



NAVY ACQUISITION REFORM INFO-ALERT



13 July 1998

Issue 108

NAVY ACQUISITION REFORM HOMEPAGE: <http://www.acq-ref.navy.mil>

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BASE OPERATIONS SUPPORT CONTRACT AWARDED TO 8(a) CONTRACTOR

Engineering Field Activity Northwest (EFANW) recently completed the negotiation and award process for the Base Operations Support Contract (BOSC) for NAS Whidbey Island (NASWI) with a small disadvantaged business under the Small Business Administration's 8(a) program. The contract is a combination firm fixed price/indefinite quantity with award fee type contract, and has an estimated value of \$85 million over five years. This contracting solution, while not unique, is unusual for a contract of this magnitude and for these services. The services received were adequate, but not outstanding, despite an award fee incentive. This was due, in part to the "low bid" contracting approach. NASWI indicated a desire to have a contract that would provide exceptional service and minimize the customary disagreements in BOS contracts.



Since NASWI had undergone a mission change and added several new functions due to MAC, a revised specification that accurately described NASWI's requirements was necessary. To satisfy this need, an industrial engineering firm was selected (using Brooks Act procedures) by EFANW to rewrite the BOSC work statement, incorporating performance based specifications and commercial industry standards wherever possible. Although a competitive source selection was originally planned for the procurement, a mutual decision was reached to negotiate sole source under the 8(a) program. This approach was available because the proposed contractor is a tribally owned native Alaskan firm and therefore exempt from the \$3 million competition threshold. Prior to implementing this approach, NASWI and EFANW personnel jointly visited the proposed contractor's offices, existing work sites and contracting agencies in Alaska to assess its ability to perform the contract requirements.



EFANW worked on-site extensively at NASWI during specification preparation, and solicitation of the requirement and also assisted NASWI to coordinate the changes in specification requirements, with the industrial engineering contractor. EFANW compared and contrasted existing, new, and changed requirements for the customer and contractors, and led the negotiating team to a successful result. EFANW will also be an active participant in the formal partnering feature of the awarded contract.

Prior to requesting the contractor's price proposal, EFANW chaired a discussion with all parties to ensure mutual understanding of, and familiarity with, the specification. This enabled the customer and contractor to reach agreement on the extent of necessary services without the added pressure and distraction of price negotiation. Price negotiations were simplified as a result of this effort.

EFANW's efforts resulted in a full understanding of contract requirements by all parties and an excellent contract performance start with unparalleled customer satisfaction.

