



SAME KITTYHAWK INDUSTRY DAY

PANEL SESSION

CURRENT PROCUREMENT VEHICLES

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GLOBAL MISSION SUPPORT

- Architecture
- Engineering
- Military planning
- Conservation & planning
- Compliance
- Restoration
- Operations & construction services

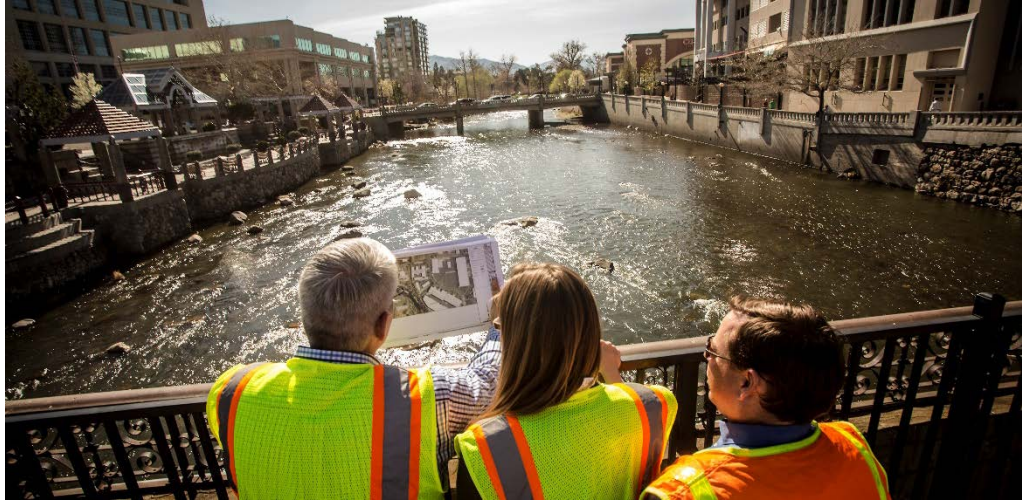
Top Rankings

- No. 1 - Healthcare Design (Modern Healthcare)
- No. 3 - Military Design (Building Design+Construction)
- No. 3 - Top 10 in Environmental Science (ENR)
- No. 6 - A/E Design (ENR)



CONTRACT VEHICLES

- Indefinite Delivery/Indefinite Quantity (IDIQ)
 - Pro: Brooks Act Procurement
 - Pro: Preferred
- Single Award Task Order (SATOC)
 - Pro: Continuity with single contractor
 - Con: Blocks out “specialty contractors”
- Multiple Award Task Order Contract (MATOC)
 - Pro: Multiple Awards
 - Con: “Race to the Bottom” if lowest price technically acceptable



CONTRACT VEHICLES

SMALL BUSINESS SET-ASIDES

- SBA 8a or All SB Mentor-Protégé Program
 - Joint Venture with Mentor
 - Builds SB resume
 - Growth for SB
- LB as a subcontractor/partner
 - Requires established relationship
 - Builds joint resume for future pursuits



CONTRACT VEHICLES

PROPOSAL TYPES

- Full Proposals
 - Pro: More information vs SF330
 - Con: Expensive preparation
- Blanket Purchase Agreements (BPA)
 - Pro: Efficiency for defined scopes
- GSA Schedule
 - Pro: Less proposal effort
 - Con: Less flexible

