

MIDDLE EAST DISTRICT INDUSTRY PARTNERING DAY

Presented by:

COL Vincent V. Quarles

Middle East District Commander

October 2016



"The views, opinions and findings contained in this report are those of the authors(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation."



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AGENDA

- Welcome & TAM Key Leader Update
- A Brief Look Back to Inform Our Way Ahead
- Current & Future Work Overview
- Initiatives & Opportunities
- Country Overviews
- A Few Thoughts on Partnering



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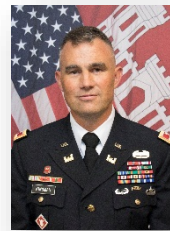
Transatlantic Division



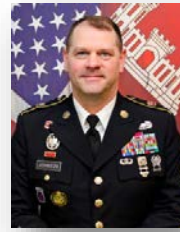
MG Robert Carlson
Commanding General



SES Howard Stickley
Programs and Business Director



COL Patrick Kinsman
Chief of Staff



CSM Ronald Johnson
Senior Enlisted Advisor



COL Vincent Quarles
Commander, TAM

Middle East District

- MG Carlson leads TAD, TAM & TAA
- TAM continues to support TAA through reachback support & services

Transatlantic Afghanistan District



COL Jon Chytka
Commander, TAA

Other TAD Elements

Task Force Mosul Dam

Contingency Engineer District (OIR)

TAM Senior Leadership



LTC Taneha Carter
Deputy Commander



Thomas K. Waters
Deputy District Engineer / Chief of Programs and Project Management



Roger M. Vogler
Chief, Engineering & Construction



Wanda Cross
Chief of Contracting



Robert McKenney
District Counsel



Ralph Hensley
Command Executive Officer



SGM Georgette Morton
NCOIC



Annie Cain
Deputy Chief, Programs and Project Management



Alan R. Zytowski
Chief, Engineering



Neal R. Thibault
Chief, Construction



Mary Harding
Deputy Chief of Contracting



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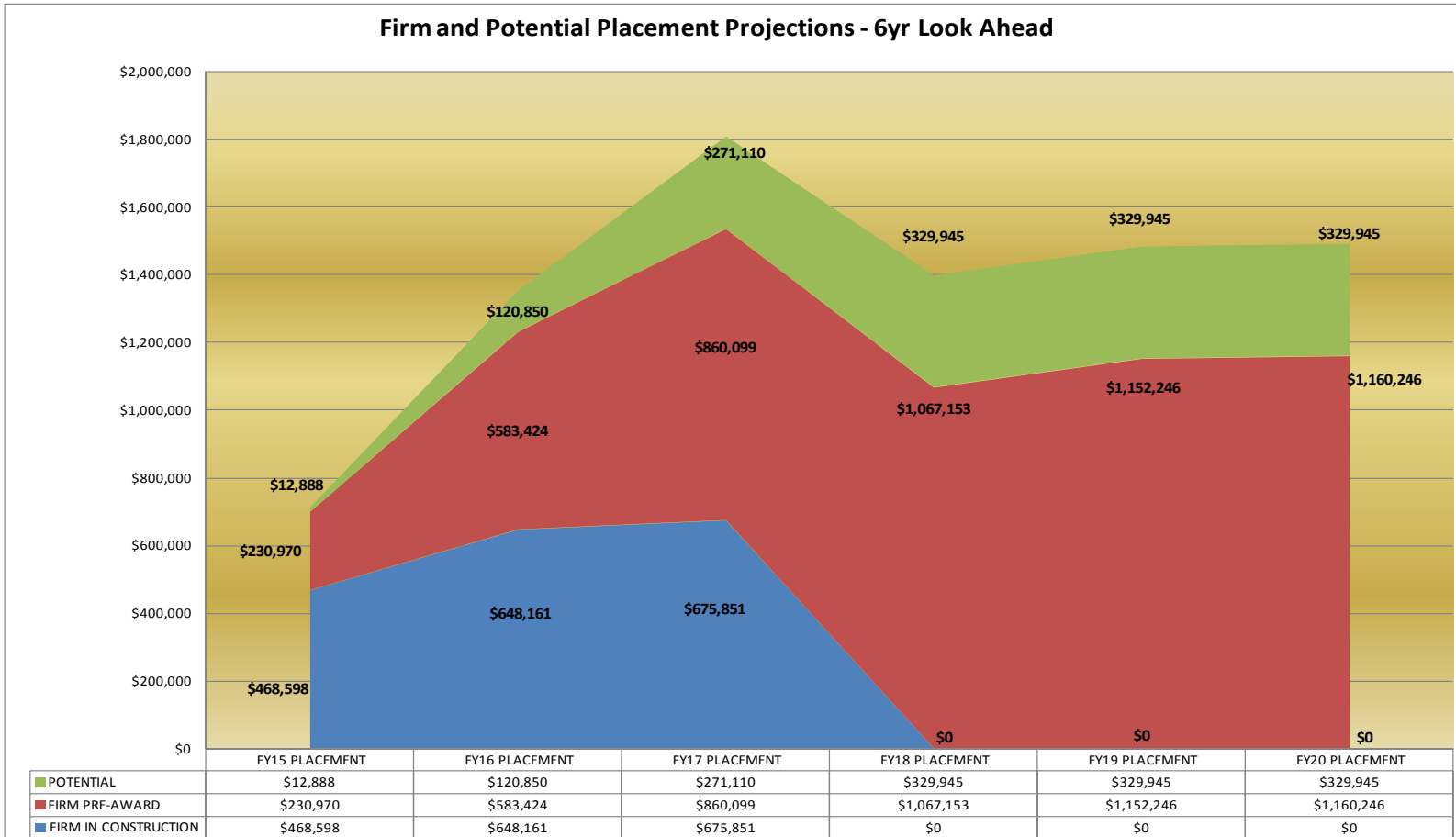
Industry Day (2014)

