



Deputy Assistant Secretary of the Army (Policy & Procurement)

Coalition Provisional Authority Army Contracting Support

Contracting and Subcontracting Opportunities In Iraq

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AGENDA

- Background
 - Rules of Engagement
 - Mission
 - Overview of Contracting Process
 - Funding
 - Business Opportunities
 - Conclusion
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BACKGROUND

Wolfowitz Memoranda

- **Memo Dated May 21, 2003**
 - Designated Secretary of the Army as DoD Executive Agent - Office of Reconstruction and Humanitarian Assistance (ORHA)
- **Memo Dated January 14, 2004**
 - Responsibility assignment of acquisition and program management support to CPA
- DoD provides support to the Secretary of the Army to carry out this assignment of responsibility



RULES OF ENGAGEMENT

- FAR IS THE FEDERAL GOVERNMENT'S PROCUREMENT RULEBOOK
 - OVER 600 LAWS INVOLVED IN FEDERAL CONTRACTING
 - MANY HAVE CRIMINAL PENALTIES FOR WILLFUL VIOLATIONS
 - GENERAL RULE IS FULL AND OPEN COMPETITION - BUT THERE ARE EXCEPTIONS
 - A useful web site for FAR/DFARS is
<http://farsite.hill.af.mil/vffara.htm>
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CONDUCTING BUSINESS WITH THE US GOVERNMENT

- Contracts are awarded to responsible contractors and subcontractors
 - TO BE “RESPONSIBLE” – YOU MUST SHOW:
 - (1) Adequate Financial Resources
 - (2) Ability to Meet the Delivery Schedule
 - (3) Satisfactory Performance Record
 - (4) Satisfactory Record of Integrity and Business Ethics
 - (5) Have Appropriate Controls and Technical Skills
 - (6) Have the Required Equipment and Facilities or Be Able to Obtain Them
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LABOR LAWS

- EQUAL EMPLOYMENT OPPORTUNITY (EEO) APPLIES TO PRIME CONTRACTORS AND SUBCONTRACTORS WITH PERFORMANCE OUTSIDE THE U.S. IF THEY RECRUITED EMPLOYEES WITHIN THE U.S.
 - AGE DISCRIMINATION PROHIBITIONS APPLY EVERYWHERE
 - PROHIBITION AGAINST ACQUIRING PRODUCTS PRODUCED BY FORCED OR INDENTURED CHILD LABOR
 - See list at <http://www.dol.gov/ilab/regs/eo13126/main.htm>
 - OVERSEAS WORKERS COMPENSATION AND WAR HAZARD INSURANCE **APPLIES** TO CONTRACTS IN IRAQ
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ARMY CONTRACT SUPPORT MISSION

Pentagon Office

- Assist PMO in defining contract requirements packages
- Track/validate Contract Actions
- Maintain Central List of Contracts
- Provide contract expertise to CPA staff
- Respond to Congressional inquiries
- Assign Contracts to DoD Buying Activities
- Recruit/deploy Contracting Personnel to Iraq

Baghdad Office

- Assist PMO in defining contract requirements packages
 - Track/validate Contract Actions
 - Maintain Central List of Contracts
 - Provide contract expertise to CPA staff
 - Assists in responding to Congressional inquiries
 - Award / Administer Contracts
 - Advise Ministries on contracting / acquisition Issues
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CONTRACTING PROCESS

Begins w/Requirements Determination-Joint Effort Between Requirements & Contracting Officers

