“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.”

Karen L. Baker
U.S. Army Geospatial Center
Chief, Office of Small Business Programs
WHY
COST / TIME
SECURITY / SAFETY
TRANSPARENCY
NO CONFERENCE PACKAGE
WHO
INTERNAL TEAM

EXTERNAL TEAM(S)
INTERNAL TEAM
SMALL BUSINESS PROFESSIONAL

CONTRACTING OFFICER

CONTRACT SPECIALIST

TECHNICAL SUBJECT MATTER EXPERTS

PUBLIC AFFAIRS OFFICE REPRESENTATIVE

STAKE HOLDERS/ CUSTOMERS

OFFICE OF COUNSEL
EXTERNAL TEAM(S)
PROCUREMENT TECHNICAL ASSISTANCE CENTERS (PTACS)

SBA DEVELOPMENT CENTERS

U.S. WOMEN CHAMBER OF COMMERCE

SAME, AFCEA, AGC, NOAC, ASCE, ASBCC
PICK A DAY DURING THE WEEK

TIME OF DAY

AVOID MAJOR HOLIDAYS
WHERE
CONFERENCE/MEETING ROOM
WHAT
Multiple Environmental Government Acquisition (MEGA)-Restricted
Solicitation Number: W912DY-16-R-0077
Agency: Department of the Army
Office: U.S. Army Corps of Engineers
Location: USACE HHC, Huntsville

The purpose of this announcement is to invite interested firms to a Virtual Industry Day that will allow the Government to provide valuable information to industry - LVVL. The agenda will consist of an overview of the Scope of work, planned acquisition strategy, tips and best practices for Small Business, and a Question and Answer (Q&A) session. We encourage Small Business participation.

Date and Time: October 24, 2017, 2:30 p.m. - 4:30 p.m. Central Time
Zone Registration: Pre-registration is recommended for this event. Please register only once using the link provided below through Eventbrite. Please include your Company Name, Primary NAICS code, Small Business Classification(s), Attendee(s), and Point of Contact Name, Title, Email, & Phone Number. All registrations must be received no later than 23 October, 2017. Registration will close once capacity has been reached or on 23 October, whichever comes first.

Registration: https://www.eventbrite.com/e/mega-restricted-industry-day-tickets-38626728495
CREATE A VIRTUAL CALENDAR
PUT A REQUEST IN WITH YOUR IT TEAM FOR A CENTRALIZED EMAIL ACCOUNT

UMCS-V@USACE.ARMY.MIL
NEED TO SET UP THE ATT- WEBXX FOR TELECONFERENCING
Go.usa.gov has shortened 4,269,279 URLs that have been clicked 618,614,815 times.

Your Links

**Export to CSV** (Opens in most spreadsheet applications)

<table>
<thead>
<tr>
<th>Info</th>
<th>Clicks</th>
<th>Date</th>
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</table>
Virtual Industry Day
For
Utility Monitoring and Control Systems (UMCS) - V
On
04 April 2017
At
1300 – 1700 hours CDT
For registration and further information, go to
https://go.usa.gov/xXXUg
US Army Corps of Engineers
Huntsville Center

Attendees receive information regarding the acquisition approach. The agenda consists of an overview of the scope of work, planned acquisition strategy, tips and best practices for small businesses and a question and answer session.

Register for the event at: https://go.usa.gov/xXXUg

For more information on Huntsville Center, visit: www.hnc.usace.army.mil

Virtual Industry Day for Utility Monitoring and Control Systems (UMCS) - V

April 4
1 - 5 p.m. CDT
Huntsville Center's BASEOPS Program sets virtual industry day

Posted 1/17/2017
Release no. 17-007

Contact
Karen Baker
256-865-1774
Karen.L.Baker@usace.army.mil
Small Business Office

The U.S. Army Engineering and Support Center, Huntsville's BASEOPS Program is sponsoring a virtual industry day to provide information and assistance to small businesses interested in submitting proposals for performing work for the 88th Regional Support Command. (Photo by Farrow)

The 88th RSC provides services and base operations support to more than 55,000 Army Reserve Soldiers, Families and Civilians dispersed across 19 states in the northern U.S. from the Ohio River to the Pacific.

The virtual industry day is set from 10 a.m. - 1 p.m. MST, Feb. 3. The Colorado Procurement Technical Assistance Center (PTAC) will serve as the host location and will live-stream to all participating state and regional PTACs hosting parties interested in the upcoming acquisitions. To facilitate check-in and security, attendees are encouraged to arrive between 5 - 9:45 a.m. MST.

