

# 2012 SAME Small Business Conference

for DOD Engineering, Construction and Environmental Programs

## Transatlantic Division Operations

Presenter:

COL Jon Christensen

Commander, Middle East District

December 11, 2012



US Army Corps of Engineers  
**BUILDING STRONG**®



# Transatlantic Division Leadership



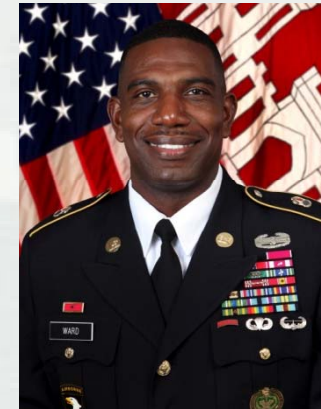
**MG Michael Eyre**  
Commander



**SES Howard Stickley**  
Program Director



**SES Donn Booker**  
Business Director



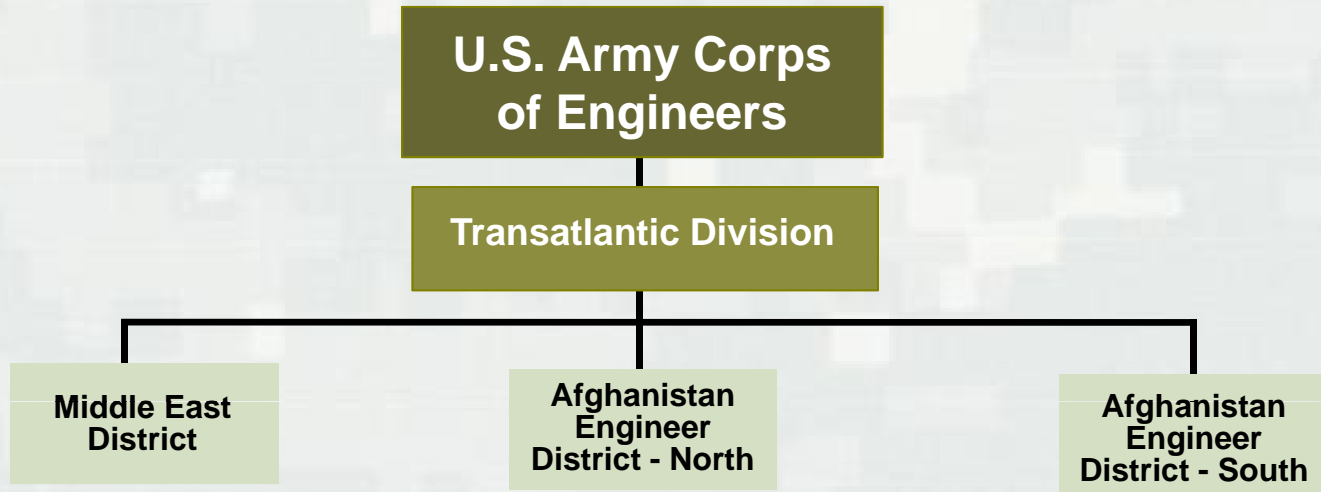
**CSM Roy Ward**  
Command Sergeant Major

## Mission

The Transatlantic Division provides design, construction execution and related engineering services to U.S. Central Command and other activities within the CENTCOM area of responsibility to establish the conditions for regional security, stability and prosperity; and on order, support for USACE worldwide contingency operations.