Over 300 Participants representing more 80 companies



TAM WORKLOAD (2014) – 6YR PROJECTIONS

Firm and Potential Placement Projections - 6yr Look Ahead



- Over 90 MILCON projects to get done.
- Firm post-award forecasted through FY17.
- New MILCON declining - potential FMS increasing
- Growth opportunities in Saudi Arabia, Qatar, & Bahrain

▪ Firm Pre-Award projects placement is steady through out FY17 with 75% of the work in Qatar and Bahrain
 ▪ Potential workload projections represent unsigned FMS cases that we are actively pursuing with a 75% potential and above rate.
 ▪ Growth opportunities primarily in Saudi, Qatar, and Bahrain



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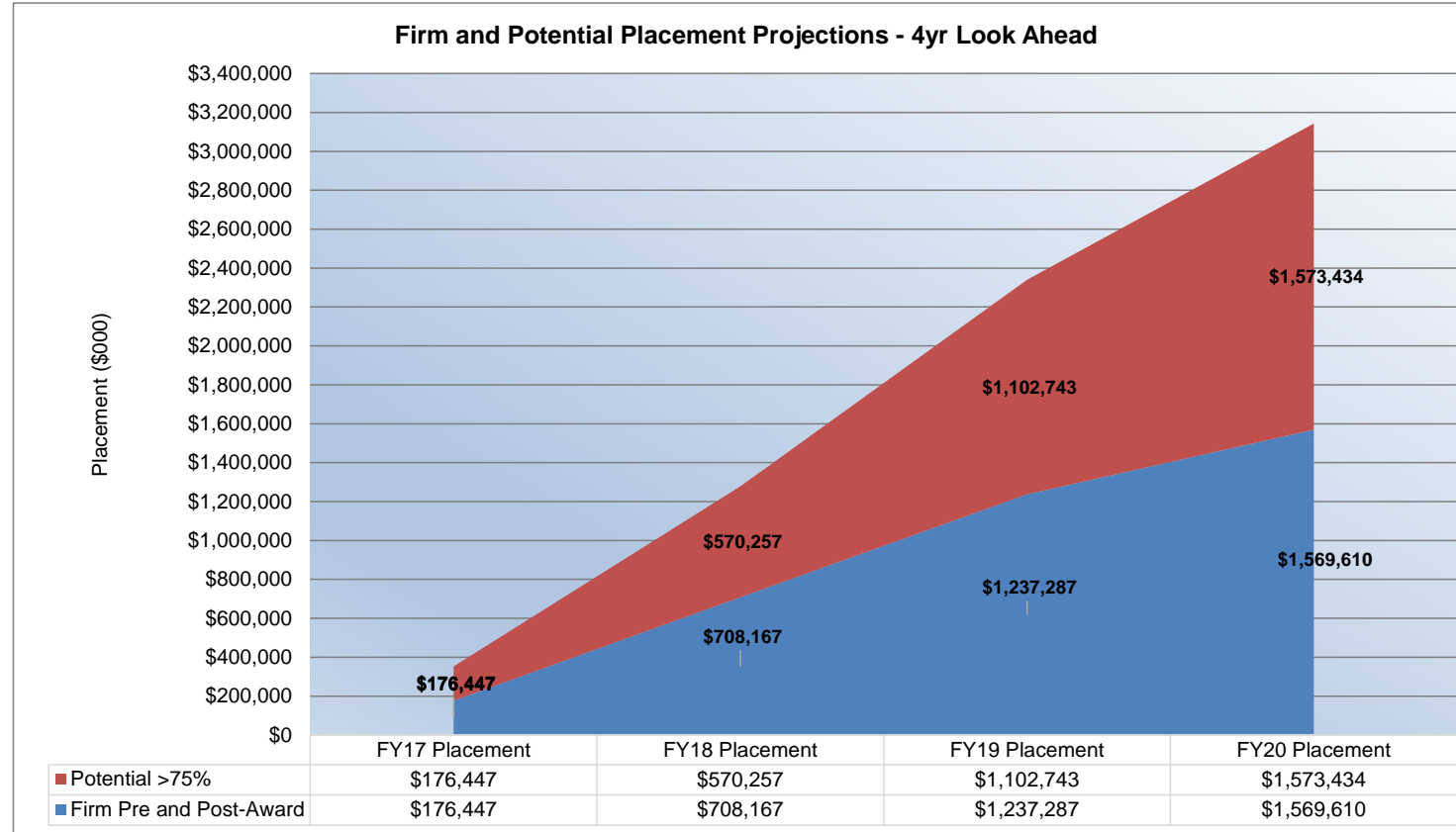


Partnering Day 2016

The image features a central graphic of several hands in silhouette, reaching towards a cluster of interlocking gears. The hands are positioned around the gears, with some fingers pointing towards them, suggesting a collaborative effort or partnership. The background is a light blue gradient. The overall theme is teamwork and collaboration.

