

Transatlantic Division Program Brief

Design Build Institute of America
Mid-Atlantic Region

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US Army Corps of Engineers
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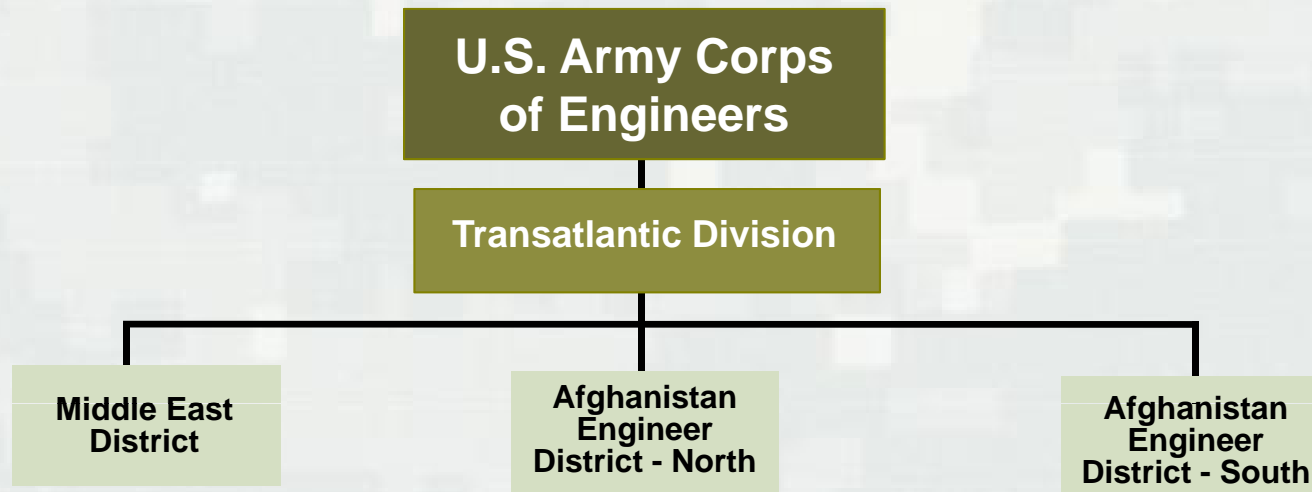


Agenda

- Transatlantic Division (TAD) and Districts
- Middle East District (MED)
- Hot Topics
- Program Trends
- Military Construction Program Trends
- Foreign Military Sales Program Trends
- Contracting Tools and MATOC Holders List
- Acquisition Strategy Development
- Design-Build Challenges in USCENTCOM AOR



Transatlantic Division Structure



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*



Middle East District Activities



Middle East District Mission

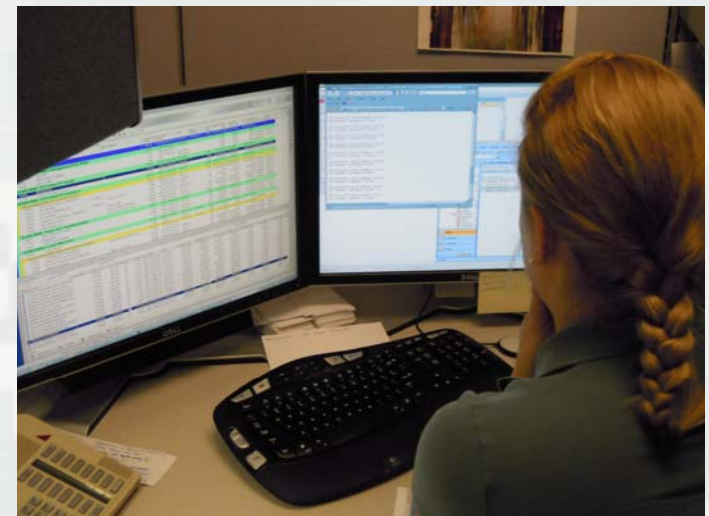


Middle East District provides quality, responsive engineering, construction and related services on time, within budget and safely to our customers, partners, and stakeholders in responding to military operations, international objectives overseas, and national emergencies