# Transatlantic Division Structure





# TAD Forward Leadership



**COL Nicholas E. Krupa**  
Assistant Division Commander for Operations  
Transatlantic Division - Kabul



**COL Clinton R. Pendergast**  
Deputy Commander-Forward - Camp Arifjan, Kuwait  
Transatlantic Division

# TAD District Leadership



**COL Jon L. Christensen**  
Commander  
Middle East District



**COL Alfred A. Pantano, Jr.**  
Commander  
AED-North



**COL Vincent V. Quarles**  
Commander  
AED-South



# Key Contacts



**Deborah Duncan**  
MED Deputy for  
Programs and Project  
Management



**Troy Collins**  
AED-North Deputy for  
Programs and Project  
Management



**Julio Arocho**  
AED-South Deputy for  
Programs and Project  
Management



**Colleen O'Keefe**  
TAD Regional  
Contracting Chief



**Carl Stubbert**  
TAD Deputy Regional  
Contracting Chief



**Darralyn Williams**  
MED Contracting Chief



**Mike Weaver**  
Deputy for Small  
Business



**Susanne Wear**  
AED-North  
Contracting Chief



**Gale Ross**  
AED-South  
Contracting Chief





# USCENTCOM Area of Operations

- Afghanistan
  - Bahrain
  - Egypt
  - Iraq
  - Jordan
  - Kazakhstan
  - Kuwait
  - Kyrgyzstan
  - Lebanon
  - Oman
  - Pakistan
  - Qatar
  - Saudi Arabia
  - Tajikistan
  - Turkmenistan
  - U.A.E.
  - Uzbekistan
  - Yemen
- No projects in:  
Iran  
Syria*



# TAD's Customers, Stakeholders

- U.S. Central Command and component services
- Department of Defense agencies
- Interagency partners
  - Department of State
  - U.S. Agency for International Development
- Foreign agencies