**Over 150 Participants
representing more 60
companies**

TAM Workload (2017) – 4yr Projections



- Firm Pre-Award projects placement is ramps up quickly into FY18 with 75% of the work in Qatar and Bahrain
- Potential workload projections represent unsigned FMS cases that we are actively pursuing with a 75% potential and above rate.
- Growth opportunities primarily in Saudi, Qatar, and Bahrain

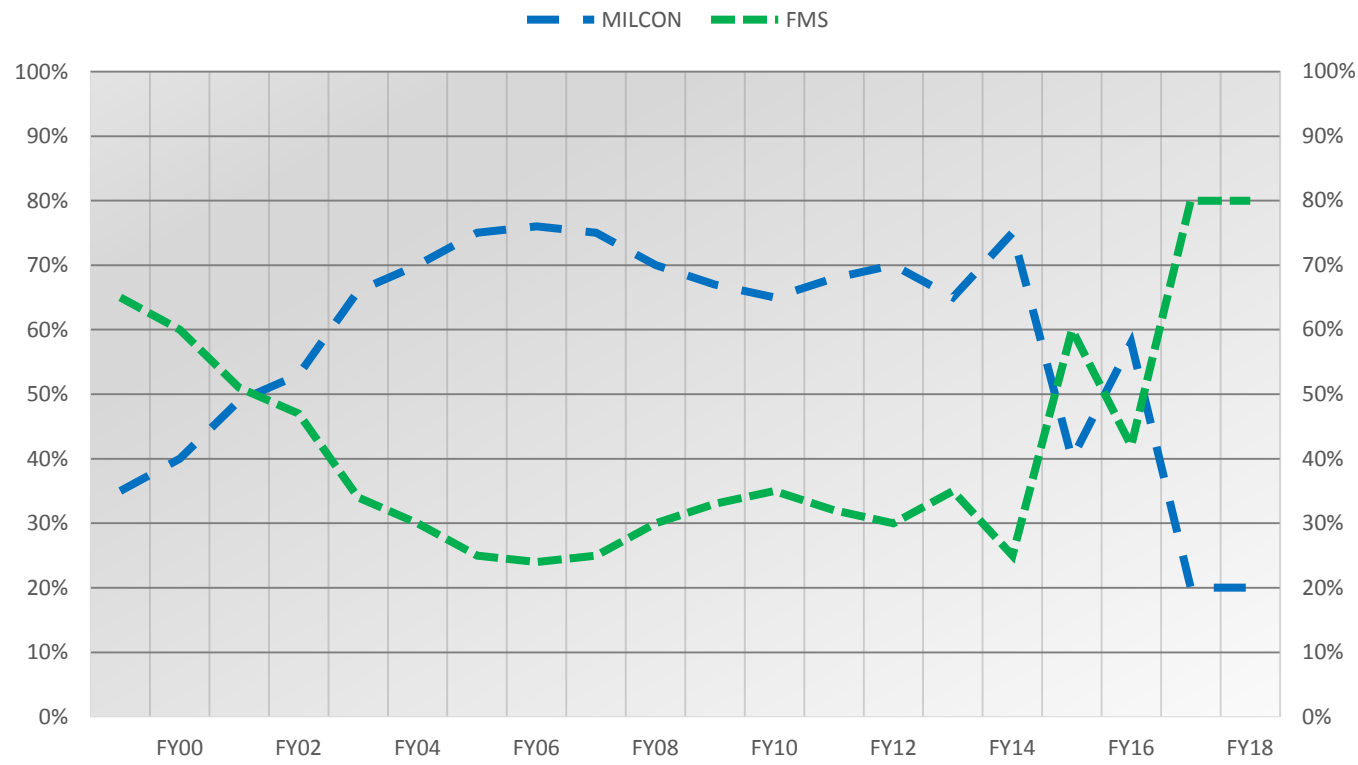


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SHIFTING WORKLOAD

TAM WORKLOAD TREND (PRE+POST AWARD)



- FMS work nearly doubled since FY14; MILCON greatly reduced:
 - High dollar/highly visible FMS projects
 - Low dollar yet extremely important MILCON projects

- Nearly ¾ of our projected workload is dependent on customer relationships

- Execution rates higher but we can do better (Pre & Post Award)

- **Effective Partnering with Industry is Key**



LOOKING BACK TO 2014 INDUSTRY DAY

Strategic Partnering Initiatives

- ✓ Restructured E&C and PPMD
- ✓ Revamp acquisition process
- ✓ Transition from LPTA to BVTO
- ✓ M2 Cost Books Completed For Saudi, Kuwait, Qatar, and Bahrain Price Books

Partnering Opportunities

- ✓ Develop Country Specific Contracting Tools
JOCs, MATOCs, Industry Days, SATOCs, FSSCs
- Increase capacity of current AE SATOCs.
- Rely more on contracted Engineering/ PM/ CM support

Much accomplished but more to do!