The work required at the 88th RSC sites is for janitorial, ground maintenance and solid waste collection services.
MASS E-MAIL NOTIFICATIONS

USE THE SBA SMALL BUSINESS DYNAMIC SEARCH

USE THE SBA ALL SMALL MENTOR PROTÉGÉ RESOURCE LIST

USE THE SBA 8(a) MENTOR PROTÉGÉ LIST

CONTACT YOUR LOCAL PROCUREMENT TECHNICAL ASSISTANCE CENTER REPRESENTATIVE

CONTACT THE VARIOUS ASSOCIATIONS
EVENTBRITE REGISTRATION

This event has ended.

Medical Facilities Support Services II Virtual Industry Day
by U.S. Army Engineering and Support Center in Huntsville (CEHNC)

Free

DATE AND TIME
Thu, May 4, 2017
1:00 PM – 3:30 PM CDT
Add to Calendar

LOCATION
Facebook Live
https://www.facebook.com/Hunts

REGISTRATIONS ARE CLOSED
You are registered to attend. If you have any questions please email: mfss_ii@usace.army.mil.

DESCRIPTION
The U.S. Army Engineering and Support Center in Huntsville (CEHNC) Alabama is hosting a Virtual Industry Day via Facebook Live! This allows the Government to gather information for market research and provide valuable information to industry on the
OTHER RESOURCES

Spider Phone with speaker extensions
Monitor
Minimum 2 laptops
Webinar capability (transcripts from webinar provider)
Infomercials
HOW
SAMPLE OF WEBINAR PRESENTATION
ENERGY SAVINGS PERFORMANCE CONTRACTS (ESPC)
SMALL BUSINESS ON-RAMP

OVERVIEW OF ESPC PROGRAM
GOVERNMENT REPRESENTATIVES

NAME – Project Manager,

NAME – Technical SME,

NAME – Contracting Officer, Pre-Award

NAME – Contract Specialist, Pre-Award

Karen Baker – Office of Small Business Programs
RULES OF ENGAGEMENT

- Everything discussed is subject to change!
- We are looking for your INPUT!
- Submit your questions to: HNC-Preaward-Division@usace.army.mil
  CC: ContractSpeci@usace.army.mil
- Look for the Questionnaire, Presentation Slides, and Attendees List on FedBizOpps.gov
- **NOTE**: Until all required acquisition related documents are approved, the expectations shared herein are subject to change.
AGENDA

- Program Overview
- Acquisition Approach
- Small Business and Resources
- Questions and Wrap up
ESPC OVERVIEW:

- The Energy Savings Performance Contracts (ESPC) are the primary tool that supports intended to promote the use of renewable energy technologies, acquire energy and water conservation services, reduce energy and water consumption and/or associated utility costs, may reduce energy and water related operations and maintenance costs, and perform other holistic approach site specific project activities.

- The energy service company (ESCO) shall be responsible for providing all labor, material, and capital to install energy and water conservation projects, renewable energy projects, operations and maintenance (O&M), and Measurement and Verification (M&V) as specified in each issued task order.
ESPC OVERVIEW:

Cont..

- The cost of an energy savings performance contract (ESPC) TO project (hereafter referred to as TO project) must be covered by the energy, water, ancillary, and related cost savings that will accrue to the Federal facility. The TO project cost savings must be verified and documented annually.

- ESPCs utilize private capital to make infrastructure improvements on military installations.

- Allows Energy Services Companies (ESCOs) to provide Federal customers:
  - Energy and water efficiency improvement projects
  - Renewable energy projects
  - Demand reduction services
  - Energy security and resiliency
ESPC OVERVIEW:

- Improved energy infrastructure at Army Garrisons
- Reduced energy consumption (Btu)
- Reduced O&M needs
- Lower maintenance costs
- Meeting Army energy reduction goals
- Increased reliability of systems, equipment, and components
ESPC OVERVIEW:

Cont.
- Continue to meet and exceed the Army’s PPCC execution goals
- Provide innovative solutions to reduce customer’s energy consumption
- Partner with other DoD and Federal agencies to leverage USACE’s proven, streamlined approach to developing and awarding ESPC projects
- Streamline our development approach further to achieve savings quicker
- Firms must have experience with third party financing.
ESPC OVERVIEW:

Cont.

