

# ***72d Air Base Wing***

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## ***TINKER AFB Construction***



**AFSC/PZIOC  
Construction Contracting  
19 June 2024**

**U.S. AIR FORCE**

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# Overview



- **Federal Contracting**
  - **Tinker Small Business Office & SBA**
- **Tinker Contracting & Project Forecast**
- **Overview of GOV Team**
- **Proposals**
- **Questions**



# AFSC Portfolio





# ***Doing Business with the Government***

## **5 Steps to do Business with the Government**

**01**

**STEP 1: EDUCATE** Yourself  
on How to Do Business with  
the Government



**02**

**STEP 2: Define Your  
PRODUCT / SERVICE and  
IDENTIFY Your MARKET**



**03**

**STEP 3: REGISTER** Your  
Company to do  
Business with  
Government



**04**

**STEP 4: Find Government  
OPPORTUNITIES**



**05**

**STEP 5: Ready to  
PROPOSE**



<https://www.afsc.af.mil/Units/SBO/>



# *Educate*

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- **APEX Accelerators (Previous PTAC)**
- **Small Business Administration**
- **Marketing to DOD resource Guide**
- **Talk to local SBO**
- **Government Invoicing**
- **Government Contract Policy**



# ***Define Product/Service***

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- **What Service Code/Federal Stock Class**
- **Identify NAICS Code**
- **Find out who is buying through USA Spend**
  - **SAM.gov**
- **Set search filters in SAM based on what we buy (See DoDAAC list in useful links)**



# ***Register***

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- **Register in SAM (APEX can help)**
- **Update DSBS**
- **Register in through all procurement channels for local, state, and federal**



# ***Find Opportunities***

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- All >\$25k on Sam.gov
- Respond to RFI
- DLA Defense Internet Bid Board
- GSA
- Supply Chain Parts
  - Contact SASPO Program Office for Qualification Requirements
- Sub-Contracting Opportunities
  - SBLO at Prime Contractors
  - SBO at each Agency





# *Ready to Propose*

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- **Ensure you follow instructions RFP/RFQ**
- **Contact the buying office if you do not understand**
- **Never leave anything blank if they tell you to address**



# ***Role of SB Office***





## Useful Links

- 
- **AFSC Customer Engagement Guide**
    - [Spring 2024 AFSC Customer Engagement Guide](#)
  - **Follow us on LinkedIn**
    - [Small Business Office, Air Force Sustainment Center | LinkedIn](#)
  - **AFSC Strategic Contracting List**
    - [Strategic Contract List Jan 2024](#)
  - **AFSC SBO Website**
    - [Air Force Sustainment Center > Units > SBO \(af.mil\)](#)
  - **AFSC Contracting DoDAAC List**
    - [AFSC DoDAAC List 04Jan24.pdf \(afpims.mil\)](#)



# ***Tinker AFB 72d ABW***



- **Headquarters for AFSC**
- **Oklahoma City Air Logistics Complex, OC-ALC**
- **44 Associate units**
- **6 Major Commands**



# Government Team



- **Roles and Responsibilities**
  - **Contracting Officer/Contract Specialist**
  - **Contracting Officer Representative (COR)**
  - **Project Manager**
  - **Inspector**
  - **Government User**



# ***PZIOC Construction***



- **Contracting Office for Construction projects**
- **Vehicles:**
  - **MACB**
  - **MACC \*new\***
  - **R3M (Roofing)**
  - **SABER & SATOCs**
  - **"8(a) Business Development Program"**



**MACB**



- 
- **Multiple Award Contract (MAC) Basic Ordering Agreement (BOA)**
    - **Not a contract**
    - **Competitive**
  - **Annual Invitation – July 2024**
    - **Posted on SAM.gov**
    - **Onboarding**