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LOOKING AHEAD TO 2017 AND BEYOND

Strategic Partnering Initiatives

- ❑ Establishing Forward Command with Regional Construction Support Office in Qatar (Deputy Commander, Construction Chief, & QA).
- ❑ Evaluating shift to Best Value Trade-off Acquisition; showing drastically improved contractor execution for non-FMS projects.
- ❑ Revamped planning and charrette process to increase customer involvement up front; providing better scope requirements to inform design and limit changes after award.
- ❑ Added Engineer Design Managers and developed new design review (BCOE) process to reduce design deficiencies.

Partnering Opportunities

- ❑ **2016 Partnering Day (Breakout Sessions & Panel)**



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SAUDI CURRENT WORKLOAD \$150M-275M

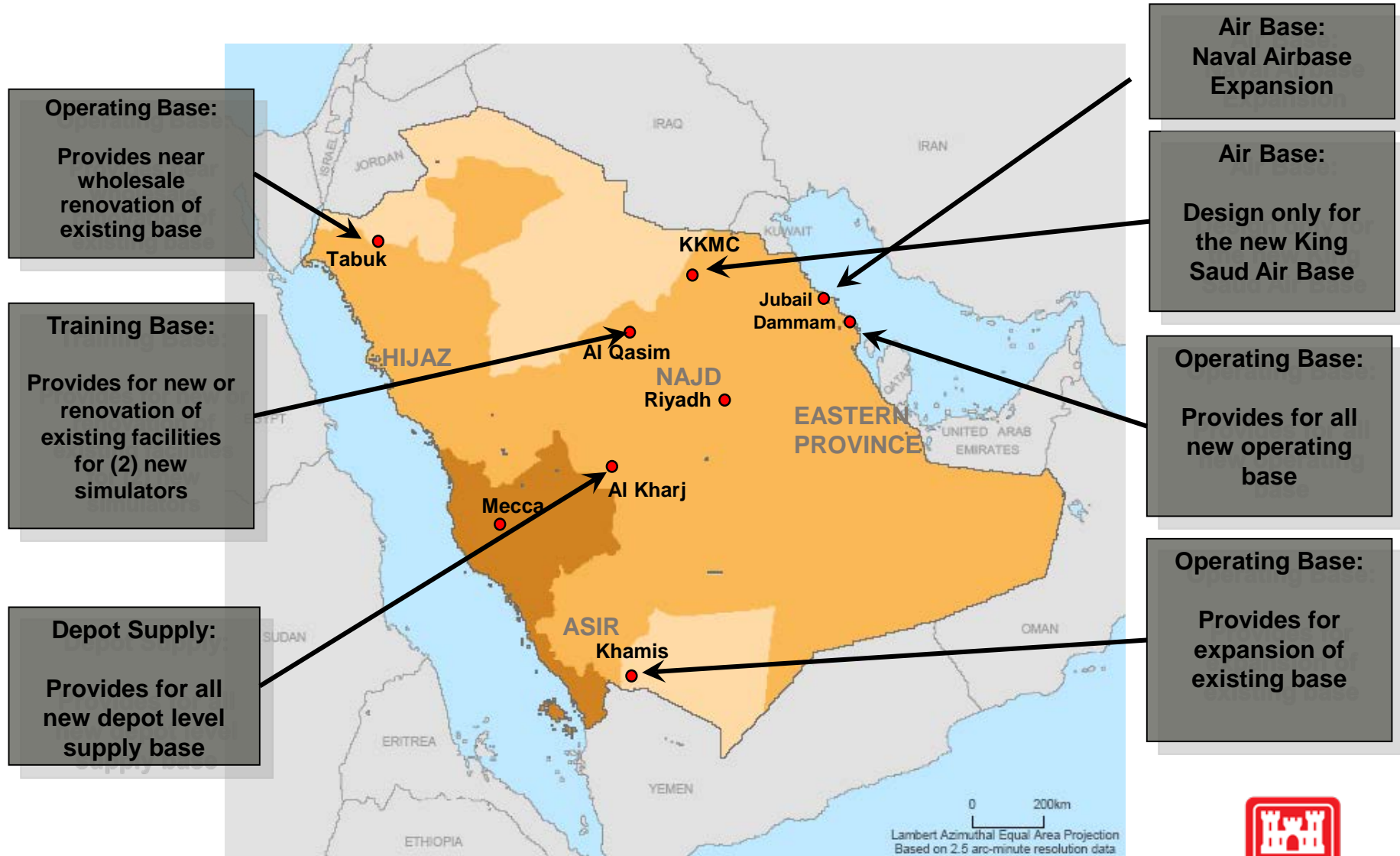
- Royal Saudi Airforce
- Royal Saudi Land Forces
- Royal Saudi Naval Forces
- General Directorate of Works



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USACE CURRENT WORKLOAD IN SAUDI ARABIA



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SAUDI POTENTIAL WORKLOAD

Highly Likely

- Full Design of the King Saud Air Base (KSAB) \$ 60-\$100M
- Design and Construction Services for GDMW \$ 7-\$9M
- RSNF Renovation \$ 6-\$9M
- Support to Cargo Program \$ 30-\$35M

Potential

- Construction of KSAB \$ 3 -4B
- Missile Tactical Sites \$ 1-1.5B
- Missile Program #2 \$100-\$200M

Future

- Relocation of Eskan Village \$500-\$700M
- Saudi Naval Expansion Program \$500-\$700M



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SAUDI MATOC

PROJECT INFORMATION

- **Scope:** Saudi Multiple Award Task Order Contract (MATOC) will be used to award construction contracts for anticipated future needs in Saudi Arabia. Individual MATOC project task orders are anticipated between \$1,000,000 and \$20,000,000.