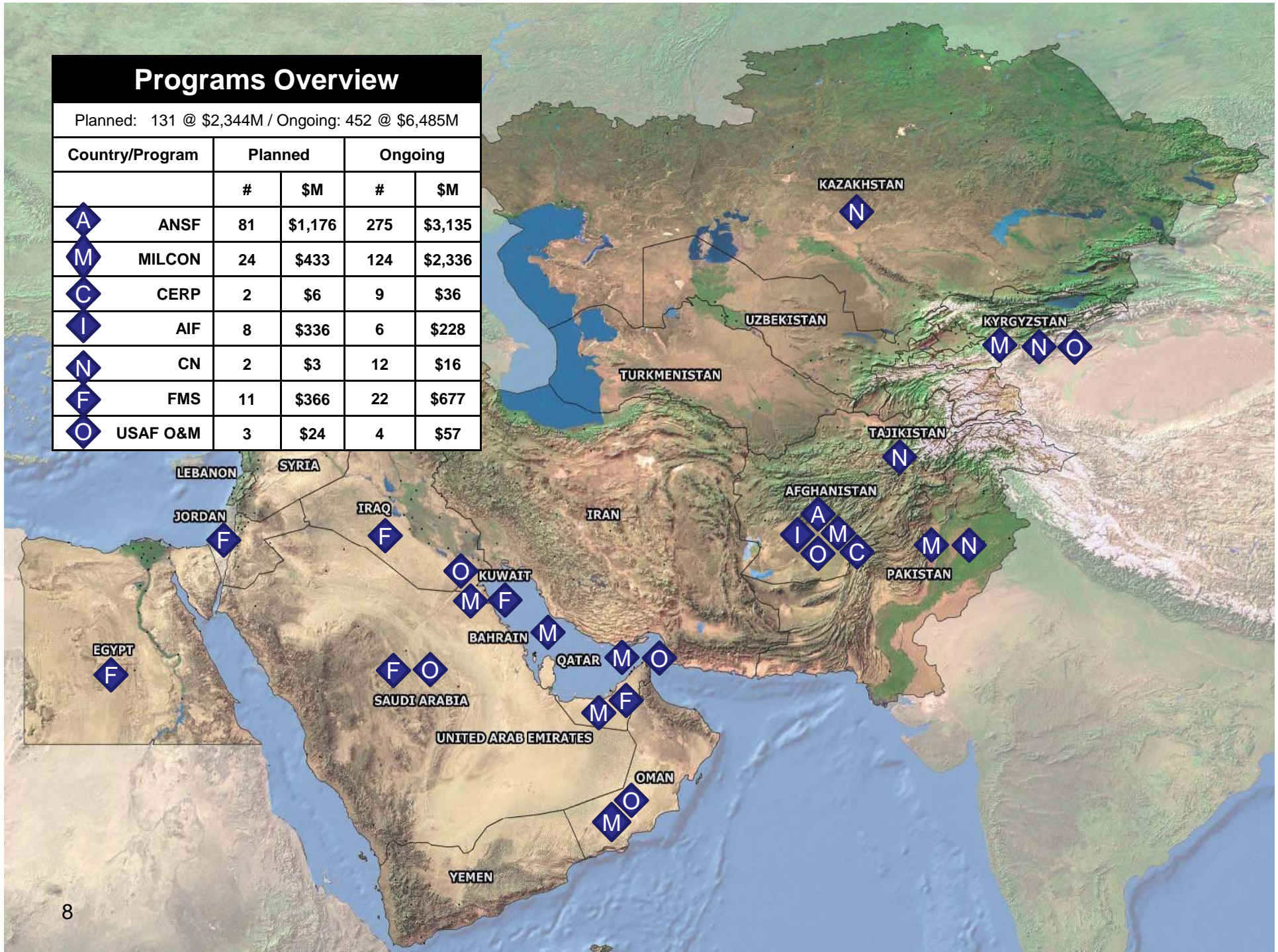




# Programs Overview

Planned: 131 @ \$2,344M / Ongoing: 452 @ \$6,485M

Country/Program		Planned		Ongoing	
		#	\$M	#	\$M
A	ANSF	81	\$1,176	275	\$3,135
M	MILCON	24	\$433	124	\$2,336
C	CERP	2	\$6	9	\$36
I	AIF	8	\$336	6	\$228
N	CN	2	\$3	12	\$16
F	FMS	11	\$366	22	\$677
O	USAF O&M	3	\$24	4	\$57





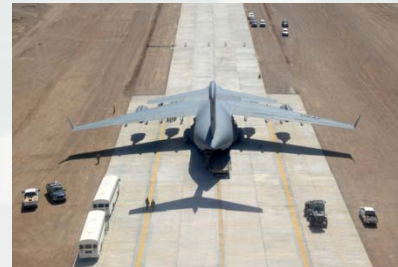
# Types of Work – Afghanistan



Road inspection



Surveying



Aircraft operations



Roads



Concrete/masonry



Construction



Perimeter



Afghan National Army facilities



Power generation



Medical facilities



Dahla Dam



Afghan Police compound



# Types of Work – Middle East



**Waterfront development**



**Fire protection**



**Aircraft operations**



**Roads**



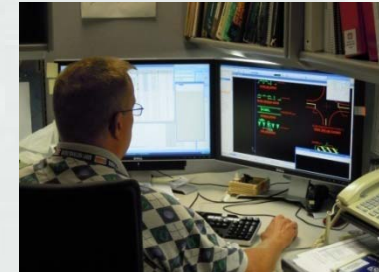
**Pavements**



**Medical facilities**



**Fuel facilities**



**Contingency Standard Designs**



**Power generation**



**Border crossing**



**Barracks**



**Storage facilities**





# Transatlantic Division: Small Business Program

- FAR Part 19 applies to the United States or outlying areas
- No mandate for small business goals at TAD since all work is overseas
- But...
  - Middle East District had \$22 million available for U.S. Small Business concerns
    - Small purchases, such as IT services and supplies
    - Engineering services
  - TAD consistently achieved more than 20% in FY12, contributing to USACE goal of 39%
    - Women Owned: 3.48% (USACE goal 7%)
    - Service Disabled Veteran Owned: 2.99% (Goal 4%)



# Including the Small Business Community in TAD Awards

- Follow FAR and DFARS guidance
- Most small business awards result from simplified acquisition actions
- Small business participation goals are included in overseas contracts as evaluation factors
- Set realistic goals for U.S. and foreign-owned firms
- Emphasis on helping countries' economies and building capacity





