(Aligned with “Guiding Principles of Federal Architecture”)



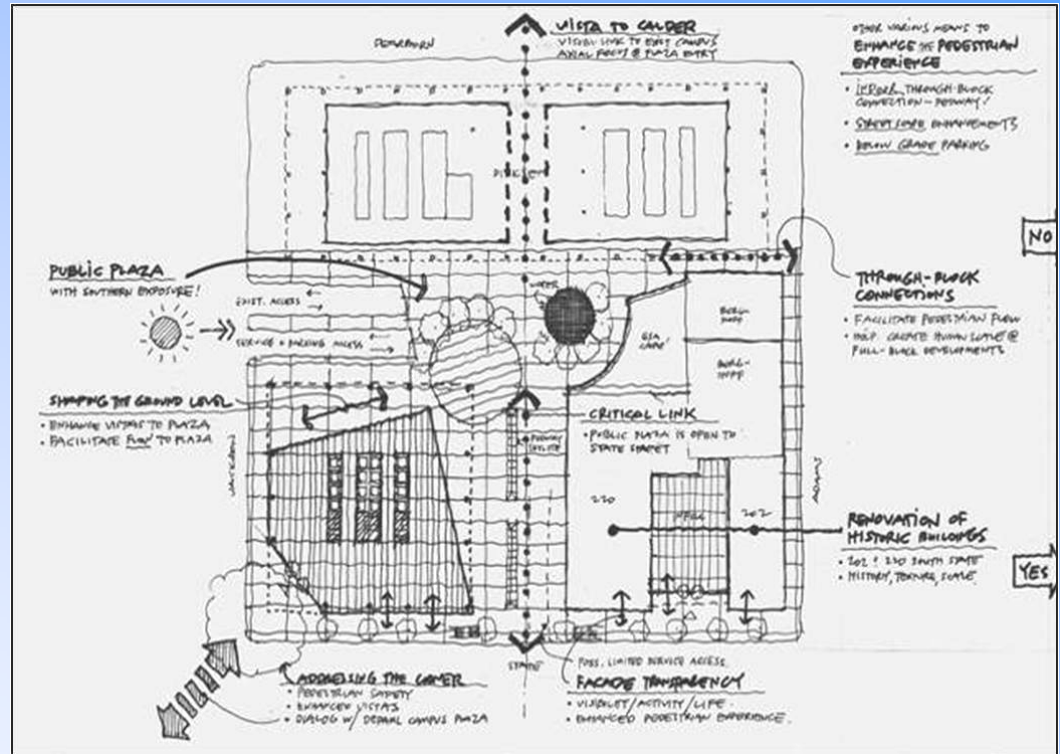
Workplace Productivity

- GSA Workplace 2020 Program
 - Pilot Programs completed in three GSA Regional Offices
- FBI projects have multiple goals
 - Support **Collaboration**
 - Enhance **Communication**
 - Improve **Effectiveness** & **Efficiency**
 - Enable Greater **Flexibility**
- Improve Productivity



Site Layout & Design

- Functionality between Building Design and Site Layout.
- Site Security factors.
- Best use of Site



Building Systems

- Evaluation of Selected Systems
 - HVAC
 - Power
 - Security



Oral Presentation

- Emphasis on Conceptual Design
 - Reinforces the Phase II Technical Submission
- Enhance Government's Understanding of the Proposal
- Typically 2 hours
- All "Key Personnel" Should be Present