Types of Services

- Planning and programming
- Engineering and design
- Construction management
- Services contract management
- Contracting and acquisition



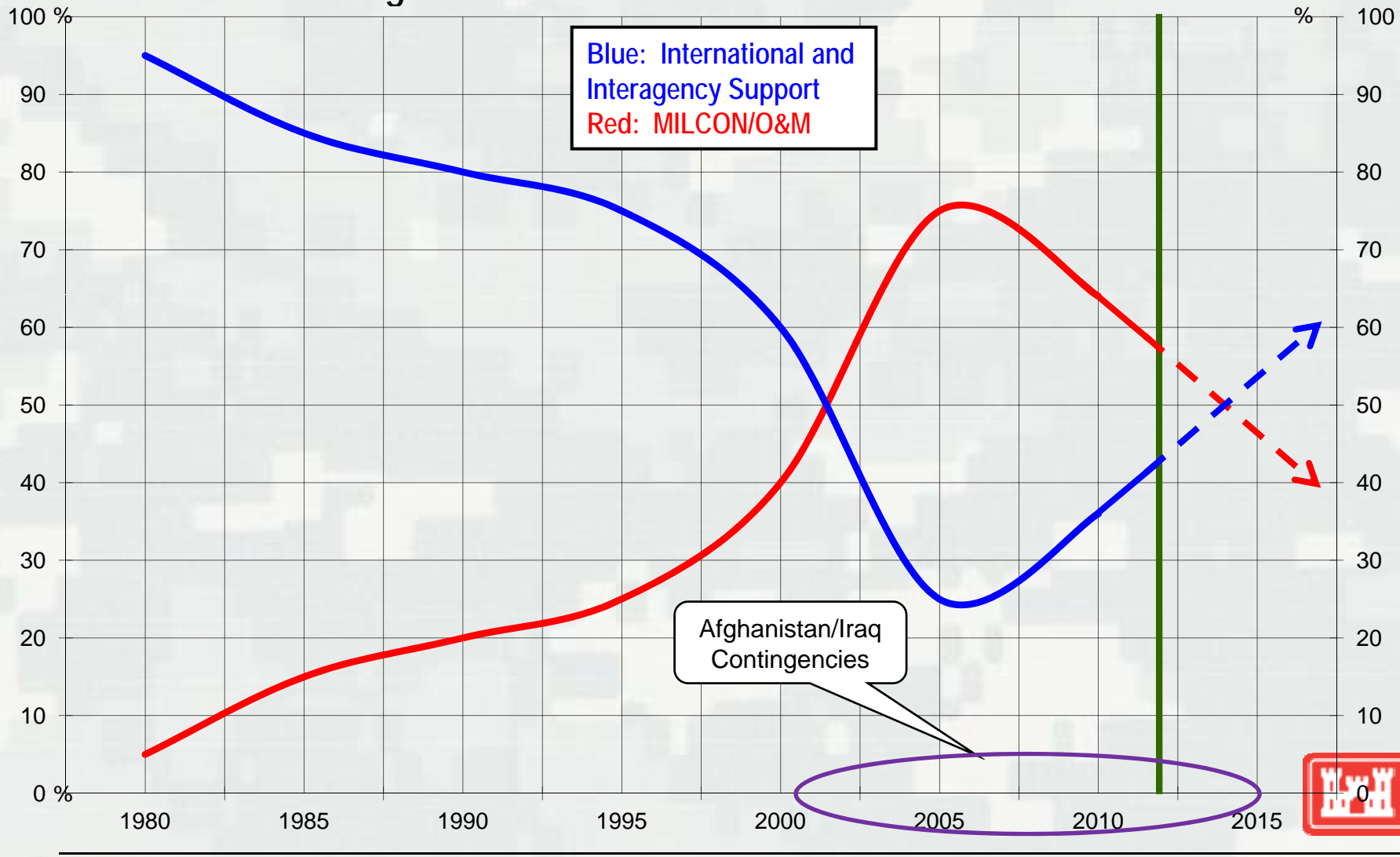
Hot Topics

- MILCON in USCENTCOM AOR sharply declining
- Afghanistan awards completed by December 2012
- FMS has the potential to increase
- Afghanistan will become a MED area office in July 2014
- MED Winchester staffing will decrease by 25%
- Projects less than \$5M or greater than \$100M
- 1 Step or 2 Step solicitations
- Site adapt whenever possible
- Increased contracting oversight



Workload Trend

Programmed Amount Awarded in Fiscal Year



NOTE: Does not include awards for GRD or Afghanistan Districts

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Support for Military Operations



Middle East District (MED) Fiscal Year 13, Pre-Award Projects

#	REGION	LOCATION	DESCRIPTION	PA RANGE	AWARD QUARTER	ACQ Strategy
1	Middle East	Kuwait	PM-M, KU - Repair North Runway	\$1-5M	FY2013 - Q1	F&O
2	Central Asia	Afghanistan	Construction of a munitions storage area and a fire training ground.	\$1-5M	FY2013 - Q1	F&O
3	Central Asia	Afghanistan	(W&I W-12-000) Dahla Dam Improvements Project Phase I - Top 10	\$25-100M	FY2013 - Q1	CENTCOM MATOC
4	Middle East	Kuwait	PM-M, KU - Sewage Treatment System	\$1-5M	FY2013 - Q1	F&O
5	Central Asia	Afghanistan	(PBCW020703BC) BP Company HQ @ Chalorka, Farah	\$5-10M	FY2013 - Q1	Limited Comp 886
6	Central Asia	Afghanistan	(ANA13-300) ANA - 4CDO to SOK Conversion @ Shindand	\$1-5M	FY2013 - Q1	F&O
7	Central Asia	Afghanistan	(ANA13-100) ANA - 9CDO to SOK Conversion @ Camp Zafar, Herat	\$5-10M	FY2013 - Q1	Limited Comp 886
8	Central Asia	Afghanistan	PFBW030201FB ANP Fire Department Class B @ Chaghcharan, Ghor (CAT 3)	\$1-5M	FY2013 - Q1	Limited Comp 886