Total Contract Capacity: \$190M

Contract #: TBD

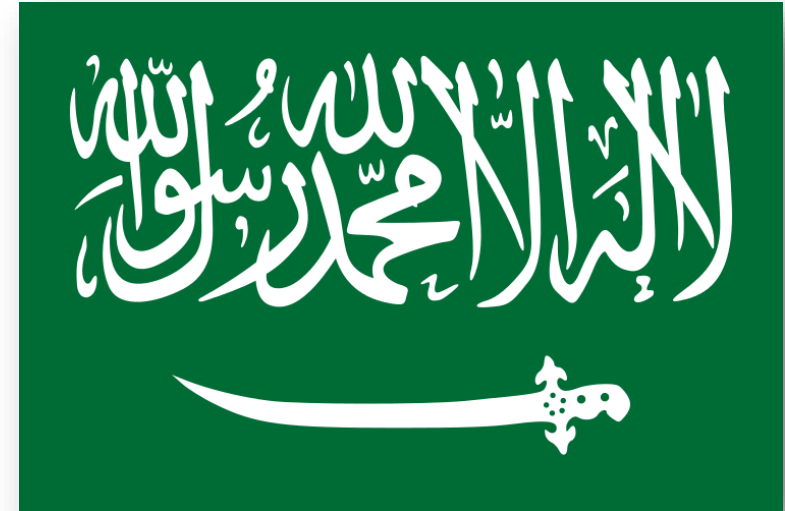
Contractor: Base MATOCs will be awarded to multiple firms.

- **Period of Performance:** One-year base period and four 12-month option periods.

Contract Award Date: 30 June 2017

CURRENT SITUATION

- Industry Day was conducted in March 2016 in Saudi Arabia. The event was success with a little over 200 attendees representing nearly 80 firms.
- The TAM PDT is working on finalization of some internal documents to be able to move the acquisition to the PARC (Principal Assistant Responsible for Contracting) for review.



CHALLENGES/WAY AHEAD

CHALLENGES:

Acquisition is resource-intensive. The effort is moving through the process as quickly as possible.

WAY AHEAD:

PARC Review:	May 2016
Release Phase One RFP:	May 2016
Release Phase Two RFP:	TBD
PARC Review:	TBD
Contract Awards:	TBD



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SAUDI PROGRAM MANAGEMENT TEAM

Executive Staff

- COL Vincent Quarles-Commander/District Engineer
- Mr. Thomas Waters-Deputy Programs and Project Management

Project Management

- John Philpott, Acting Branch Chief, Account Manager/Project Manager (marin.j.Philpott@usace.army.mil)
- MAJ Brian Hayes - OIC Forward
- Mr. Patrick Tilque - Project Manager
- Mr. Joe Moyer - Project Manager
- Mr. Gharib Ibrahim – Project Manager

Construction

- Ted Upson - Construction Manager
- Vernon Crudup – Resident Engineer

Engineering and Design

- Steve Patton-Design Manager
- Liz Yo - Technical Coordinator

Construction Contracting

- LTC Frankie Cruz, Contracting Officer, Services
- Holly Watson, Contracting officer, Services
- Abe Curry, Contracting Officer, Architect-Engineer Services
- Christina Loy, Contracting Officer, Construction
- Maria Martin, Contracting Officer, Construction



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BAHRAIN



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BAHRAIN CURRENT WORKLOAD

CURRENT PROGRAM (MILCON) \$300-350M

- P-976 Mina Salman Pier Replacement (FY17 AWD)
- P-930 Operations Control Center (FY16 AWD)
- P970 Ship Maintenance Support Facility (FY16 AWD)
- P-908 HOTEL Re-Procurement (FY15 AWD)
- Medical/Dental Clinic Replacement (FY15 AWD)
- P955 Tension Fabric Hangar (FY15 AWD)
- P-908 Ops & Support (FY12 AWD)
- P-937 BEQ (FY12 AWD)
- P-935/940 Transient Qtrs (FY13)
- H-284 Flag Officer Quarters (FY16AWD)
- Expand NEX, Freedom Souq (FY15 AWD)(NAF)
- Pier Side Mini-Mart (FY16 AWD)(NAF)

CURRENT PROGRAM (FMS) \$18-20M

- HAH MoW Program (Tech Support)
- HAA/HAB UKMCC Development (FY14 AWD)



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BAHRAIN POTENTIAL WORKLOAD

LOA Development (FY16) \$6-8M

- HAH A04 NPDS II Transport Study (FY16 LOA)
- Infrastructure Assessments

POTENTIAL FUTURE PROGRAM \$300-350

- | | |
|-------------------------------------------------|-----------|
| ▪ Future USN projects (5 years - High) | \$ 269.0M |
| ▪ North Link Road(s) (MoW) (5 years - Moderate) | \$ 18.0M |
| ▪ North Link Road(s) Design (5 years - Low) | \$ 60.0M |



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BAHRAIN PROGRAM MANAGEMENT TEAM

Executive Staff

- COL Vincent Quarles-Commander/District Engineer
- Mr. Thomas Waters-Deputy Programs and Project Management

