

# Federal Highway Administration



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## Federal Markets Conference

Frank Waltos and Melissa Hogan



# BUSINESS FORUMS

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## **1. STATE DOT's**

- **Prime / Sub-Contracts**

## **2. DIRECT FEDERAL**

- **Prime / Sub-Contracts**
- **Co-operative Agreements / Grants**
- **Simplified Acquisitions**
- **Purchase Card**



# BUSINESS CENTERS

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- **FHWA Headquarters**
- **Office of Federal Lands Highway (FLH)**
  - **Eastern Federal Lands Highway Division**
  - **Central Federal Lands Highway Division**
  - **Western Federal Lands Highway Division**





# Eastern Federal Lands Highway Division

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- Proposal evaluation stage for highway bridge and design work IDIQs
  - 4 separate solicitations
- Based on previous years
  - Approx. 30-40 task orders per FY
  - Approx. \$250,000 - \$300,000 per task order
  - Firm-fixed price task orders



# Eastern Federal Lands Highway Division (con't)

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- Several other active IDIQs:
  - Transportation planning, environment, asset management
  - Bridge inspection
  - Highway traffic monitoring
  - Geotechnical engineering and pavement design
  - Construction inspection
- Based on previous years
  - Approx. 50-60 task orders per FY
  - Approx. \$75,000 - \$150,000 per task order
  - Firm-fixed price task orders
- Upcoming requirements posted on FBO



# Central Federal Lands Highway Division

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- Full service design IDIQ
- Anticipated solicitation date, February 2012
  - Based on previous years
    - Approx. 45-50 task orders per FY
    - Approx. \$140,000 per task order
    - Firm-fixed price task orders



# Central Federal Lands Highway Division (con't)

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- Construction inspection services
- Anticipated solicitation date, February 2012
  - Based on previous years
    - Approx. 40-45 task orders per FY
    - Approx. \$140,000 per task order
    - Firm-fixed price task orders



# Central Federal Lands Highway Division (con't)

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- Specialty IDIQs
  - Geotechnical
  - Surveying
  - Hawaii
- Upcoming requirements posted on FBO
- More information on A-E contracting with Central Federal Lands Highway Division:  
<http://www.cflhd.gov/contracting/ae/>



# Western Federal Lands Highway Division

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- IDIQs for A-E work awarded in FY 2010
- Based on previous years
  - Approx. 50-75 task orders per FY
  - Most task orders under \$100,000, but can range from \$5,000 to over \$1 million
  - Mostly firm-fixed price task orders, some labor hour
- Upcoming requirements posted on FBO
- More information on A-E contracting with Western Federal Lands Highway Division:  
<http://www.wfl.fhwa.dot.gov/contracting/ae/>



# A-E SERVICES

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- **Acquisitions follow FAR Part 36**
- **Must advertise in FedBizOpps**
- **Firm-Fixed-Price Awards**



# Rules & Regulations

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- **Federal Acquisition Regulation (FAR)**  
(<https://www.acquisition.gov/FAR/loadmainre.html>)
- **Office of Management & Budget Circulars (OMB)**  
(<http://www.whitehouse.gov/omb/>)
- **Transportation Acquisition Regulation (TAR)**  
(<http://www.dot.gov/ost/m60/tamtar/tar.htm>)
- **North American Industrial Classification System (NAICS)**  
([http://www.sba.gov/sites/default/files/Current\\_Size\\_Standards\\_Table.pdf](http://www.sba.gov/sites/default/files/Current_Size_Standards_Table.pdf))



# Marketing to FHWA

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## **Who are my potential customers ?**

- **Federal**
- **State**
- **Transit Authorities**
- **Private Sector Contractors**



# Contracting Methods

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## **Major Procurement Preference Program**

- **Small Business.....[set-aside authority]**
- **8(a).....[set-aside authority]**
- **HUBzones.....[set-aside authority]**
- **SDVOSB.....[set-aside authority]**
- **WOSB/EDWOSB..... [set-aside coming]**
- **Full and Open**



# Marketing to FHWA

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## **Where can I find requirements?**

- **Procurement Forecast**  
(<http://osdbu.dot.gov/Procurement/index.cfm>)
- **GSA Federal Supply Schedule**  
(<http://gsa.gov/portal/category/100000>)
- **FedBizOpps** (<https://www.fbo.gov/>)
- **Register in CCR-Dynamic Search**  
([http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm))
- **Consider partnering**



# Performance

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- **Government Expectations**
  - Accomplish requirement
  - Stay within schedule and budget
- **Contractor/Recipient Responsibilities**
  - Accomplish requirement
  - Stay within schedule and budget
  - Past Performance
- **Ethics**



# Federal Markets Conference

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- **Questions?**

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