2012 SAME Small Business Conference
for DOD Engineering, Construction and Environmental Programs

Transatlantic Division Operations

Presenter:
COL Jon Christensen
Commander, Middle East District

December 11, 2012

US Army Corps of Engineers
BUILDING STRONG®
The Transatlantic Division provides design, construction execution and related engineering services to U.S. Central Command and other activities within the CENTCOM area of responsibility to establish the conditions for regional security, stability and prosperity; and on order, support for USACE worldwide contingency operations.
Transatlantic Division Structure

U.S. Army Corps of Engineers

Transatlantic Division

Middle East District

Afghanistan Engineer District - North

Afghanistan Engineer District - South
TAD Forward Leadership

COL Nicholas E. Krupa
Assistant Division Commander for Operations
Transatlantic Division - Kabul

COL Clinton R. Pendergast
Deputy Commander-Forward - Camp Arifjan, Kuwait
Transatlantic Division

TAD District Leadership

COL Jon L. Christensen
Commander
Middle East District

COL Alfred A. Pantano, Jr.
Commander
AED-North

COL Vincent V. Quarles
Commander
AED-South
Key Contacts

Deborah Duncan  
MED Deputy for Programs and Project Management

Troy Collins  
AED-North Deputy for Programs and Project Management

Julio Arocho  
AED-South Deputy for Programs and Project Management

Colleen O’Keefe  
TAD Regional Contracting Chief

Carl Stubbert  
TAD Deputy Regional Contracting Chief

Darralyn Williams  
MED Contracting Chief

Mike Weaver  
Deputy for Small Business

Susanne Wear  
AED-North Contracting Chief

Gale Ross  
AED-South Contracting Chief
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
TAD’s Customers, Stakeholders

- U.S. Central Command and component services
- Department of Defense agencies
- Interagency partners
  - Department of State
  - U.S. Agency for International Development
- Foreign agencies
### Programs Overview

**Total Program**

- **Planned**: 131 @ $2,344M
- **Ongoing**: 452 @ $6,485M

#### Country/Program

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**Note:**

- As of 10OCT2010
- BUILDING STRONG® UNCLASSIFIED//FOUO//PROCUREMENT SENSITIVE
Types of Work – Afghanistan

- Road inspection
- Surveying
- Aircraft operations
- Roads
- Concrete/masonry
- Construction
- Perimeter
- Afghan National Army facilities
- Power generation
- Medical facilities
- Dahla Dam
- Afghan Police compound
Types of Work – Middle East

Waterfront development

Fire protection

Aircraft operations

Roads

Pavements

Medical facilities

Fuel facilities

Contingency Standard Designs

Power generation

Border crossing

Barracks

Storage facilities
Transatlantic Division: Small Business Program

- FAR Part 19 applies to the United States or outlying areas
- No mandate for small business goals at TAD since all work is overseas
- But...
  - Middle East District had $22 million available for U.S. Small Business concerns
    - Small purchases, such as IT services and supplies
    - Engineering services
  - TAD consistently achieved more than 20% in FY12, contributing to USACE goal of 39%
    - Women Owned: 3.48% (USACE goal 7%)
    - Service Disabled Veteran Owned: 2.99% (Goal 4%)
Including the Small Business Community in TAD Awards

- Follow FAR and DFARS guidance
- Most small business awards result from simplified acquisition actions
- Small business participation goals are included in overseas contracts as evaluation factors
- Set realistic goals for U.S. and foreign-owned firms
- Emphasis on helping countries’ economies and building capacity
U.S. Business Opportunities Overseas

- Small businesses should
  - Become familiar with USACE projects overseas
  - Seek partnerships with experienced firms working overseas
  - Become involved with professional organizations
- Contact large businesses working on USACE projects overseas to seek sub-contracting opportunities
- Look to other agencies (State Department, Defense Logistics Agency) for opportunities
- Contact Department of Commerce Trade Section for trade mission information and to sign up for alerts: trade.gov
- Monitor overseas embassy websites
Foreign-Owned Business Opportunities

- TAD supports local foreign-owned business opportunities that exist within the U.S. Central Command area of operations through the Section 886 Afghanistan First Program
    - Creates business opportunities for Afghan companies and jobs for Afghan citizens (capacity and business development)
    - Promotes economic development and stability
    - Allows set-asides to Afghan firms without requiring a jurisdiction and approval document
    - Is based on dollar value and complexity
South Caucasus, Central Asian States

- Section 801, Public Law 111-84, FY2010 National Defense Authorization Act
  - Provides temporary authority to acquire products or services from the SC/CAS states when the acquisition is in support of military or stability operations in Afghanistan
  - May acquire under limited competition or a preference for the products or services
  - Promotes regional economic development
  - Promotes use of Northern Distribution Network
  - Current USCENTCOM Policy provides preference for the “Stans” – Tajikistan, Uzbekistan, Turkmenistan, Kyrgyzstan, and Kazakhstan

- TAD is partnering with the Defense Logistics Agency on opportunities for CAS nations to supply some construction materials and end items as government-furnished equipment and global-furnished management

- See tam.usace.army.mil/Contracting.asp
Contracting Strategy

- Firm-fixed-price and cost-reimbursement contracts and task orders
- Full and open competition
- Limited competition
- Construction Multiple Award Task Order Contracts (MATOCs)
  - MATOCs for USCENTCOM AOR: 14 contracts, $3.8 billion capacity over 5 years
- Architect-engineer Single Award Task Order Contracts (up to 7)
Projected Awards

- Middle East/Central Asia projects – a list of upcoming projects can be found at: tam.usace.army.mil
  - Approximately 62 projects – valued at $760 million – estimated for award in FY-13
  - Projects are synopsized on Federal Business Opportunities: fbo.gov
- Almost all projects in Afghanistan are expected to be awarded by the end of December
  - Only a few will carry over into CY 2013 for award aed.usace.army.mil/AEN-Index.asp
    aed.usace.army.mil/AES/index.asp
Overseas Construction Challenges

- **Base access**
  - Base passes, CACs, search pits, escorts
  - Resident status and resident visas
  - Vehicles and materials/equipment

- **Logistics and support**
  - Ordnance clearance
  - Evacuation plans
  - Contractor mobilization and lay down areas
  - Power/utilities (capacity/type)
  - Medical services unavailable in remote locations
  - Staff housing/transportation sometimes in off-base locations

- **Local sponsorship** – host nations’ requirements for registration
Construction Challenges (Continued)

- Materials and equipment
  - Local procurements and small purchases
  - Licensing, insurance, disposition

- Physical security
  - Personnel, including subcontractors
  - Job site, including equipment, materials and completed work

- Safety

- Life support - multinational workforce, communications

- No small business offices OCONUS; embassy offices not staffed for support
Qualities of Successful Contractors

- Contractors that are competent, engaged and well versed in prime contractor management in the countries in which they’re operating

- Prime contractors that:
  - Directly participate in day-to-day construction activities
  - Engage in leading and mentoring the workforce
  - Ensure workers get paid on time and get paid fairly

- Contractors that protect the workforce and job site with thorough security and accident prevention plans
  - *Daily enforcement and communications!*

- Contractors with a detailed schedule of each task for job completion
Points of Contact

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Engineering Excellence!