Project Management

- John Philpott, Acting Branch Chief, Account Manager/Project Manager (marin.j.Philpott@usace.army.mil)
- MAJ William Lewis- OIC Forward
- Mr. Rashid Attar- Project Manager

Construction

- Vacant- Resident Engineer
- Salem Faris– Construction Manager

Engineering and Design

- Mike Allen -Design Manager
- Ben Pisarcik – Design Manager
- Liz Yo - Technical Coordinator

Contracting

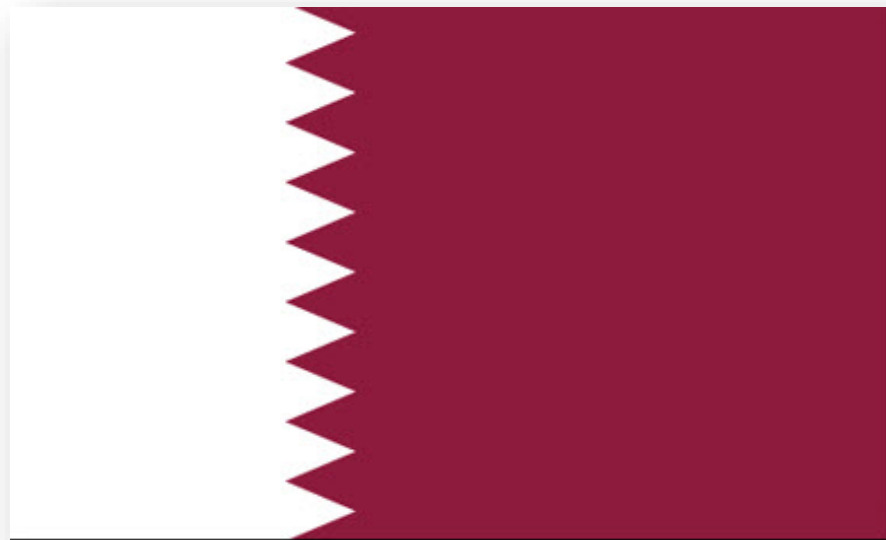
- LTC Frankie Cruz, Contracting Officer, Services,
- Michelle Pearman, Branch Chief
- Pete DeMattei, Contracting Officer
- Rich Elder, Contracting Officer
- Tino Philip, Contracting Officer
- Abe Curry, Contracting Officer, Architect-Engineer Services



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QATAR



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QATAR CURRENT WORKLOAD

CURRENT PROGRAM (MILCON)

13 Active Projects

Design **\$10-20M**

M-25 Re-Procurement (8 Projects):

Construction **\$50-100M**

BPC 3 Billets

BPC 3 Medical Admin Facility

BPC 3 Furnishings Warehouse

BPC 3 Medical Warehouse

Theater Communications Facility

CURRENT PROGRAM (FMS)

2 Cases

Design

Integrated Air Missal Defense (IAMD): **\$750M-1.5B**

Apache: **\$100-150M**

TOTAL CURRENT PROGRAM: \$ 1 to 1.5B



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QATAR POTENTIAL WORKLOAD

Highly Likely

FMS

- Qatar THAAD \$ 80-110M

MILCON

- Consolidated Squadron Operations Facility \$ 10-20M
- Personnel Deployment Processing Facility \$ 10-20M

Future

- Qatar F15 Infrastructure \$ TBD
- Early Warning Radar \$ TBD



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QATAR MATOC

PROJECT INFORMATION

- **Scope:** Qatar Multiple Award Task Order Contract (MATOC) will be used to award construction contracts for anticipated future needs in Qatar. Individual MATOC project task orders are anticipated between \$1,000,000 and \$30,000,000.

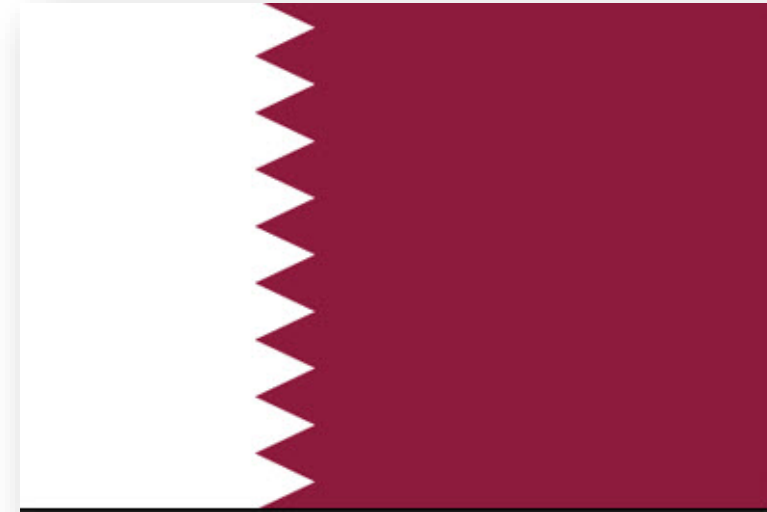
Total Contract Capacity: \$250M

Contract #: TBD

Contractor: Base MATOCs will be awarded to multiple firms.

- **Period of Performance:** One-year base period and four 12-month option periods.

Contract Award Date: Nov 2017



CURRENT SITUATION

- Industry Day will be conducted in October 2016 in Qatar. The event was successful with a little over 200 attendees representing nearly 80 firms.