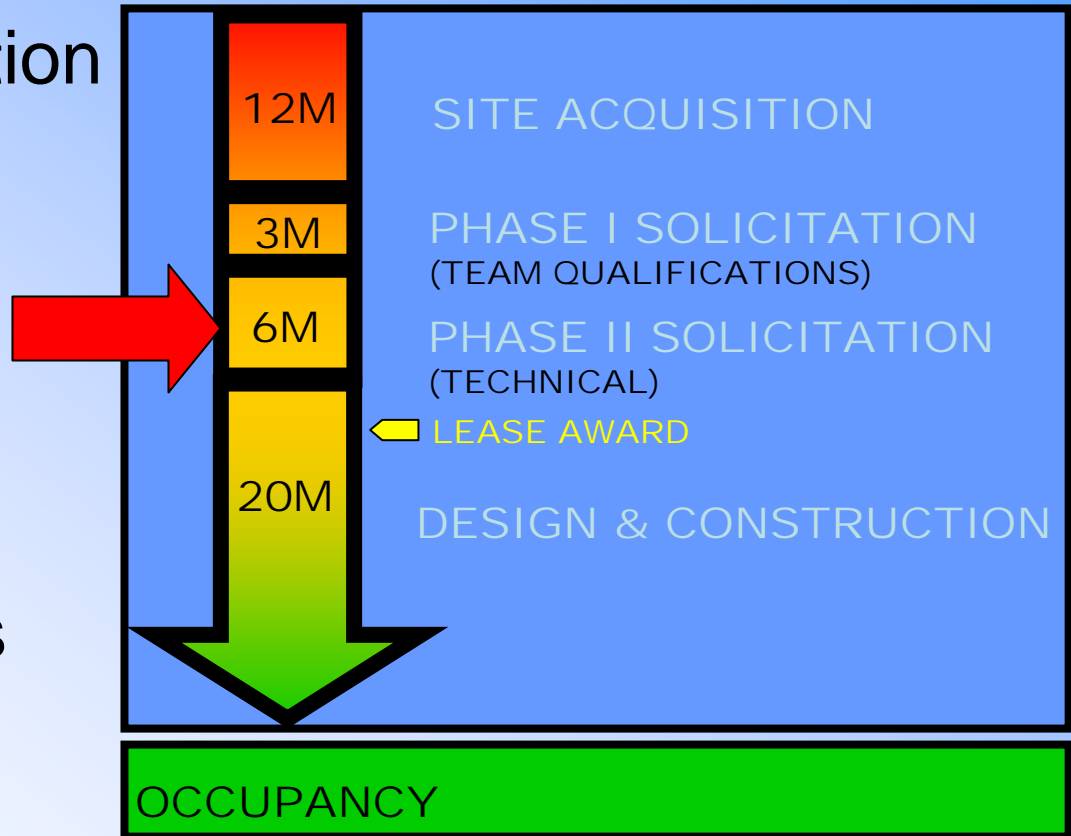
Phase II Submittals

- Design Narrative & Concept Drawings
- Phase II SFO – Minimum Requirements
- Pricing Proposal and Other Required Submittal Items



Phase II Timeframes

- Proposal Preparation
- Submit Proposal
- Government Evaluations
- Oral Presentation
- Team Consensus
- Price Negotiations
- Award



Lease Award

Tom Hixson
FBI Program Director
Pacific Rim Region, PBS



Discussions / Negotiations

- Design Concept
 - Strengths
 - Weaknesses
 - Deficiencies
- Price Proposal
 - Signatory Authority
 - Financial Responsibility
 - Fair and Reasonable
 - Responsiveness



Discussions / Negotiations Limited Time Frame

- Design Concept
 - One formal discussion round
 - Limited Design Concept Revisions
- Pricing Proposal
 - Initial evaluation
 - Other submittals and evaluations as required
- Request for Final Revised Proposal
 - Design Concept Deficiencies
 - Pricing



Price Evaluation

- Present Value Analysis
 - ANSI/BOMA Basis
 - Adjustment made to Offered Prices
- Operating Lease
 - Limited to 90% of fair market value

Responsibility Verification

- Evidence of Capability to Perform
 - Conditional commitment of funds
 - Architectural and Engineering License Verification
 - Zoning Compliance, if applicable



Best Value Tradeoffs

- Fully Responsive Offer
- Weighted Technical Factors
- Price is Less Important
- Highest Technical Score Typically Represents Best Value



Post-Award Design Development

Brian Whelan

Director

Project Management Division

Southeast Sunbelt Region, PBS



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Post-Award Design Development



We are selecting the developer based on a Design Concept, not a Final Design.



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Post-Award Design Development

- Continual Improvement of Process:
Developer Teams have asked for...
 - ...less pre-award “guessing” on comments.
 - ...limited pre-award concept redesign.
 - ...less time and money in pre-award effort.
 - ...more direct interaction with GSA & FBI to finalize concept and address weaknesses.

Process Improvements

- One pre-award response to weaknesses (written response).
- Post-award refinement of concept within budget.
 - Design Reviews
 - Trade-offs Process
 - Final Concept Approval
- Design Excellence Peer Review, Post-award.



Impact of Process Improvements

- Less pre-award review and revision with multiple offerors.
- More post-award review and concept revision with selected offeror.
- Direct dialogue between selected offeror and GSA/FBI.

