Buildings of the Future

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

Agenda
Transatlantic Division Structure
Middle East District Mission

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

Building Strong
Building Strong

Types of Services

- Contracting and acquisition
- Services contract management
- Construction contract management
- Engineering and design
- Planning and programming
- Increased contracting oversight
- Site adapt whenever possible
- 1 Step or 2 Step solicitations
- Projects less than $50M or greater than $100M
- MED Winchester staffing will decrease by 25%
- July 2014 Afghanistan will become a MED area office in
- FMS has the potential to increase
- Afghanistan awards completed by December 2012
- MILCON in USCENTCOM AOR sharply declining

Hot Topics
Building Strong

NOTE: Does not include awards for GRD or Afghanistan Districts

Programmed Amount Awarded in Fiscal Year

Workload Trend
Support for Military Operations
<table>
<thead>
<tr>
<th>Project</th>
<th>Award Quarter</th>
<th>Description</th>
<th>Location</th>
<th>Region</th>
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<td>Building Strong</td>
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Fiscal Year 13, Pre-Award Projects
Middle East District (MED)
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<th>REGION</th>
<th>LOCATION</th>
<th>DESCRIPTION</th>
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Building Strong

Foreign Assistance Act

Foreign Military Sales

International/Interagency Support
TFA = Total Package Approach, usually larger weapons cases with facilities/infrastructure requirements

Middle East:
- Qatar: TPA projects, cases, Technical Assistance (FMS)
- Bahrain: Technical Assistance, projects (607)
- Saudi Arabia: TPA projects, cases, Technical Assistance (FMS)
- Kuwait: Cases, TPA projects, Technical Assistance (FMS +)
- Egypt: TPA projects, cases (FMS)
- Iraq: TPA projects, cases (FMS, FME)
- Other Levant States: Smaller Value cases, TPA projects (FME)
- Other States: Smaller Value cases, TPA projects (FME)

Central and South Asia:

Current Trend from MED Focus – Potential Future
Building Strong 

Politics, new leadership

May change project priorities as a result of

Inclined to change project scope during reviews

Preferred

Design acceptable; design-bid-build is least

Preferred Bill of Quantity scopes of work with Full

contractors

Have a preference to hire local designers and

May direct sole source

Offers transparency at cost (no profit)

Have choices in service providers; USACE

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

Contracting Tools
Perini Management Services, Inc.

LakeShore Toilette JV

Kellog Brown & Root Services, Inc.

Innovative Technical Solutions, Inc.

ECO Centcom Constructors LLC

Contract International, Inc.

CH2M Hill - Yuksei JV

CDM/CAPE JV

Caddell/ENKA JV

BYA ACI-SLIG JV

Bryan 77 Construction JV

Anham - ICSS JV

American International Contractors, Inc.

AMEC Earth & Environmental, Inc.
Building Stronger, Better, Faster Delivery Processes

Each strategy evaluates performance risk associated with

design-build (design-build) or
in the geographic area (design-bid-build or
consider current market trends and capabilities

Have we already designed a similar facility?

Are there stakeholder mandates: COIN, 886, etc.?

When do funds expire?

Schedule and cost?

What is the customer's risk tolerance related to

A Project Delivery Team (PDT) decision

Acquisition Strategy Development
VALUED UNDER $7.4M

MED must simplify our process for projects

award? How to handle the same “key staff” with multiple

Incorporate proposal into the contract

LPTA or Best Value? Default is LPTA

Simplified criteria for source selection is best

MATOC will get the job done at increase in cost

Schedule or budget, which is most important?

Who is the customer?

Acquisition Strategy

DM’s Thought Process on
Design-Build Challenges in USCENTCOM Area of Operations

- Use of foreign A-E firms, non-US registered.
- Setting a time period for design completion, i.e., requirements can be difficult.
- Similarly, US firms' compliance with host nation standards has been problematic.

Design-build contractor owns everything including equipment following his own design within 150 days of contract award.
Questions