CHALLENGES/WAY AHEAD

CHALLENGES:

Acquisition is resource-intensive. The effort is moving through the process as quickly as possible.

WAY AHEAD:

PARC Review:	TBD
Release Phase One RFP:	TBD
Release Phase Two RFP:	TBD
PARC Review:	TBD
Contract Awards:	TBD



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QATAR PROGRAM MANAGEMENT TEAM

Executive Staff:

- COL Vincent Quarles - Commander/District Engineer
- Mr. Thomas Waters - Deputy Programs and Project Management

Project Management

- Mr. John Plummer - Branch Chief (john.g.plummer@usace.army.mil)
- Mr. Jason Zorger - Qatar FMS Section Chief
- COL Cliff Conklin - Deputy Commander Forward
- Mr. Sherif Rizk - Program Manager Forward
- Ms. Janet Rigoni - Program Manager
- Mr. Jim Moore - Project Manager
- Mr. Jerry Vance – Project Manager

Construction

- Mr. Tom Jackson - Construction Manager
- Mr. Adel Botros - Acting Resident Engineer

Engineering and Design

- Mr. Bob Thomas - Engineering Technical Lead
- Mr. Steve Markland - Design Manager
- Mr. Paul Vecchiet - Design Manager

Construction Contracting

- Mr. Garry Harris - Branch Chief
- Ms. Michelle Pearman - Contracting officer
- Mr. Robert Williams - Contracting Officer, Architect-Engineer Services
- Mr. Tino Phillips - Contract Specialist, Construction
- Mr. Rick Elder - Contract Specialist, Construction
- Ms. Maria Martin - Contracting officer



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UAE CURRENT WORKLOAD

CURRENT PROGRAM

MILCON

Design

- Large Aircraft Maint Hangar (AFCENT) \$ 30-40M

Construction

- Clinic (Constr) (AFCENT) \$ 1-2M
- EOD Facility (Constr) (AFCENT) \$ 1-2M
- P960 Triton (Design) (NAVFAC) \$ 30-35MM

FMS

Construction

- THAAD Site #1 \$ 2-3M
- THAAD Site #2 \$ 2-3M

TOTAL CURRENT PROGRAM: \$ 70-85M



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UAE POTENTIAL WORKLOAD

FUTURE PROGRAM \$ 400-500M

Burden Sharing / Non MILCON / Non FMS

Pentagon Area Program(AFCENT)

(Formerly Known as South Ramp Program)

- **Package A** / Fighter Ramp Pavements and Taxiways
Estimated Construction Cost: \$140M / Design Start: FY-17
- **Package B** / Fighter Ramp Support Fac, Refueler Ramp, Fuel Storage & MSA Estimated Construction Cost: \$290M / Design Start: FY-17
- **Package C** / Life Support Area, Dormitories, and Warehouse Complex Estimated Construction Cost: TBD / Design Start: FY-18
- **Package D** / Refueler Ramp & Support Facilities
Estimated Construction Cost: TBD / Design Start: FY-19
- **Package E** / Munitions Storage Area (MSA)
Estimated Construction Cost: TBD / Design Start: FY-20



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UAE PROGRAM MANAGEMENT TEAM

Executive Staff:

- COL Vincent Quarles - Commander/District Engineer
- Mr. Thomas Waters - Deputy Programs and Project Management

Project Management

- Mr. John Plummer - Branch Chief
(john.g.plummer@usace.army.mil)
- Mr. Jerry Vance - Project Manager
- Ms. Kim Sanders - Project Manger

Construction

- Mr. Ted Upson - Construction Manager
- Mr. Mark Stuart - Resident Engineer

Engineering and Design

- Mr. Paul Vecchiet - Design Manager

Construction Contracting

- Mr. Garry Harris - Branch Chief
- Mr. Robert Williams - Contracting Officer, Architect-Engineer Services
- Ms. Andrea Greene - Contract Specialist, Construction
- Ms. Maria Martin - Contracting Officer



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KUWAIT



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KUWAIT CURRENT WORKLOAD

DESIGN: \$267.6M

- PATRIOT Sites
- Breakwater and Cargo Pier, KNB
- Repair Transfer Yard Railway, KNB
- Repair Runway, AAS AB
- Construct BAK, AAS AB
- North/South Hammerhead Taxiways, AAS AB
- Motor Pool and Fuel Point, KNB
- Depleted Uranium, various
- APS-5 Warehouses, PH 2, Arifjan
- APS-5 Warehouses, Arifjan
- 20 MW Power Substations, Arifjan
- Unaccompanied Officers Quarters, Arifjan
- Construct Perimeter Fence,

Arifjan

- Construct Billeting Facilities, AAS AB
- Nasser Ramp, Al Jaber AB
- Sewer Treatment Systems, AAS AB
- INSCOM T-780, Arifjan
- Ras Al Ard Support Harbor

CONSTRUCTION: \$141.4M

- APS- 5 Warehouses \$ 54.6 M
- Flight Training Center \$ 25.4 M
- Maritime Traffic Coordination Center (MTCC) \$ 40.6 M
- Syncrolift Repair and Upgrade, KNB \$ 9.0 M
- Repair North Runway \$ 6.7 M
- Apache Practice Runway \$ 5.1 M