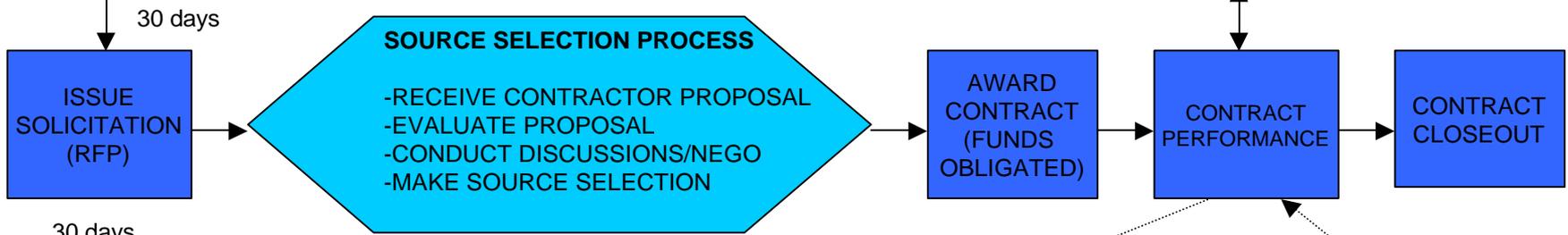
PROCUREMENT PACKAGE

- SOW/SOO
- IGCE
- FUNDING DOC (COMMITMENT)
- OTHER PROCUREMENT - SPECIFIC DOCUMENTS

Performance Validation

During contract performance

- DCMA
- COR/COTR
- Customer
- Contracting Officer



30 days

30-60 days

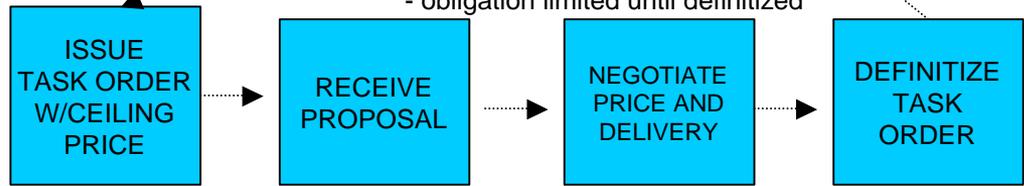
Cost Assessments done during Source Selection, definitization of unpriced orders, and throughout performance

Cost Assessments look at

- Affordable?
- Scope Changes?

