



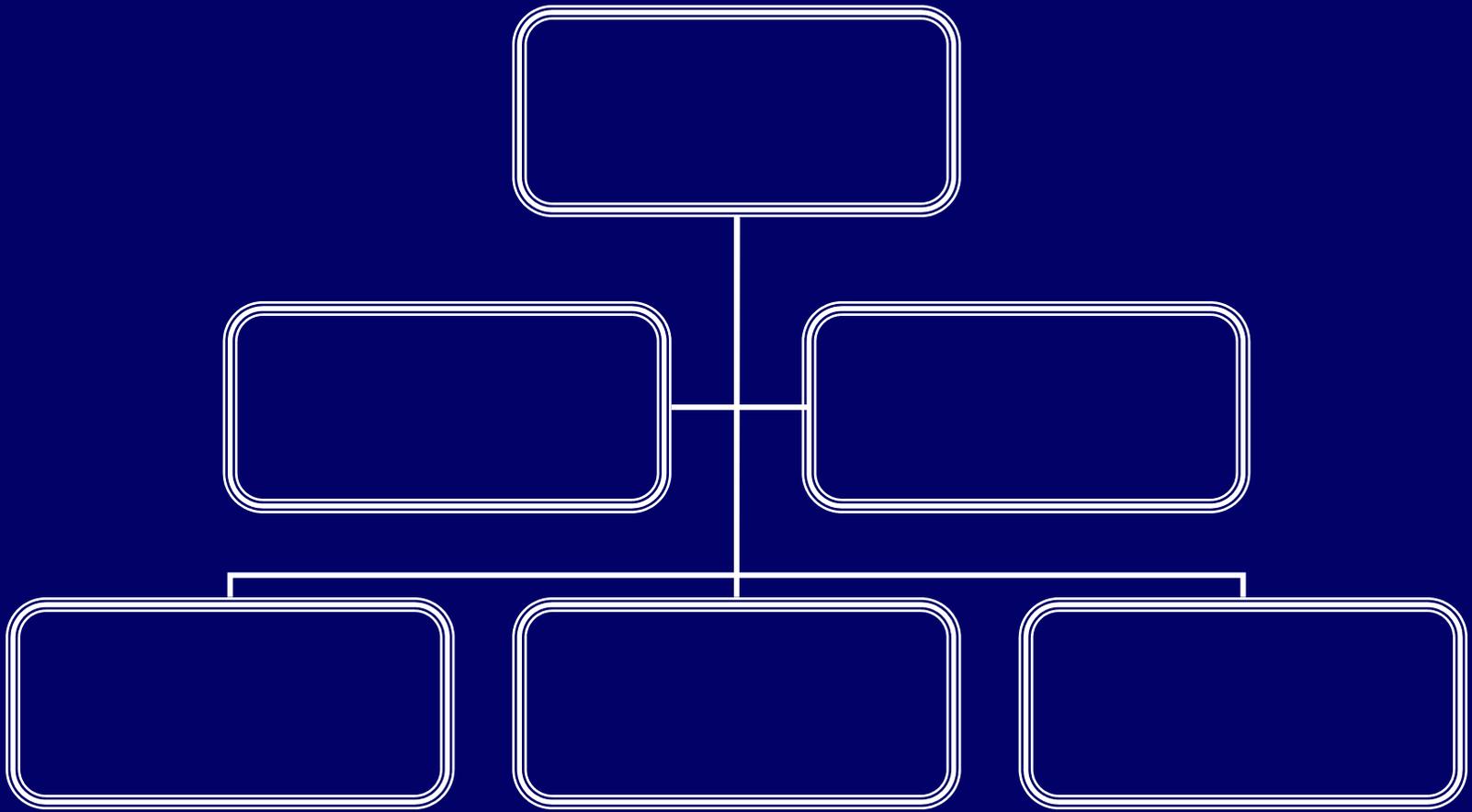
Cincinnati Procurement Operations Division

CPOD

2008 EPA CONTRACTOR FORUM

Cristina Thompson





OOOO Service Center

OOOO Service Center supports the following mega Research Laboratory and Research Centers:

- National Risk Management Research Laboratory (NRMRL)
- National Center for Environmental Assessment (NCEA)
- National Center for Environmental Research (NCER)
- National Homeland Security Research Center (NHSRC)
- Office of Air and Radiation (OAR), Office of Transportation and Air Quality (OTAQ)



Office of Water Service Center

Office of Water Service Center supports the following:

- Four Program Offices:
 - Office of Science and Technology (OST)
 - Office of Ground Water Drinking Water (OGWDW)
 - Office of Wastewater Management (OWM)
 - Office of Wetlands, Oceans and Watersheds (OWOW)
- Three staff offices, a communications team and the American Indian Environmental Office



Specialized Service Center

Specialized Service Center provides contracting support for construction/ A&E requirements Agency wide, simplified acquisitions, GSA orders, capital equipment purchases and commercial acquisitions for the following:

- National Risk Management Research Laboratory (NRMRL)
- National Center for Environmental Assessment (NCEA)
- National Center for Environmental Research (NCER)
- National Homeland Security Research Center (NHSRC)
- Office of Air and Radiation (OAR), Office of Transportation and Air Quality (OTAQ)
- Office of Water (OW), Technical Support Center (TSC)



Accomplishments

		FY 2008 As of March 2008	FY 2007
SB	Dollars Obligated	\$27,642,668	\$73,856,809
	%	37.43%	42.17%
	# of actions	231	633
SDB	Dollars Obligated	\$5,867,785	\$14,335,031
	%	15.38%	18.22%
	# of actions	23	76
8(a)	Dollars Obligated	\$5,490,396	\$17,570,997
	%	7.43%	10.03%
	# of actions	46	144
WOSB	Dollars Obligated	\$6,405,637	\$16,795,255
	%	8.67%	9.59%
	# of actions	35	117
HubZone	Dollars Obligated	\$5,852,805	\$5,421,448
	%	7.92%	3.10%
	# of actions	18	50
SDVOSB	Dollars Obligated	\$914,504	\$3,999,796
	%	1.24%	2.23%
	# of actions	12	53



Upcoming Requirements

- Test and Evaluation (T&E) Facility (Operations and Support) - expires 5/31/09 - probably will be 541712
- On-Site Laboratory Support for APPCD (RTP) - expires 2/28/09 - 541712
- Technical Support for Human Health Risk Assessment - various contract expiring starting 9/30/08 - anticipate award 11/1/08 - 541990
- STREAMS - expires in 2010 - 541712



Getting The Most From Debriefings



Keys to a Successful Debriefing

- Timely Request
- Understanding the Rules
 - What can't be disclosed
 - What can be disclosed
- Technical Submission Feedback
- Cost/Price Submission Feedback
- Tips

Timely Request

1. Must be written.
2. _____
award.
3. Should occur no later than 5 days after receipt of the written request.
4. A CO may delay a debriefing until after award.
5. Offerors are entitled to only one debriefing per proposal.
6. *Debriefings may be done orally or in writing.

Note that the current preference at EPA is to do oral debriefings.



Understanding the Rules

What CAN'T be disclosed

A. Preaward

1. Number of offerors
2. Identity of other offerors
3. Content of other offerors' proposals
4. Evaluation of other offerors
5. Ranking of other offerors
6. Trade secrets, privileged or confidential information, etc. should not be released

B. Postaward

1. Trade Secrets.
2. Privileged or confidential manufacturing processes and techniques
3. Commercial and financial information that is privileged or confidential
4. Names of individuals providing reference information about an offerors' past performance



Understanding the Rules

What CAN be disclosed

Preaward

- ❑ Evaluation of significant elements in your proposal
- ❑ Summary of the rationale for the elimination from the competition
- ❑ Reasonable responses to relevant questions about whether source selection procedures were followed in the process of eliminating the offerors from the competition.

Postaward

- ❑ Evaluation of significant weaknesses or deficiencies of your proposal.
- ❑ Your overall evaluated cost or price, technical rating and past performance
- ❑ Successful offerors evaluated cost or price and overall technical rating
- ❑ Summary of the rationale for award
- ❑ For acquisitions of commercial items, the make and model of the item to be delivered by the successful offeror and
- ❑ Reasonable responses to relevant questions about whether source selection procedures contained in the solicitation, applicable regulations, and other applicable authorities were followed



Technical Submission Feedback

- Were resumes and experience relevant to requirement?
- Were individuals in the technical submission identified in the cost submission?
- Was subcontracting plan acceptable (If full and open requirement)?

Cost/Price Submission Feedback

- ❑ Inquire about LOE Hours and ODCs matching RFP Specifications
- ❑ Inquire about documentation supporting proposed labor rates and indirect rates
- ❑ Inquire about the realism of the proposal (e.g. evaluated cost)

Tips

- Be on Time
- Bring your cost and technical proposal to the debriefing
- Seek postaward debriefing if excluded from competitive range
- Ask about overall presentation of proposal
- Recognize hidden opportunities
 - Use the debriefing as a “lessons learned”
 - Use the debriefing to market your company to the agency
- Ask for Tips

Questions