- Implementation and development costs are financed for up to 25 years at competitive interest rates.
  - Contractors under this MATCO must be able to obtain financing of large multimillion dollar project and sustain their business without receiving payment for multiple years while the ESPC project is developed and implemented.
  - Contractors must be able to support the project, provide maintenance and perform M&V over the life of the project.

- Payment is derived from the savings generated by the improvements – Savings must occur or contractor does not get paid.
ESPC OVERVIEW:

Cont.

- The geographic scope of the contracted services under this acquisition will cover the United States (CONUS), including Alaska, Hawaii, and all U.S. Territories and possessions, and may include overseas locations of Germany and Korea.
ESPC OVERVIEW:

Cont.

➢ Typical ESPC Energy Conservation Measures (ECMs):

- Boiler Improvements
- Chiller Improvements
- Air Handling Equipment
- Controls
- Motors and Drives
- Upgrade of HVAC Systems
- Lighting Retrofits
- Renewable Energy Systems
- Building Envelope
- Water & Steam Distributions
- Electrical Peak Sharing
- Solar, Photovoltaic
- Ground Source Heat Pumps

- Generators
- Variable Frequency Drives
- Upgrade of Central Power Plants
- Metering & Energy Information Systems
- Gas-fired Infrared Heaters
- Primary/Secondary Pumping Systems
- Decentralization of Domestic Hot Water Systems
- Decentralization of Central Power Plants
- Wind
ESPC MEASUREMENT & VERIFICATION

- Critically important to ESPC Program success
- Must follow Army guidance
- Must conform to FEMP M&V protocols
- No stipulated savings
- ESCOs must see M&V as a way to promote what ESPC has provided:
  - Use M&V to show benefit
  - Schedule M&V briefings with the customer
  - Use M&V to identify issues and alert the customer to any field problems they may not be aware of
ESPC CUSTOMERS:

- Rock Island Arsenal JMTC
- Rock Island Arsenal
- White Sands Missile Range
- FT Carson
- McAlester AAP
- Daegu Korea
- Yongsan Korea
- Ft McCoy
- SPAWAR Pacific (Navy)
- SPAWAR Atlantic (Navy)
- Fleet Readiness Center SW (Navy)
- Mobile District (USACE)
- Ft Buchanan
- Ft Bragg
- Camp Humphries (Korea)
- Aberdeen Proving Grounds
- Letterkenny Army Depot
- Michigan National Guard
- Puerto Rico National Guard
- Ft Bliss
- Corpus Christi Army Depot
- Hohenfels (Germany)
- Wiesbaden (Germany)
- Ft Lee
- Adelphi Laboratory Center
- Ft Leavenworth
- FT Irwin
- Soldier System Center Natick
- West Point
- Ft Greely
ENERGY SAVINGS PERFORMANCE CONTRACTS (ESPC)
SMALL BUSINESS ON-RAMP

ACQUISITION APPROACH

Overview of our expected procurement strategy for the contracts and how we will select for task orders
MATOC ON-RAMP EXPLAINED

- The On-Ramp provision allows for new contractors to be added to the MATOC pool, thereby increasing competition.

- On-Ramps create a unique opportunity for the Government to accept and evaluate new proposals during the period of performance with the intention of adding additional contractors to a competition pool when it is in the best interest of the Government. This allows increased competition and new and/or improved technologies and technical approaches to be realized by the Government.
There are cases in which market research shows a high response from small businesses; however, few possess the ability to perform the entire scope. An On-Ramp provision provides an avenue to increase the competition pool with small businesses who have developed the required capabilities during the contract period of performance.

Occasionally small business MATOC holders may become a large businesses during the performance period. Becoming a large business reduces the small business pool of the MATOC.
The goal of this on-ramp is to add a minimum of one (1) and up to a maximum of three (3) additional small business contractor(s) to the existing ESPC MATOC pool.

The evaluation for award shall be conducted in accordance with the original solicitation.

All contract terms and conditions under the MATOC shall be applicable to the new awarded MATOC contract.
ESPC - ACQUISITION APPROACH:

- Small business size standard - $15.0 million
- Anticipated capacity - $1.5 billion, shared capacity under the current MATOC.
ESPC - ACQUISITION APPROACH:

Cont.

- Period of Performance – The period of performance of the awarded contract shall coincide with the existing MATOC period of performance.