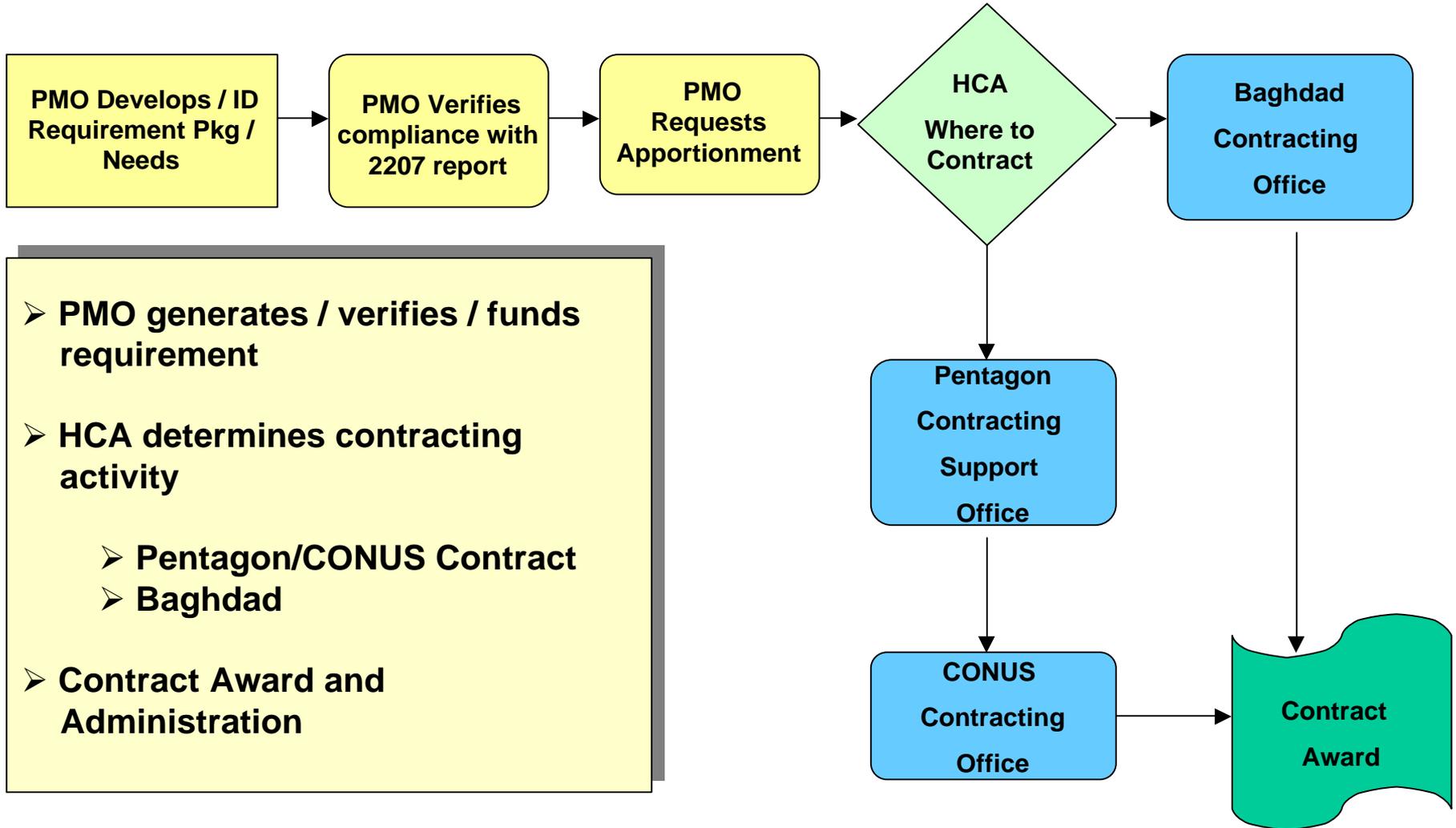
UNPRICED TASK ORDER CYCLE

- definitized within 180 days
- obligation limited until definitized





ACQUISITION SUPPORT PROCESS FOR IRAQ RECONSTRUCTION



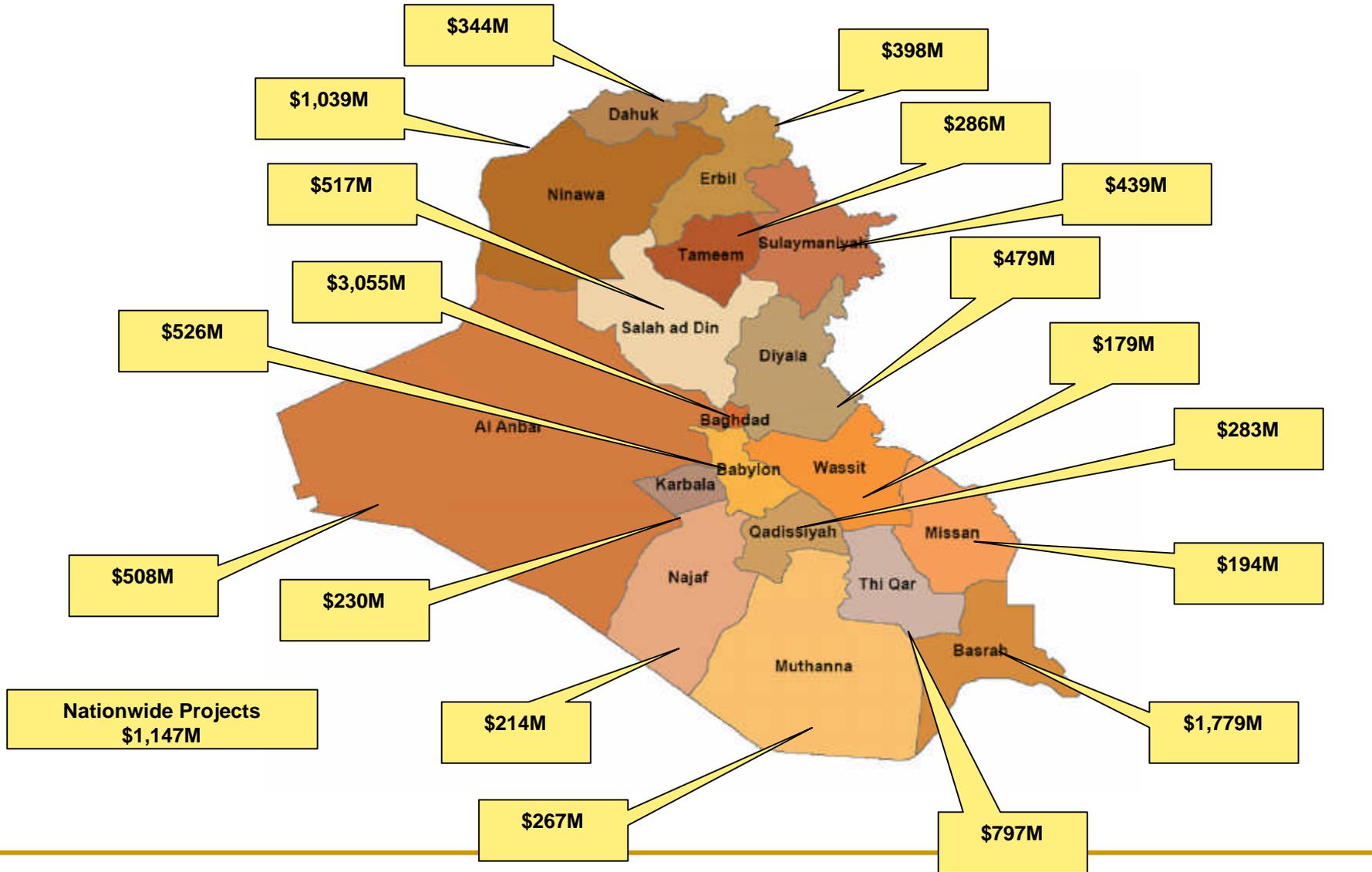


FUNDING FOR NON CONSTRUCTION BUSINESS OPPORTUNITIES IN IRAQ

- Subset of \$87B FY04 Supplemental requested by the President to support GWOT
 - Funds allocated by sector approved by Congress for Iraq reconstruction
 - OMB apportioned funds on a quarterly basis to agencies tasked by the PMO to execute projects
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OPPORTUNITIES IN IRAQ



Acquisition Strategy - Construction - \$5B Capacity

Program Management Office (PMO) Services (Up to \$50M)
\$21,610,501 to **AECOM**

Electrical Sector (Up to \$55M) \$43,361,340 to Iraq Power Alliance JV	Public Works/Water (Up to \$55M) \$28,494,672 to CH2M Hill and PWI JV	Comm/Transp (Up to \$15M) \$8,458,350.05 to Berger/URS JV	Bldgs/Edu/Health (Up to \$15M) \$10,754,664.07 to Berger/URS JV	Security/Justice (Up to \$30M) \$8,458,350.05 to Berger/URS JV	Oil (Up to \$30M) \$8,416,985 to Foster Wheeler
