



Engineering Division

*US Joint Forces Command Experience in
Managing Furniture Projects*

*GSA Quality Partnership Council
Virginia Beach
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USJFCOM**



Overview

Engineering Division

- **US Joint Forces Command (US JFCOM)
Mission and general overview**
- **Defining Furniture requirements**
- **Acquisition sources**
- **GSA National Furniture Center (NFC)
procurement experience**
- **Recent results & Lessons Learned**



USJFCOM Mission

Engineering Division

- Provide focused support to win the Global War on Terrorism
- Provide trained, capable and interoperable joint forces
- Improve global force management and visibility
- Develop robust joint command and control capabilities
- Transform the joint force



USJFCOM Physical Presence

Engineering Division

- **Personnel is divided between two locations**
- **Norfolk personnel located at the Norfolk Naval Station**
 - **1,760 staff**
 - **329,000 SF**
- **Suffolk personnel are located in leased facilities**
 - **2,270 staff**
 - **590,000 SF**



Engineering Objective and Furniture Role

Engineering Division

- **Engineering division objective: Translate user operational requirements into a physical infrastructure system**
 - **Develop integrated program for facility construction, communications support, security system, and furniture support**
 - **Requires integration of four different system/procurement sources**
 - **Deliver completed facility systems on time and on budget**
- **Evolving mission requires ongoing furniture acquisition support**
- **Recent major projects**
 - **JTEC Bldg Phase II: Furniture Support for 306 staff (FY07)**
 - **Consolidated Security Center Furniture support for 20 staff (FY06)**
 - **JTEC Phase I: Furniture support for 45 staff plus computer lab furniture (FY05)**
 - **Furniture replacement and upgrades,**
 - ◆ **53 furniture procurements in last 12 months**
 - ◆ **Procurement cost range from \$225K - \$1.5K (mean - \$75K)**



Furniture Acquisition Sources

Engineering Division

- **Currently use three acquisition methods**
 - **Fleet & Industrial Supply Center (FISC), Philadelphia**
 - **UNICOR**
 - **GSA National Furniture Center (NFC)**
- **Each method has advantages and disadvantages**



Comparison of Different Acquisition Systems

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Attributes for Comparison	GSA National Furniture Center	UNICOR	FISC
Procurement Costs	5% fee on this project	0%	0%
Availability to receive funding that may or may not overlap two fiscal years	Yes, provided that the project is a MILCON or a GSA Lease project	Yes	No
Design support	Yes	Yes	No
Full Range of Product lines	Full	Limited	Full
Availability for firms to compete	Yes, but restricted to MAS contractors	No	Yes



Pros & Cons of Different Acquisition Sources

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- **GSA NFC – Better suited for large projects**
 - **Pros**
 - ◆ **Negotiates with furniture vendors for the most favorable price**
 - ◆ **Offers wide range of product lines through managed contracts**
 - ◆ **Package office furniture from carpet to art work under one vendor**
 - **Cons**
 - ◆ **NFC Acquisition fee (Procurement Fee) :**
 - **5% for project over \$1M**
 - **8% for projects 500K – 1M**
 - **15% for projects 100K-500K**



Pros & Cons of Different Acquisition Sources

Engineering Division

- **UNICOR – Better suited for large projects**
 - **Pros**
 - ◆ **No funding limitations from one fiscal year to the next**
 - ◆ **In-house design support**
 - ◆ **No Procurement Fees**

 - **Cons**
 - ◆ **Weak on site support during delivery and installations**
 - ◆ **Sales and Service representation inconsistent over the years**
 - ◆ **Limited furniture offerings**



Pros & Cons of Different Acquisition Sources

Engineering Division

- **FISC- Best suited for medium to small projects**
 - **Pros**
 - ◆ **No Procurement Fees**
 - ◆ **In house acquisition department**
 - **Cons**
 - ◆ **Customer must provide design and specs**
 - ◆ **Fiscal year cutoff dates**



Recent GSA NFC Acquisition Experience

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- **JTEC Building build out**
 - **Required to support the Special Operations Command, JFCOM and J9 Directorate staffing needs**
 - **Furniture required for 212 workstations, 23 private offices, and 3 labs**
 - **Special power and communications requirements**
 - ◆ **Isolated ground power and standard power**
 - ◆ **Multiple communication data lines**
 - **Physical separation between classified and unclassified lines in separate cable runs**
 - **Use of CAT 6 cabling**



Why NFC was selected for Procurement Method?