- Existing MATOC period of performance.
  - Base Period: 4 April 2014 through 3 April 2019
  - Option Period: 4 April 2019 through 3 April 2024

- Selection of the firm(s) for the award shall be qualifications-based.
SOURCE SELECTION – BASE CONTRACTS

- All proposals will be evaluated against the following factors (in descending order of importance with Factors 3 and 4 equal in importance):
  - Factor 1: Corporate Technical Experience and Management Approach
  - Factor 2: Financial Capability
  - Factor 3: Past Performance
  - Factor 4: Small Business Participation Plan
  - Factor 5: Technology Markups and Financing Markups

- Basis of Award – Best Value
  - Non-price related factors, when combined, are significantly more important than the price-related factor.
SMALL BUSINESS PARTICIPATION FACTOR

- All Offerors, both large and small, must submit a Small Business Participation Plan to be evaluated by the SSEB.

- A separate Small Business Subcontracting Plan will be submitted by large firms only and will be evaluated on a pass / fail basis prior to award. The Subcontracting Plan should be consistent with the efforts proposed in the Small Business Participation Plan.

- Offerors will be required to propose their best effort for meeting the following small business participation percentages:
  - Small Business: 20%
  - Small Disadvantaged Business: 3%
  - Women-Owned Small Business: 3%
  - HUBZone Small Business: 2%
  - Veteran-Owned Small Business: 2%
  - Service-Disabled Veteran-Owned Small Business: 2%
ESPC TASK ORDER SELECTION

- Task orders will be issued as firm fixed-price (FFP) and may include performance periods of up to 25 years.

- Task orders will either be set aside exclusively for small business competition or will be competed among all contractors (both large and small business).

<table>
<thead>
<tr>
<th>Dollar Value</th>
<th>Task Order Competition</th>
<th>Caveats</th>
</tr>
</thead>
<tbody>
<tr>
<td>$5 Million or Greater</td>
<td>Unrestricted Competition</td>
<td>Before making the determination on a particular project, the Contracting Officer will request a letter of interest from all SB firms. If fewer than two responses are received, the Task Order will open for Unrestricted Competition.</td>
</tr>
<tr>
<td>Less than $5M</td>
<td>The Contracting Officer will first consider reserving the Task Order for small businesses. The determination will examine the size of the project, complexity of the project and level of financing required.</td>
<td></td>
</tr>
</tbody>
</table>
OFFICE OF SMALL BUSINESS PROGRAMS

Ms. Karen L. Baker
Deputy, HNC Office of Small Business Programs
FEDERAL ACQUISITION REGULATION (FAR)

https://www.acquisition.gov
NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS)

http://www.census.gov/eos/www/naics/index.html
North American Industry Classification System (NAICS)

2017 NAICS Definition

T = Canadian, Mexican, and United States industries are comparable.

541330 Engineering Services
This industry comprises establishments primarily engaged in applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, structures, processes, and systems. The assignments undertaken by these establishments may involve any of the following activities: provision of advice, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services.

Illustrative Examples:

- Civil engineering services
- Environmental engineering services
- Construction engineering services
- Mechanical engineering services
- Engineers' offices

Cross-References: Establishments primarily engaged in:
- Planning and designing computer systems that integrate computer hardware, software, and communication technologies--are classified in U.S. Industry 541512, Computer Systems Design Services;
- Performing surveying and mapping services of the surface of the earth, including the sea floor--are classified in Industry 541370, Surveying and Mapping (except Geophysical) Services;
U. S. Small Business Administration

Table of Small Business Size Standards
Matched to North American Industry Classification System Codes

This table lists small business size standards matched to industries described in the North American Industry Classification System (NAICS), as modified by the Office of Management and Budget, effective January 1, 2017. The latest NAICS codes are referred to as NAICS 2017.

The size standards are for the most part expressed in either millions of dollars (those preceded by "$"), or number of employees (those without the "$"), and a size standard is the largest amount that a concern can be and still qualify as a small business for Federal procurement programs. For the most part, size standards are the average annual receipts or the average employment of a firm. How to calculate average annual receipts and average employment of a firm can be found on 13 CFR § 121.104 and 13 CFR § 121.106, respectively.

SBA also includes the table of size standards in the small business size regulations, 13 CFR § 121.106. This table includes size standards that have changed since the last publication of 13 CFR § 121.

For more information on these size standards, please visit http://www.sba.gov/size.