9	Central Asia	Afghanistan	PSCW020301SC ANP Main Road Security Company Bala Baluk, Farah (CAT 3)	\$1-5M	FY2013 - Q1	Limited Comp 886
10	Middle East	United Arab Emirates	CD-M, AE - Job Order Contract, Al Dhafra Air Base	\$0-1M	FY2013 - Q2	F&O
11	Middle East	Oman	PM-M, OM - East Hangar and Apron, Al Musanah	\$25-100M	FY2013 - Q2	CENTCOM MATOC
12	Central Asia	Afghanistan	TAS, 080939, Sewer Collection System, KAF	\$1-5M	FY2013 - Q2	F&O
13	Central Asia	Afghanistan	TAS, 080942, Administrative Building, KAF	\$1-5M	FY2013 - Q2	F&O
14	Central Asia	Afghanistan	TAS, 080941, Transient Billeting Facility, KAF	\$1-5M	FY2013 - Q2	F&O
15	Central Asia	Afghanistan	TAS, 080948, Vehicle Maintenance Shop, KAF	\$1-5M	FY2013 - Q2	F&O
16	Central Asia	Afghanistan	PM-M, AF -Repair Runway 03/21 at Bagram AF - Top 10	\$10-25M	FY2013 - Q2	CENTCOM MATOC
17	Middle East	Iraq	PM-O, IQ - ISFF, Mahmoudiya Local Police Station Re-award	\$0-1M	FY2013 - Q2	F&O
18	Middle East	Iraq	PM-O, IQ - ISFF, Al Jihad Local Police Station Re-award	\$0-1M	FY2013 - Q2	F&O
19	Middle East	Bahrain	PM-M, BH - P935 Transient Quarters	\$25-100M	FY2013 - Q2	CENTCOM MATOC
20	Middle East	Bahrain	PM-M, BH - P940 Enlisted and Officer Dining Facility	\$5-10M	FY2013 - Q2	CENTCOM MATOC
21	Middle East	Bahrain	PM-M, BH - Medical/Dental Clinic Replacement	\$25-100M	FY2013 - Q2	CENTCOM MATOC
22	Middle East	Qatar	PM-M, QA - Cryogenics Facility, Al Udeid	\$1-5M	FY2013 - Q3	F&O
23	Middle East	Qatar	PM-M, QA - ELRS Storage Facility, Al Udeid	\$1-5M	FY2013 - Q3	F&O
24	Middle East	Qatar	PM-M, QA - ECP Road, Al Udeid	\$1-5M	FY2013 - Q3	F&O
25	Middle East	Qatar	PM-M, QA - C-17 Spare Parts Facility, Al Udeid	\$1-5M	FY2013 - Q3	F&O
26	Middle East	Qatar	PM-M, QA - Fuel Truck Parking, Al Udeid	\$1-5M	FY2013 - Q3	F&O
27	Middle East	Qatar	PM-M, QA - Fuels Laboratory, Al Udeid	\$1-5M	FY2013 - Q3	F&O