# U.S. Business Opportunities Overseas

- Small businesses should
  - Become familiar with USACE projects overseas
  - Seek partnerships with experienced firms working overseas
  - Become involved with professional organizations
- Contact large businesses working on USACE projects overseas to seek sub-contracting opportunities
- Look to other agencies (State Department, Defense Logistics Agency) for opportunities
- Contact Department of Commerce Trade Section for trade mission information and to sign up for alerts: [trade.gov](https://trade.gov)
- Monitor overseas embassy websites



# Foreign-Owned Business Opportunities

- TAD supports local foreign-owned business opportunities that exist within the U.S. Central Command area of operations through the Section 886 Afghanistan First Program
  - Section 886, Public Law 110-181, FY2008 National Defense Authorization Act
    - Creates business opportunities for Afghan companies and jobs for Afghan citizens (**capacity** and **business development**)
    - Promotes economic development and stability
    - Allows set-asides to Afghan firms without requiring a jurisdiction and approval document
    - Is based on dollar value and complexity





# South Caucasus, Central Asian States

- Section 801, Public Law 111-84, FY2010 National Defense Authorization Act
  - Provides temporary authority to acquire products or services from the SC/CAS states when the acquisition is in support of military or stability operations in Afghanistan
  - May acquire under limited competition or a **preference** for the products or services
  - Promotes regional economic development
  - Promotes use of Northern Distribution Network
  - Current USCENTCOM Policy provides preference for the “Stans” – Tajikistan, Uzbekistan, Turkmenistan, Kyrgyzstan, and Kazakhstan
- TAD is partnering with the Defense Logistics Agency on opportunities for CAS nations to supply some construction materials and end items as government-furnished equipment and global-furnished management
- See [tam.usace.army.mil/Contracting.asp](http://tam.usace.army.mil/Contracting.asp)



# Contracting Strategy

- Firm-fixed-price and cost-reimbursement contracts and task orders
- Full and open competition
- Limited competition
- Construction Multiple Award Task Order Contracts (MATOCs)
  - MATOCs for USCENTCOM AOR: 14 contracts, \$3.8 billion capacity over 5 years
- Architect-engineer Single Award Task Order Contracts (up to 7)



# Projected Awards

- Middle East/Central Asia projects – a list of upcoming projects can be found at: [tam.usace.army.mil](http://tam.usace.army.mil)
  - Approximately 62 projects – valued at \$760 million – estimated for award in FY-13
  - Projects are synopsisized on Federal Business Opportunities: [fbo.gov](http://fbo.gov)
- Almost all projects in Afghanistan are expected to be awarded by the end of December
  - Only a few will carry over into CY 2013 for award  
[aed.usace.army.mil/AEN-Index.asp](http://aed.usace.army.mil/AEN-Index.asp)  
[aed.usace.army.mil/AES/index.asp](http://aed.usace.army.mil/AES/index.asp)





# Overseas Construction Challenges

- Base access
  - Base passes, CACs, search pits, escorts
  - Resident status and resident visas
  - Vehicles and materials/equipment
- Logistics and support
  - Ordnance clearance
  - Evacuation plans
  - Contractor mobilization and lay down areas
  - Power/utilities (capacity/type)
  - Medical services unavailable in remote locations
  - Staff housing/transportation sometimes in off-base locations
- Local sponsorship – host nations' requirements for registration



# Construction Challenges *(Continued)*

- Materials and equipment
  - Local procurements and small purchases
  - Licensing, insurance, disposition
- Physical security
  - Personnel, including subcontractors
  - Job site, including equipment, materials and completed work
- Safety
- Life support - multinational workforce, communications
- No small business offices  
OCONUS; embassy offices not staffed for support



# Qualities of Successful Contractors

- Contractors that are competent, engaged and well versed in prime contractor management *in the countries in which they're operating*
- Prime contractors that:
  - Directly participate in day-to-day construction activities
  - Engage in leading and mentoring the workforce
  - Ensure workers get paid on time and get paid fairly
- Contractors that protect the workforce and job site with thorough security and accident prevention plans
  - *Daily enforcement and communications!*
- Contractors with a detailed schedule of each task for job completion





# Points of Contact



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# Engineering Excellence!