Total Current Program

\$ 409.0M



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KUWAIT POTENTIAL WORKLOAD

HIGHLY LIKELY: \$267.6M

- **Design:**
 - PATRIOT Sites
 - Breakwater and Cargo Pier, KNB
 - Repair Transfer Yard Railway, KNB
 - Repair Runway, AAS AB
 - Construct BAK, AAS AB
 - North/South Hammerhead Taxiways, AAS AB
 - Motor Pool and Fuel Point, KNB
 - Depleted Uranium, various
 - APS-5 Warehouses, Arifjan
 - 20 MW Power Substations, Arifjan
 - Unaccompanied Officers Quarters, Arifjan
 - Construct Perimeter Fence, Arifjan
 - Construct Billeting Facilities, AAS AB
 - Nasser Ramp, Al Jaber AB
 - Sewer Treatment Systems, AAS AB
 - INSCOM T-780, Arifjan
 - Ras Al Ard Support Harbor

POTENTIAL FUTURE PROGRAM: \$3.7B

- **FMS Program: \$2.2B**
 - Subhan Warehouse Complex
 - KMOD Hospital
 - Al Mubarak Airbase
 - Joint Command & Staff College
 - Military College Barracks
 - Radar Field System
 - F/A-18 E/F Super Hornet
- **DCA-K Program (65 projects): \$1.37B**
 - Aprons, ramps, cargo pads, taxiways
 - Munitions storage, warehouses, hangars
 - Utilities projects, fences, roads
 - DFACs
 - C2 Facilities
 - Billeting, barracks, Dorms, admin facilities
 - Training facilities
 - Ranges
 - MWR facilities
 - Medical facilities
- **MCA Program: \$119M**
 - FY19, APS-5 Large Maint Facility, Arifjan
 - FY20, Barracks, Buehring
 - FY22, APS-5 Warehouses



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KUWAIT MATOC

PROJECT INFORMATION

- **Scope:** Kuwait Multiple Award Task Order Contract (MATOC) will be used to award construction contracts for anticipated future needs in Kuwait. Individual MATOC project task orders are anticipated between \$1,000,000 and \$20,000,000.

Total Contract Capacity: \$250M

Contract #: TBD

Contractor: Base MATOCs will be awarded to multiple firms.

- **Period of Performance:** One-year base period and four 12-month option periods.

Contract Award Date: 30 June 2017

CURRENT SITUATION

- Industry Day was conducted on 18 May 2016 in Kuwait. The event was a success with a little over 100 attendees representing nearly 70 firms.
- The TAM PDT is working on finalization of some internal documents to be able to move the acquisition to the PARC (Principal Assistant Responsible for Contracting) for review.



CHALLENGES/WAY AHEAD

CHALLENGES:

Acquisition is resource-intensive. Effort has been put on hold for several weeks but is anticipated to pick up again in Oct.

WAY AHEAD:

PARC Review:	Oct 2016
Release Phase One RFP:	Dec 2016
Release Phase Two RFP:	Feb 2017
PARC Review:	May 2017
Contract Awards:	Jun 2017



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KUWAIT PROGRAM MANAGEMENT TEAM

Executive Staff:

- COL Vincent Quarles-Commander/District Engineer
- Mr. Thomas Waters-Deputy Programs and Project Management

Project Management

- Joseph Zaraszczak, Branch Chief
(joseph.l.zaraszczak@usace.army.mil)
- Brian Ball – Project Manager
- Mike DuBois – Project Manager
- Aaron Hoover – Project Manager
- Matt Reagan – Project Manager

Construction

- LTC Thomas Carona - Area OIC
- Nathaniel Hermann – Area Engineer

Engineering and Design

- Ingrid Howard-Design Manager

Construction Contracting

- LTC Frankie Cruz, Chief, Execution Branch 1
- Garry Harris, Chief, Execution Branch 2
- Michelle Pearman, Section Chief and Contracting Officer
- Christy Loy, Section Chief and Contracting Officer
- Maria Martin, Contracting Officer, Construction
- Joe Libbey, Contracting Officer, Construction
- Pete DeMattei, Contracting Officer, Construction



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JORDAN



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JORDAN POTENTIAL WORKLOAD

<u>FY17 – Highly Likely</u>	\$ 32.0 M
• Additional HIMARS Magazines	\$ TBD
• MSAB Runway 13-31 Repair	\$ TBD

FY18 – Highly Likely

• USAF MSAB Development	\$ 143.0 M
-CAS/ISR Apron	
-SOF Apron	
-Hot Cargo Apron	
-Dormitory	
-Airlift Apron	
-Cargo Marshaling Yard	
-Roads and Utilities	



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JORDAN PROGRAM MANAGEMENT TEAM

Executive Staff:

- COL Vincent Quarles-Commander/District Engineer
- Thomas Waters-Deputy Programs and Project Management

Project Management

- Brandon Chance, Section Chief
(brandon.c.chance@usace.army.mil)

Construction

- Thomas Jackson - Construction Manager
- Dr. Khaled Masoud – Area Engineer

Engineering and Design

- Steve Markland-Design Manager

Construction Contracting

- Christina Loy, Section Chief and Contracting Officer
- Maria Martin, Contracting Officer, Construction
- LTC Frankie Cruz, Chief, Execution Branch 1
- Holly Watson, Contracting Officer
- Abe Curry, Contracting Officer



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