FMS projects not included



Middle East District (MED) Fiscal Year 13, Pre-Award Projects

#	REGION	LOCATION	DESCRIPTION	PA RANGE	AWARD QUARTER	ACQ Strategy
28	Middle East	Qatar	PM-M, QA - High Mast Lighting, Al Udeid	\$1-5M	FY2013 - Q3	F&O
29	Middle East	Qatar	PM-M, QA - P-341 C-130- Aviation Maintenance Shop	\$1-5M	FY2013 - Q3	F&O
30	Middle East	Qatar	PM-M, QA - NW Ramp Permanent Power Area	\$0-1M	FY2013 - Q3	F&O
31	Middle East	Qatar	PM-M, QA - Tactical Ramp/Vehicle Maintenance Facility	\$25-100M	FY2013 - Q3	CENTCOM MATOC
32	Central Asia	Pakistan	PM-O, CN, PK- Islamabad Anti Narc Force & Spec Invest Cell Compound	\$1-5M	FY2013 - Q3	F&O
33	Central Asia	Pakistan	PM-O, CN, PK - Karachi TCOC Compound and Guard Shacks	\$1-5M	FY2013 - Q3	F&O
34	Middle East	Qatar	PM-M, QA - New Radome, Al Udeid AFB	\$1-5M	FY2013 - Q3	F&O
35	Middle East	Qatar	PM-M, QA - P-341 AFOSI Regional and Local Facilities	\$1-5M	FY2013 - Q3	TBD
36	Middle East	Qatar	PM-M, QA - P-341 Precision Measurement Equipments Lab, Qatar	\$1-5M	FY2013 - Q3	TBD
37	Middle East	Qatar	PM-M, QA - P-341 Air Defense Artillery Maintenance Fac	\$1-5M	FY2013 - Q3	TBD
38	Middle East	Qatar	PM-S, QA - FFE for BPC Ph2	\$5-10M	FY2013 - Q3	F&O
39	Middle East	Qatar	PM-M, QA - BPC III & Reprogrammed Facilities - Med Admin, Med Warehouse & Furnishings Warehouse	\$25-100M	FY2013 - Q3	CENTCOM MATOC
40	Middle East	Kuwait	CD-M, KW - JOC IV	\$25-100M	FY2013 - Q4	F&O
41	Middle East	Kuwait	PM-M, KW - APS - 5 Stocks	\$25-100M	FY2013 - Q4	F&O
42	Middle East	Bahrain	PM-M, BH - P958 NAVCENT Ammo Magazines	\$25-100M	FY2013 - Q4	CENTCOM MATOC
43	Middle East	Oman	PM-M, OM, FY13 Thumrait O&M Projects	\$1-5M	FY2013 - Q4	TBD