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USAID Capacity Contract (up to \$2B) – \$1.8b max AWARDED TO Bechtel-USA, Parsons-USA, Horne Engineering-USA

Electrical	Public Works/Water	Comm/Transp	Bldgs/Educ/Health	Security/Justice	Oil
\$500K Minimum Up to \$1,500M Generation \$500M Ceiling Fluor-AMEC JV	\$500K Minimum Up to \$1,700M NORTH \$600M Ceiling Fluor-AMEC JV	\$500K Minimum Up to \$ 400M Communications \$75M Ceiling Lucent Technologies World Services, Inc.	\$500K Minimum Up to \$500M Bldgs/Educ/Health \$500M Ceiling Parsons Delaware Inc.	\$500K Minimum Up to \$900M Security/Justice \$900M Ceiling Parsons Delaware Inc.	\$500K Minimum Up to \$827M NORTH Max \$800m CPAF Awarded: 16 Jan 04 Parsons Iraq JV
Transmission & Distribution NORTH \$500M Ceiling Washington Intl Inc	SOUTH \$500M Ceiling Fluor-AMEC JV	Transportation \$325M Ceiling Contract/AICI/OCI/ Archirodon JV			SOUTH Max \$1.6B CPAF KBR Inc.
Transmission & Distribution SOUTH \$500M Ceiling Perini Corp	Water Resources \$600M Ceiling Wash Intl & Black & Veatch JV				

C O N S T R U C T I O N C O N T R A C T S

Contracting Agency:

PenRen

Army

Navy

USAID



NON CONSTRUCTION BUSINESS OPPORTUNITIES IN IRAQ

SECURITY AND LAW ENFORCEMENT

**ANTI-BALLISTIC GEAR (HELMETS/VESTS)
ROAD SIGNS
FURNITURE/OFFICE EQUIPMENT
NON-TACTICAL VEHICLES
BOATS (COAST GUARD)**

TRANSPORTATION/

TELECOMMUNICATIONS

**CRASH/FIRE/RESCUE VEHICLES
(AIRPORT)
CARGO HANDLING EQUIPMENT
GANGER TROLLEYS
AIR NAVIGATION EQUIPMENT
FLASHBUTT WELDERS**

HEALTH CARE

**TB PROGRAM
MATERNITY PROGRAM
BLOOD PROGRAM
HOSPITAL EQUIPMENT**

ELECTRICAL/WATER

**60 MW GENERATOR
INVENTORY OF MEDIUM VOLTAGE
CONDUCTORS
WATER TREATMENT
FACILITIES/MATERIALS
TUB GRINDERS**

JUSTICE/PUBLIC SAFETY

**FIRE FIGHTING EQUIPMENT
WITNESS PROTECTION PROGRAM
EVIDENCE HANDLING FACILITY
RADIOS**





List of Sector PMO Contractor Contact Information

ELECTRICAL

Fluor-AMEC

Jerry Holloway	Communications	1-949-349-7411	Jerry.Holloway@fluor.com
Nick Welsh	Communications	44 (0) 20-7634-0024	nick.welsh@amec.com
David Gunter	Subcontracting	1-864-281-5930	David.Gunter@fluor.com
Callie Couetser	Subcontracting	864 281 4417	callie.coetser@fluor.com
Pat Wurhman	Personnel	1-714-504-8670	Pat.Wurhman@fluor.com
David Jenkins	Personnel	44 (0) 13-2574-4400	david.jenkins@amec.com

Perini

Ed Greco	Communications	1-508-528-2417	egreco@perini.com
John Chisholm	Subcontracting	1-508-628-2808	jchisholm@perini.com
John Gerstenlauer	Personnel	1-508-628-2442	jgerstenlauer@perini.com
Robert Ferguson	Contracting	1-508-628-2653	rferguson@perini.com

Washington International

Cynthia Stinger	Communications	1-703-236-2740	Cynthia.Stinger@wgint.com
Phil Weddle	Subcontracting	1-208-386-5532	phil.weddle@wgint.com
Paul Furst	Subcontracting	88-216-5112-5350	paul.furst@wgint.com
Sally Davidson	Personnel	1-208-386-8038	washingtongroup.iraqjobs@wgint.com



List of Sector PMO Contractor Contact Information

PUBLIC WORKS

Black & Veatch

Neal Thurman	Communications	1-913-458-9312	thurmann@bv.com
Clyde Hutchinson	Subcontracting	1-913-458-6647	hutchinsonc@bv.com
Greg Clum	Personnel	1-913-458-7784	clumg@bv.com

Fluor-AMEC

Jerry Holloway	Communications	1-949-349-7411	Jerry.Holloway@fluor.com
Nick Welsh	Communications	44 (0) 20-7634-0024	nick.welsh@amec.com
David Gunter	Subcontracting	1-864-281-5930	David.Gunter@fluor.com
Callie Couetser	Subcontracting	864 281 4417	callie.coetser@fluor.com
Pat Wurhman	Personnel	1-714-504-8670	Pat.Wurhman@fluor.com
David Jenkins	Personnel	44 (0) 13-2574-4400	david.jenkins@amec.com

COMMUNICATIONS

Lucent Technologies

Denise Panyik-Dale	Communications	1-410-290-5572	dpanyikdale@lucent.com
Cheryl Hodge	Subcontracting	1-336-279-3431	cchodge@lucent.com

Contract/AICI/OCI/Archirodon

Christine McGuire	Communications/HR	1-703-358-8800 ex105	cmguire@contract.com
Eileen Schulman	Small Business Mgr	1-703-807-2684	



List of Sector PMO Contractor Contact Information

BUILDINGS/EDUC/HEALTH

Parsons Delaware Inc.

Communications
& Subcontracting
Personnel

www.parsonsiraq.com

www.parsonsiraq.com

SECURITY/JUSTICE

Parsons Delaware Inc.

