

Industry Day Special Focus Areas

Presented by:

Cory Clayton

Officer in Charge

John Philpott

Program Manager

22-23 MAR 2016



US Army Corps
of Engineers®

AGENDA

USG Topics

- Foreign Military Sales Program
- Federal Acquisition Regulation
- Bidder Inquiry-Dr. Checks-RMS RFI's
- RMS/QCS-QC vs. QA
- Submittal Procedures
- KO/PE/ACO/COR/PM roles and responsibilities



22-23 MAR 16

2

UNCLASSIFIED



BUILDING STRONG[®]

Foreign Military Sales/Foreign Assistance (FMS)

- FMS is a DOD/DOS program to provide US Military goods and services to Foreign Nations to support their National Sovereignty and Defense.
- A fundamental part of US Foreign Policy
- Promotes interoperability for coalition partners
- Bolsters the US Economy-Military Industrial, Technical Service Sectors, Construction Sectors, and Commercial Item Goods and Services
- Defrays certain US Military Development and Support Costs
- Theoretically, reduces impacts to the US Military and its service men and women
- At NO Cost to USG-Administered by DSCA
- Bottom Line: IF the HN comes to us, they are looking to fulfill a REAL NEED

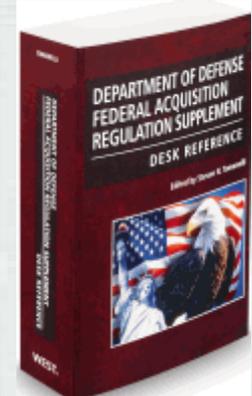
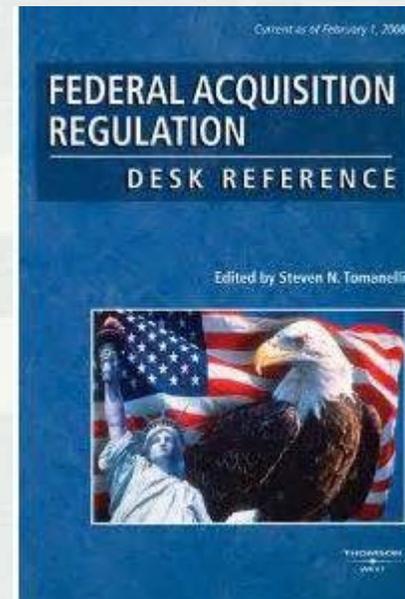


22-23 MAR 16



Federal Acquisition Regulation (FAR)

- Although HN funded, all contract actions are bound by the FAR
- Contract actions subject to Procurement Integrity Laws
- Continuous environment of change and procedural oversight
- Promotes Fairness and Integrity, and ensures Intellectual Property
- Protections for USG, the Host Nation, and the Contractors/Sub-contractors
- Requires diligence and vigilance to minimize bureaucratic impacts to the programs
- Promote competition, fair and reasonable pricing, fiduciary responsibility to HN funds, ensures due process



22-23 MAR 16

Bidder Inquiry-Dr. Checks-RMS RFI's

- Bidder Inquiries via Dr. Checks system during solicitation phase
- Read the solicitation, contract clauses, specs, and drawings
- If you don't understand something, ask the questions
- Start early to minimize delays to the program
- Document all questions from Site Visit in Dr. Checks system
- Documents opportunities for Improvement/Systemic Issues
- Questions and Request for Information after award via RMS RFI process
- Contractor must initiate the RFI in the system to make it actionable
- Ensure you have a competent QA/RMS staff
- Documents concerns, and drives procedural process in event of changes



22-23 MAR 16



Resident Management System (RMS)/Quality Management System (QMS)

- Contractor responsible for Quality Control-QMS System
- USACE conducts Quality Assurance-RMS System
- Main Contract performance repository
- Daily Reporting-document, document, document
- Schedule integrity-invoicing
- RFI's, Submittal Tracking, MOD's



22-23 MAR 16



Submittals

READ THE SUBMITTAL REQUIREMENT SECTION(S)

- Provide the information in the format required
- Provide the data/information as required
- IF we ask for it, provide it or address it somehow in submittal
- Spend the time and money to provide reviewers info
 - Label and tag as necessary
- Maintain Submittal discipline-if resubmit needed, do it quickly



22-23 MAR 16



Roles & Responsibilities

- Contracting Officer (KO) is ONLY person to direct the contractor for work
- Alternate Contracting Officer (ACO) may be used in certain situations- responsibilities defined in their appointment letter
- Contracting Officer Representative (COR) monitors contractor performance-duties clearly spelled out in their appointment letter
- Project Engineers and Construction Representatives-field Quality Assurance and contract oversight for the KO.
- PM-Primary Role in pre-award; post award, responsible for customer interface
- IF THE KO didn't give direction in writing, or by verbal, Don't do it.



22-23 MAR 16



AGENDA

Host Nation Topics

- Security and Base Access
- Who's the boss?
- OMC and Embassy
- Host Nation Labor Laws
- Local Economy-
Material/Equipment/Labor



22-23 MAR 16

9

UNCLASSIFIED



BUILDING STRONG[®]

The Kingdom of Saudi Arabia



22-23 MAR 16

10

UNCLASSIFIED



BUILDING STRONG®

Security and Base Access

- Requirements differ by base
- Continual changes in requirements (protocol)
- Requires strict discipline and attention
- Recommend specific personnel dedicated to base badges, visas, iqama's, etc.
- Multiple levels of security depending on location-independent
- Rules for personnel, materials, equipment-plan ahead and have adequate staff
- Must develop and maintain a strong relationship with S/L at bases



22-23 MAR 16



Project Stakeholders

- KO is responsible for all contractual matters.
- Agency HQ
- Base Command
- Facility Commanders
- Individual End Users.
- Ministries
- Utility Providers



22-23 MAR 16

12

UNCLASSIFIED



BUILDING STRONG[®]

OMC and Embassy

- MOD/USMTM
- MNG/OPM-SANG
- MOI/MOI-MAG/MIPF-TAG/EMBASSY
- Protocols and Project Development and Implementation dependent on client



22-23 MAR 16

13

UNCLASSIFIED



BUILDING STRONG[®]

Host Nation Labor and Sponsorship

- Must know and follow all Host Nation labor laws
- Acquire and Maintain a BonaFide Sponsor-key in ensuring timely igama/VISAs for workforce
- Must provide proof of sponsorship, sub-contractor agreements, and contract agreement\

 - Area Clearance (USACE provided proof of contract with USG)
 - Base Access (Contractor)
 - Badging/Permitting (Contractor)



22-23 MAR 16



Local Economy

- Know and understand available materials and equipment
- NO US ONLY REQUIREMENT (TYPICALLY)
- HN desire to spend their money in their economy.
- Must meet requirement to hire HN personnel or resolve with Ministry.
- Local Economy continues to mature providing more and more design/construction options



22-23 MAR 16