# Tinker MACB Projects



Project Title	Estimate Range	Project Title	Estimate Range
SET UNIT AND SEAL AROUND CURB, B1	\$100K - \$500K	RENOVATE STRIPING PLAN FOR ALC RAMP, B51117	\$1M - \$5M
REPAIR & REPLACE STANDBY GENERATOR FOR B117	\$100K - \$500K	REPAIR FACILITY HVAC CONTROL SYSTEM, B2122	\$1M - \$5M
WIDEN SHOULDERS OF TAXIWAY C	\$100K - \$500K	REPLACE BLOWERS WITH WALL FAN BLOWERS, FAN DECK 8S, B3001	\$1M - \$5M
REPAIR BASKETBALL COURT, BLDG 5520	\$100K - \$500K	REPAIR TRANSFORMER VAULT 6, BLDG 9001	\$1M - \$5M
REPAIR EDGING ALONG TAXIWAY AND APRON EDGES	\$100K - \$500K	REPLACE CHILLER SERVING BEARING SHOP, BLDG 3001	\$1M - \$5M
		REPAIR FIRE SUPPRESSION SYSTEM, MAINT HANGAR B2280	\$1M - \$5M
REPLACE UNIT SUBSTATION & SWITCHGEAR, COL V51, BLDG 3001	\$500K - \$1M	DEMO UTILITY PITS OC-ALC AIRCRAFT APRON, B51117	\$1M - \$5M
RENOVATE RESTROOMS, POST CY AND 2C7, B2121	\$500K - \$1M	REPAIR HVAC DIFFUSER AND DUCTOWRK, B3001 POST P51-R59	\$1M - \$5M
REPAIR PAVEMENT TO FOUNDATION, B260	\$500K - \$1M	REPAIR DUCTWORK, POST P-39, B3001	\$1M - \$5M
PERFORM STUDY TO DETERMINE SECURITY REQUIREMENTS, B62516	\$500K - \$1M	REHAB TANKS 62501E & 62501W	\$1M - \$5M
INSTALL MNS & REPLACE HEAT DETECTORS, B976	\$500K - \$1M	REPAIR STORM DAMAGED FACILITY, B5922	\$1M - \$5M
RENOVATE AREAS FOR 72ABW/CVB, B1	\$500K - \$1M	INSTALL NEW GENERATORS BUILDING 820 AND 825	\$1M - \$5M
REPLACE VAULT AND FUEL TANK, B1032	\$500K - \$1M		
REPLACE VAULT AND FUEL TANK, B3202	\$500K - \$1M	REPAIR BY REPLACEMENT 4 UNIT SUBSTATIONS, B3221	\$5M - \$10M
SUSTAIN REPAIR GENERATOR, B988	\$500K - \$1M	REPAIR FIRE SUPPRESSION SYSTEM, MAINT HANGAR B2136	\$5M - \$10M
RENOVATE RESTROOMS, B 117	\$500K - \$1M	REPAIR CHILLER, B3221	\$5M - \$10M
REPAIR STRUCTURAL DISPLACEMENTS, B989	\$500K - \$1M		
REPAIR OVERHEAD DOORS, FIRE STATION, BLDG 989	\$500K - \$1M		
REPAIR INSTALL ADA ELEVATOR IN B510	\$500K - \$1M		





# MACC



- **Multiple Award Construction Contract (MACC)**
  - **Is a contract**
  - **Competitive**
- **Upcoming Industry Day**
  - **Posting on SAM.gov– Market Research**



**R3M**



- **Roof Repair, Replacement & Maintenance (R3M)**
  - **AFICC - [AFICC.R3M.RoofingProgram@us.af.mil](mailto:AFICC.R3M.RoofingProgram@us.af.mil)**
  - **Mandatory Use**
  - **Commercial roof replacement, preventative maintenance, corrective repair, and inspection/testing services**
    - **Multiple Award Contracts (MACs)**



# ***SABER & SATOCs***



- **Simplified Acquisition of Engineered Requirements (SABER)**
  - Is a contract for construction services
  - maintenance, repair, alteration, renovation and construction
  - Sole Source, 1 Contractor
  
- **Single Award Task Order Contract (SATOC)**
  - Is a contract for a specific discipline or construction service
  - Examples:
    - Mechanical
    - Fire Protection



# ***Solicitation to Proposal***



- 
- **Determine strategy for project**
  - **Site Visits for each project**
  - **Request for Information (RFI)**



# Proposals - Competitive



## ■ Proposal Adequacy

### ■ Competitive

- Proposal in accordance with Instructions to Offerors
- Contractor shall successfully perform ALL work in accordance with Statement of Work, drawings, etc
  - Market sets the price...must have two technically acceptable offers to determine price fair and reasonable based on competition
  - All pricing must be included, the government cannot make assumptions regarding additions or omissions
  - Omitting cost from proposal is not means for equitable adjustment post award



# Proposals - Sole Source



## ■ Proposal Adequacy

### ■ Sole Source

- Price analysis below \$2M
- Cost analysis above \$2M
- Contractor shall successfully perform ALL work in accordance with Statement of Work, drawings, etc
  - All pricing must be included, the government cannot make assumptions regarding additions or omissions
  - Omitting cost from proposal is not means for equitable adjustment post award
- Provide assumptions, exceptions, conditions that impact work or price



# Proposals Sole Source



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## ■ Technical Proposal

### ■ Project Narrative

- Demonstrate clear understanding of the project scope

### ■ Schedule and Planning

- Reasonable and realistic sequence of events
- Long lead materials
- Account for approvals (permits, submittals, inspections, etc)



# Proposals Sole Source



- **Price Proposal**
  - Contractor bears burden of supporting cost
  - Cost model with non-static formulas
  - CSI Master Format – Level 4
  - Provide basis of estimates
- The CO must determine subcontract prices as fair and reasonable (FAR 15.404-3)
  - The prime contractor shall
    - Conduct cost or price analysis of the subcontractor,
    - Include the results of the analysis in the proposal, and
    - Submit subcontractor certified cost or pricing data





# *Proposals*



- 
- **Technical Evaluation of Acceptability**
  - **Fair and Reasonable Determination**



# Contact



- **Send your capability statement to SB & PZIOC**
  - **Rachel Silva – Construction Contracting Section Chief**
  - [Rachel.silva.1@us.af.mil](mailto:Rachel.silva.1@us.af.mil)



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