Communications
& Subcontracting
Personnel

www.parsonsiraq.com

www.parsonsiraq.com

OIL

Parsons-Worley

Erin Kuhlman

Communications
& Subcontracting
Personnel

1-626-440-4590

www.parsonsworleyteam.com

www.parsonsworleyteam.com

KBR

Cathy Gist

Communications
Subcontracting
Personnel

1-713-759-2601

dave.ireland@halliburton.com

jobs@halliburton.com



List of P M O C o n t r a c t o r C o n t a c t I n f o r m a t i o n

PROGRAM MANAGEMENT

A E C O M

Brian Harris	Communications	1-213-593-8520	brian.harris@aecom.com
	Subcontracting & Personnel		

TRANSPORTATION / COMMUNICATIONS / SECURITY / JUSTICE

Louis Berger

Tom Nicastro	Communications	1-202-912-0253	tnicastro@louisberger.com
Forrest Terrell	General	1-913-597-3691	fterrell@louisberger.com
Bruce Marler	Subcontracting	1-202-912-0328	bmarler@louisberger.com

OIL SECTOR PROGRAM MANAGEMENT

Foster-Wheeler

Mike Beaumont	Communications	44 (0) 11-8913-2548	michael.beaumont@fwuk.fwc.com
Nick Escritt	Subcontracting	44 (0) 11-8913-2478	nick_escritt@fwuk.fwc.com
Peter Theakstone	Personnel	44 (0) 11-8913-4407	resources@fwuk.fwc.com



List of PMO Contractor Contact Information

ELECTRICAL SERVICES SECTOR

Parsons Brinckerhoff

Judy Cooper	Communications	1-212-465-5332	Cooperj@pbworld.com
George Mackellar	Subcontracting	44 (0) 19-1226-2262	Makellarg@pbworld.com
Pat Schaffner	Personnel	1-571-426-6500	Schaffner@pbworld.com

Parsons E & C, International

Don Lassus	Communications	1-713-407-5007	Don.Lassus@parsonsec.com
	Subcontracting		www.iraqpoweralliance.com
Denise Scibek	Personnel	1-610-855-2560	Denise.Scibek@parsonsec.com

PUBLIC WORKS & WATER SECTOR

CH2MHill

Lee Overcamp	Communications	1-720-286-2276	lee.overcamp@ch2m.com
Willie Franklin	Subcontracting	1-720-286-2274	willie.franklin@ch2m.com
Kimberly Richardson	Personnel	1-720-286-3040	kimberly.richardson@ch2m.com

Parsons Water Infrastructure

Erin Kuhlman	Communications	1-626-440-6250	erin.kuhlman@parsons.com
Ken Blakeley	Subcontracting	1-626-440-3141	ken.blakeley@parsons.com
Rick Barry	Personnel	1-626-440-4002	rick.barry@parsons.com



WHERE TO FIND INFORMATION

- **For Government Contracting Opportunities:**
 - Visit <http://www.fedbizopps.gov>
 - Tailor your search to your specific abilities
 - Read the announcements thoroughly
 - Visit this site often as announcements are posted daily
 - Do not expect the Government contracting agencies to keep a bidders list
 - Most solicitations are posted at this site and will not be mailed to a bidders list
 - Visit <http://www.cpa-iraq.org/business>
 - **For Sub-contracting Opportunities:**
 - Contact the companies awarded the Construction and Program Management contracts that your abilities/products are best matched with
 - Do not contact the Government representatives
 - Subcontractor selection is the responsibility of the prime contractor
 - **To post your information for those seeking sub-contractors**
 - Register at:
 - The Central Contractor Register (CCR) at <http://www.ccr.gov>
 - The SBA's PRO-net and the CCR have merged
 - The Vendor Data base for Iraq at <http://www.rebuilding-iraq.net>
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SUMMARY

- The FAR is the Rule Book when conducting Business with the U.S. Gov.
 - Pentagon and Baghdad contracting offices have separate but distinct responsibilities
 - Business Opportunities are available in several sectors for Iraqi reconstruction
 - Funding is derived from FY04 Supplemental and is controlled by OMB
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Questions



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