If you have any other questions concerning size standards, contact a size specialist at your nearest SBA Government Contracting Area Office (listed at the end of the table), or contact the Office of Size Standards by e-mail at assiststandards@sba.gov or by phone at (202) 205-6018.

These size standards are effective October 1, 2017.

https://www.sba.gov/sites/default/files/files/Size_Standards_Table_2017.pdf
### Sector 54 – Professional, Scientific and Technical Services

#### Subsector 541 – Professional, Scientific and Technical Services

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<th>Description</th>
<th>Size Standard</th>
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<tbody>
<tr>
<td>533110</td>
<td>Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)</td>
<td>$38.5</td>
</tr>
<tr>
<td>541110</td>
<td>Offices of Lawyers</td>
<td>$11.0</td>
</tr>
<tr>
<td>541191</td>
<td>Title Abstract and Settlement Offices</td>
<td>$11.0</td>
</tr>
<tr>
<td>541199</td>
<td>All Other Legal Services</td>
<td>$11.0</td>
</tr>
<tr>
<td>541211</td>
<td>Offices of Certified Public Accountants</td>
<td>$20.5</td>
</tr>
<tr>
<td>541213</td>
<td>Tax Preparation Services</td>
<td>$20.5</td>
</tr>
<tr>
<td>541214</td>
<td>Payroll Services</td>
<td>$20.5</td>
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<tr>
<td>541219</td>
<td>Other Accounting Services</td>
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<tr>
<td>541310</td>
<td>Architectural Services</td>
<td>$7.5</td>
</tr>
<tr>
<td>541320</td>
<td>Landscape Architectural Services</td>
<td>$7.5</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
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**Except, Military and Aerospace Equipment and Military Weapons**

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<td>541340</td>
<td>Drafting Services</td>
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<td>Building Inspection Services</td>
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<td>541360</td>
<td>Geophysical Surveying and Mapping Services</td>
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<tr>
<td>541370</td>
<td>Surveying and Mapping (except Geophysical)</td>
<td>$15.0</td>
</tr>
<tr>
<td>541380</td>
<td>Testing Laboratories</td>
<td>$15.0</td>
</tr>
<tr>
<td>541410</td>
<td>Interior Design Services</td>
<td>$7.5</td>
</tr>
<tr>
<td>541420</td>
<td>Industrial Design Services</td>
<td>$7.5</td>
</tr>
<tr>
<td>541430</td>
<td>Graphic Design Services</td>
<td>$7.5</td>
</tr>
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<tr>
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<th>Description</th>
<th>Size Standard</th>
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</thead>
<tbody>
<tr>
<td>541450</td>
<td>Marine Engineering and Naval Architecture</td>
<td>$38.5</td>
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**Except, Marine Engineering and Naval Architecture**

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<td>Surveying and Mapping (except Geophysical)</td>
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<tr>
<td>541490</td>
<td>Testing Laboratories</td>
<td>$15.0</td>
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FEDERAL BUSINESS OPPORTUNITIES (FBO)

https://www.fbo.gov
SMALL BUSINESS ADMINISTRATION (SBA)  
DYNAMIC SMALL BUSINESS SEARCH  

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
RESOURCES

- Small Business Administration (SBA) Programs (www.sba.gov) and (certify.SBA.gov)
- 8(a) Program
- HUBZone
- Women-Owned Small Business Program
- Service-Disabled Veteran-Owned Small Business Program
- SUB-Net
- Mentor-Protégé Programs
- Teaming Arrangements
- Federal Procurement Data System-Next Generation (www.fpds.gov)
- Association of Procurement Technical Assistance Centers (PTACs)
- SBA Small Business Development Centers
QUESTIONs & WRAP UP

➢ Everything discussed is subject to change!
➢ We are looking for your INPUT!

Submit your questions to -HNC-Preaward-Division@usace.army.mil

➢ Look for the Questionnaire, Presentation Slides, and Attendees List on FedBizOpps.gov

➢ Thank you!
POST SLIDES, LIST OF ATTENDEES, AND ANSWERS TO THE Q&A ON FBO
SEND A SHORT SURVEY OUT TO THE PARTICIPANTS AFTER THE VIRTUAL EVENT
SAMPLE SURVEY QUESTIONS

Identify your current socioeconomic status. Circle all that apply

Overall, how would you rate the Virtual Industry day?

How likely are you to attend a future virtual Industry Day?

How helpful was the content in the presentation?

How engaging were the presenters/speakers?

Was sufficient time allotted for each agenda item?
CONCLUSION