International/Interagency Support



- Foreign Military Sales
- Foreign Assistance Act



MED Focus – Potential Future

Gulf Region:

- Kuwait: Cases, TPA projects, Technical Assistance (FMS +)
- Saudi Arabia: TPA projects, cases, Technical Assistance (FMS)
- Bahrain: Technical Assistance, projects (607)
- Qatar: TPA projects, cases, Technical Assistance (FMS)
- Other Gulf states: Continued FIDIC-type project involvement, TPA projects, cases, Technical Assistance (FMS)

*Trend from
Current*



Middle East other:

- Egypt: TPA projects, cases (FMF)
- Iraq: TPA projects, cases (FMS, FMF)
- Other Levant states: Smaller value cases, TPA projects (FMF)



Central and South Asia:

- Afghanistan: Smaller value cases, TPA projects (FMF)
- Other “Stans”: Smaller value cases, TPA projects (FMF, FMS)



Working with FMS Customers

- Have choices in service providers; USACE offers transparency at cost (no profit)
- May direct sole source
- Have a preference to hire local designers and contractors
- Prefer Bill of Quantity scopes of work with full design acceptable; design-bid-build is least preferred
- Inclined to change project scope during reviews
- May change project priorities as a result of politics, new leadership



Contracting Tools

- Firm-fixed-price and cost-reimbursement contracts/task orders
- Full and open competition
- Multiple Award Task Order Contract for USCENTCOM AOR – 14 contracts, \$3.8 billion capacity over 5 years
 - June 2013 base period expires, potential for “on/off ramping”
- Job order contracts in three countries
- Limited competition local procurement
- Architect-Engineer Services MATOCs being replaced by Single Award Task Order Contracts (up to 7)
- Frequent outreach to industry to increase competition



MATOC Contract Holders

- AMEC Earth & Environmental, Inc.
- American International Contractors, Inc.
- Anham – ICSS JV
- Bryan 77 Construction JV
- BYA ACI-SLIG JV
- Caddell/ENKA JV
- CDM/Cape JV
- CH2M Hill – Yuksel JV
- Contrack International, Inc
- ECC Centcom Constructors LLC
- Innovative Technical Solutions, Inc.
- Kellogg Brown & Root Services, Inc.
- Lakeshore Toltest JV
- Perini Management Services, Inc.



Acquisition Strategy Development

- A Project Delivery Team (PDT) decision
 - What is the customer's risk tolerance related to schedule and cost?
 - When do funds expire?
 - Are there stakeholder mandates: COIN, 886, etc.?
 - Have we already designed a similar facility?
- Considers current market trends and capabilities in the geographic area (design-bid-build or design-build)
- Evaluates performance risk associated with each strategy



DPM's Thought Process on Acquisition Strategy

- Who is the customer?
- Schedule or budget; which is most important?
- MATOC will get the job done at increase in cost
- Simplified criteria for source selection is best
- LPTA or Best Value? default is LPTA
- Incorporate proposal into the contract
 - How to handle the same “key staff” with multiple awards?
- MED must simplify our process for projects valued under \$7.4M



Design-Build Challenges in USCENTCOM Area of Operations

- Use of foreign A-E firms, non-US registered, has been problematic in meeting US standards
- Similarly, US firms' compliance with host nation requirements can be difficult
- Setting a time period for design completion, i.e., within 150 days of contract award
- Contractor following his own design
- Design-build contractor owns everything including equipment



Questions?