Concept Design Finalization

- Implement Response to Weaknesses
- Design Excellence Peer Review
- No Cost Nudges & Tweaks
- Cost Balanced Trade-offs

Post-Award Design Milestones

- Approve Final Concept
- Fast Track Design Development & Construction Documents Stages
 - Core & Shell Design
 - Design Intent Documents
 - Construction Documents

Construction

Matthew Jear
Deputy Director
Property Development Division
Pacific Rim Region, PBS



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Construction

- Design-Build – Fast Track Construction
 - What is to be Delivered?
 - Office Building
 - Vehicle Maintenance Annex
 - Secured Parking
 - Visitor Screening Facility
 - Delivered in accordance w/
 - Lease Contract
 - Construction Documents
 - Applicable Codes
 - Construction Industry Practices



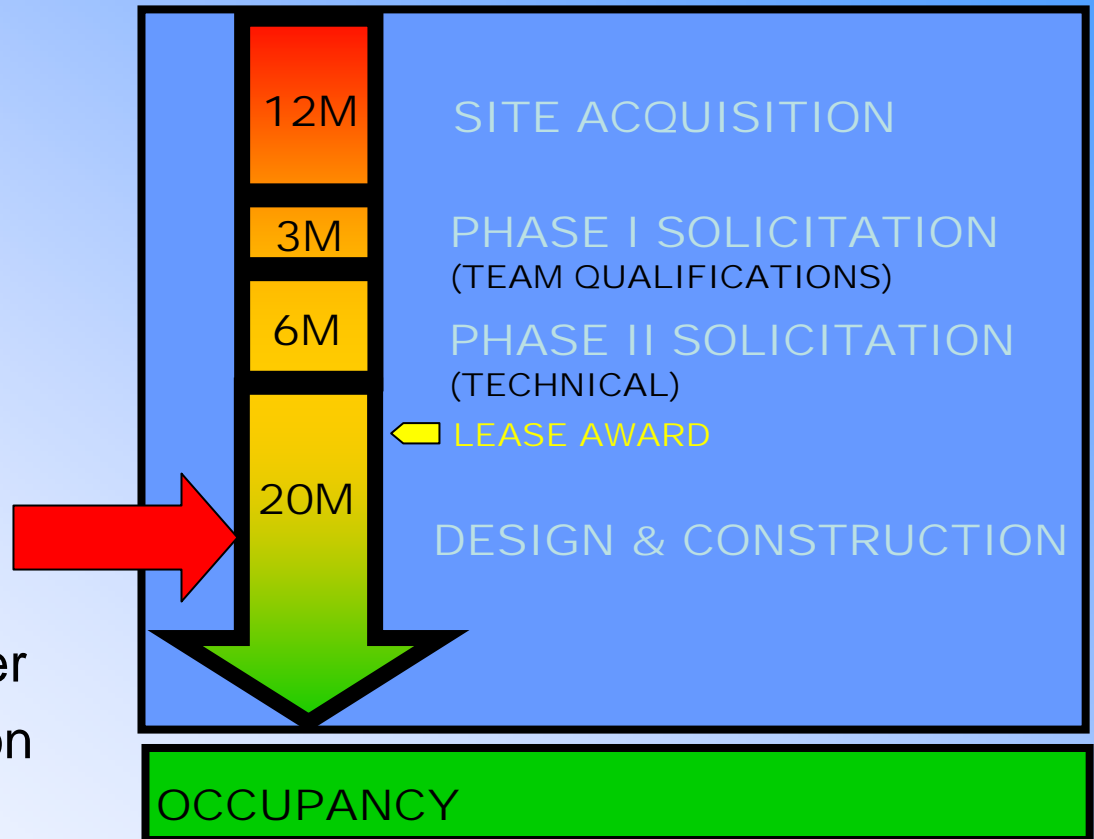
Trade-Offs vs. Change Orders

- Trade-Offs
 - Total Constr. Budget & Scope Remain Unchanged
 - Reconciliation Process
- Change Orders
 - Change in Scope
 - Change in Budget
- In Either Case . . .
 - All Trade-Offs and Changes are Documented by A Supplemental Lease Agreement
 - Authorization can only come from Contracting Officer

Construction Milestones

- Milestones:

- Mobilization
- Site Work
- Foundations
- Superstructure
- Close-in Building
- Building Power & HVAC
- Early Space Turn Over
- Substantial Completion
- Occupancy



Schedule & Milestones

- Schedule
 - Incorporate Government Milestones into Construction Schedule
 - Early Turn-Over of Space
 - Government Contractor Access
 - Developer is Responsible for Access Coordination
 - FBI will Control Areas