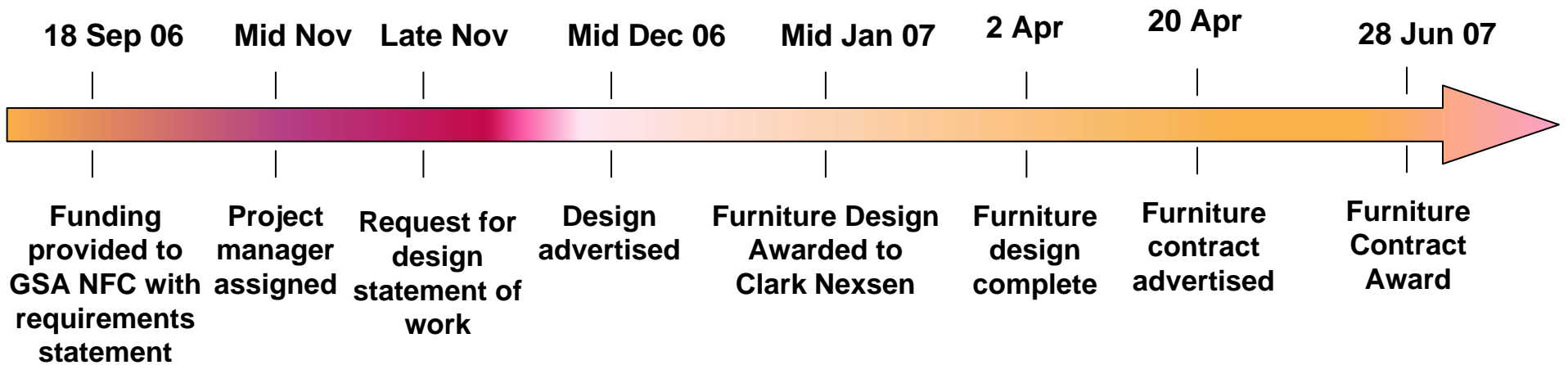
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- **JTEC Building build out furniture procurement**
 - **Funding available on 18 Sept 06, very late in the FY**
 - **Wanted to have competitive bids**
 - **Wanted to expand procurement options, had not previously used NFC**



JTEC Furniture Pre-Award Timeline

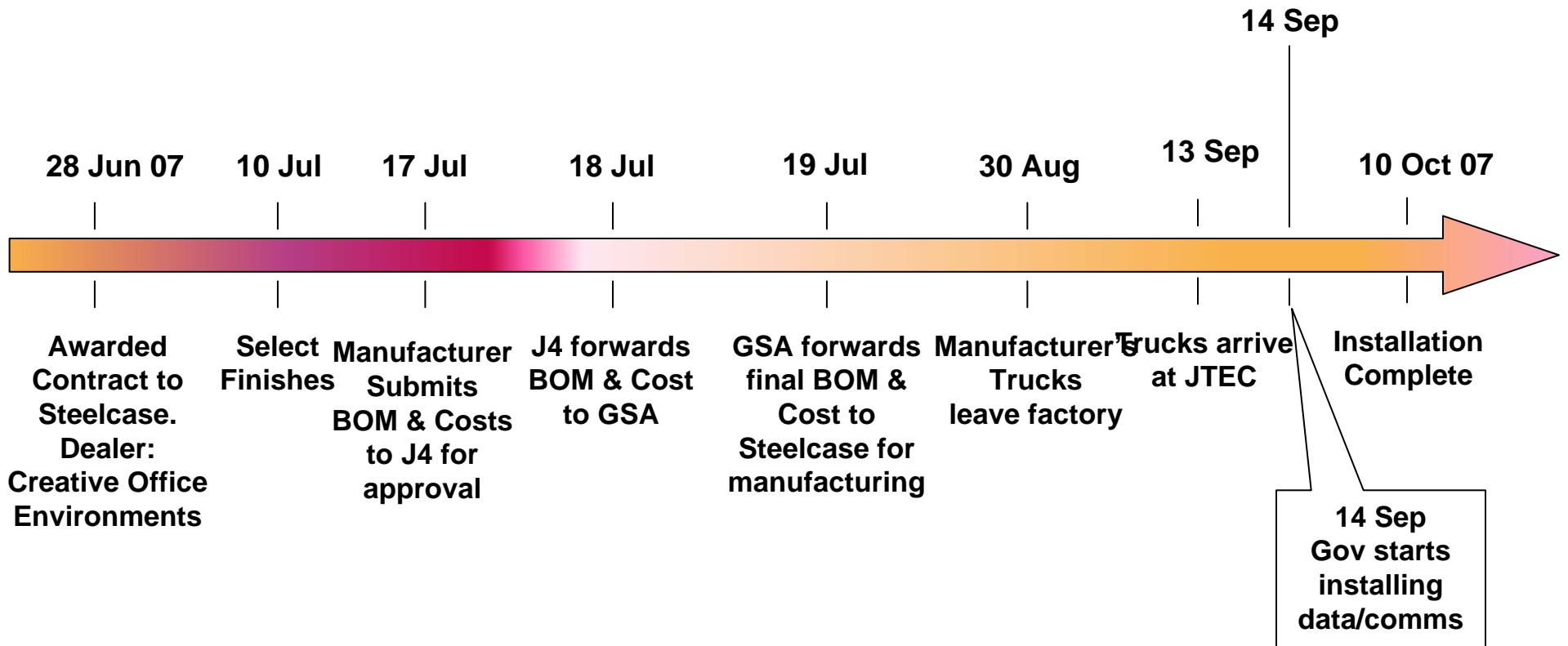
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JTEC Furniture Post Contract Award Timeline

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Results of our NFC Procurement Experience

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- **Good Outcome: We were able to overcome furniture procurement delays due to long project lead time**
 - **Expect delivery on time**
 - **Contract was awarded within budget**
- **Furniture systems procured complement our facility build out**
- **Expect that our users will be pleased with the end result**
- **Excellent learning experience**



Lessons Learned

Engineering Division

- **Understand and match project acquisition method to procurement agency's acquisition method**
 - **NFC: Develop typical to compete**
 - **UNICOR: Coordinate requirements with their design staff**
 - **FISC: Develop design and specifications in procurement submission**
- **Allow enough lead time**
 - **Be aware of procurement cut off dates for year end funding**
 - **Allow time for integration of furniture delivery with comms system and facility construction**
- **Work closely with acquisition office early and often!**