Government On-Site Representative

- Approach May Differ from Region to Region
 - Government Hired Construction Manager, *or*
 - Perform with In-House Personnel
- Role of the Construction Manager
 - Provide Technical Support to the Government
 - Inspection/Monitoring/Observation

Substantial Completion

- Building is Ready for Occupancy
 - Building is Weather Tight
 - Security Provisions Complete
 - All Building Systems Complete
 - Back-up Systems Complete
 - All Systems Tests Complete and Accepted
 - All Systems Operational
 - Fire Marshal Acceptance Received
 - Certificate of Occupancy Received
- Only Minor punch list items

Security

Jim McDonald
Program Expert, Security
Pacific Rim Region, PBS



Site Security Procedures

- FBI Project Site Security Officer
- Access Control Facility
- Search and Inspection



Security Clearance Process

FBI

- Timeframe for Background Checks
- Two Levels
 - Escorted Access
 - Unescorted Access
- Electronic Process

GSA

- Federal Building Access
 - Move/Relocation
- HSPD-12

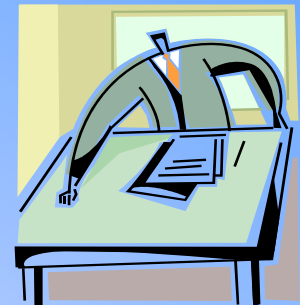
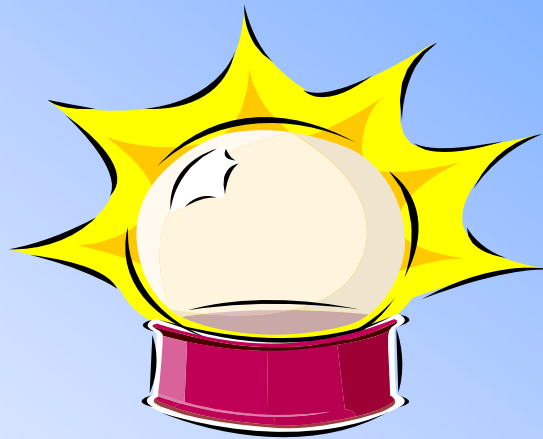
Future Enhancements

Tom Hixson
FBI Program Director
Pacific Rim Region, PBS

future?

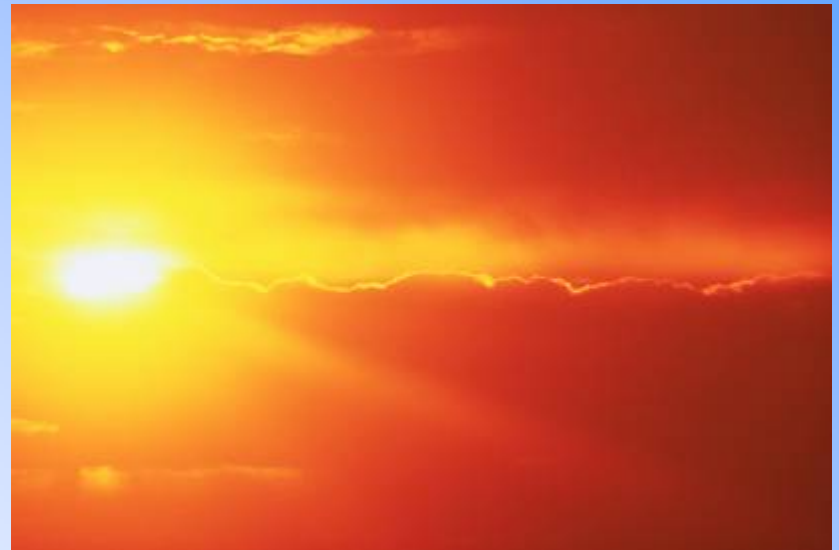
Future Enhancements

- Project Lessons Learned
- Improved Solicitation for Offer Documents
- Reduce Submittals
- Reduce Procurement Time



Better Projects

- Developer
 - Less Paperwork
 - Shorter Time Invested
 - Better Product
- Government
 - Less Paperwork
 - Shorter Time Invested
 - Better Product



Break

Matt Saitta
Program Director
National Office, PBS



Summary/Closing

- Public Significance
- Business Opportunity
- Business Alliance
- Public Image Opportunity
 - Strictly subject to GSA coordination & concurrence

Panel Introduction

- Ron Rivera, FBI
- Bob Manns, FBI
- Mark Pearce, GSA
- Brian Whelan, GSA
- Debbie Orkowski, GSA
- Jim McDonald, GSA
- Tom Hixson, GSA

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