



Global Leader in Munitions Response

National Association of Ordnance Contractors (NAOC)

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President

Military Munitions Support Services Webinar Series
Characterization
25 July 2013

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NAOC is the industry trade association representing companies who perform munitions response and related services including:

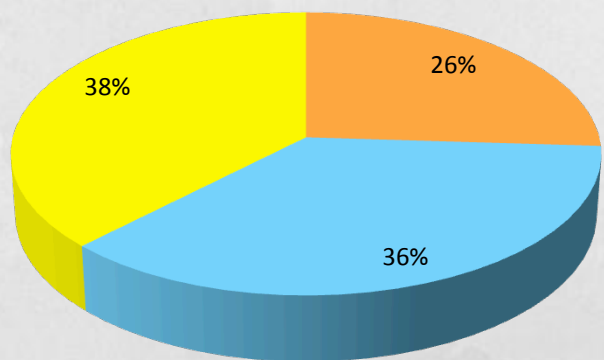
- Site characterization and remediation
- Engineering and geophysical services
- Technology development
- GIS mapping
- Laboratory analysis
- Equipment sales
- Personnel training and management

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NAOC Membership



- Large Firms (greater than 500 employees)
- Small Firms (less than 500 employees)
- Very Small Firms (less than \$5M annual revenue)



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Strategic Objectives

- Increase program funding levels to improve opportunities for NAOC members
- Enhance membership benefits
- Collaborate in the development and application of technology, guidance, and regulations
- Achieve global recognition for munitions response services

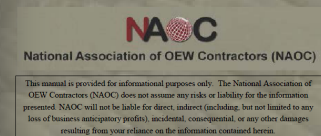


Initiatives at a Glance

- Capitol Hill Fly-in and Spring Meeting
- Annual Membership Meeting
- Technical document reviews and feedback
- Technology transfer and training
- Industry event coordination and participation
- International recognition
- Department of Defense (DoD) Partnering



NAOC Methodologies and Practices Manual
March 2012





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DoD – NAOC Partnering

- Regularly held meetings over last 5 years
- Evolved from a PBA focus to open discussions related to achieving DoD's cleanup goals
- Has included participation from OSD, DASA, ACSIM, AEC, USACE, NAVFAC, AFCEC, NGB
- Important for continued information sharing and understanding program execution requirements



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Industry Perceived Risks

- Documented industry concerns with PBA language and processes
- Included elements associated with site characterization
- Acknowledged by DoD
- This collaborative effort has resulted in numerous positive changes to PWSs and other bid documents!

NAOC – USACE – AEC Partnering Session
Action Item: Industry Perceived Risks
October 2010

The NAOOC appreciates the opportunity to provide an industry perspective on the perceived risks identified when proposing on Performance-based Acquisitions (PBA) and Task Orders (TO), which includes a risk evaluation of project execution. Our enclosed response discusses the risk evaluation process that occurs at the management level prior to and during proposal preparation, as well as provides examples of how the current proposal process, PWS language, and project execution increases risk to the contractors, especially under firm fixed price (FFP) awards.

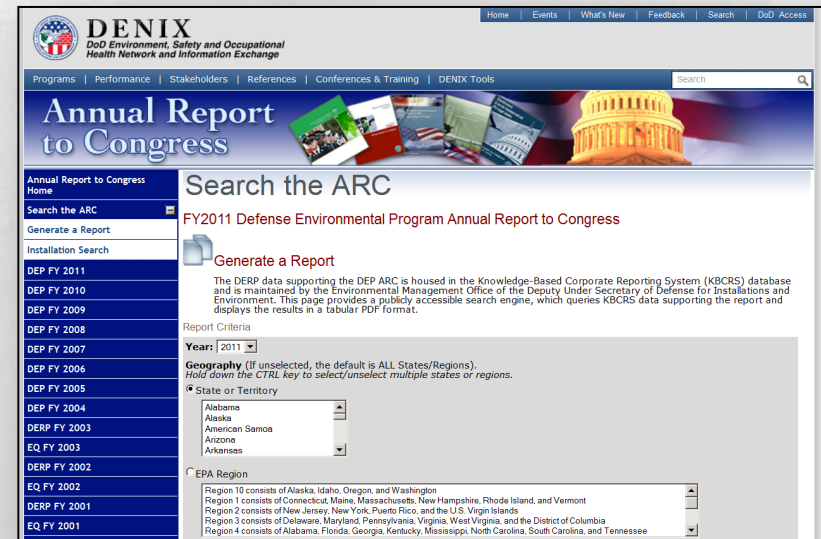
Risk Evaluation/Risk Management Process

In making the decision of whether to propose on a contract or Task Order, many companies implement a risk review or risk management process. The actual mechanics of the process vary between companies, but the objective is the same – to balance financial, safety, and quality risks associated with a given contract/project. The following is a general outline of this process:

- The RFP/PWS is received/reviewed by technical personnel
- The RFP/PWS is evaluated to answer questions such as:
 - Do the requirements align with company capabilities?
 - Can the project be successfully executed with current resources?
 - Can the project be successfully executed within the proposed schedule?
 - Are there adequate resources to prepare a “winning” proposal that is technically and financially sound?
 - Will insurance be part of the submittal, required by the RFP or desired by the project team?
 - Does the proposal schedule allow adequate time for due diligence and to prepare a “winning” proposal that is technically and financially sound?
- The proposal, whether drafted or conceptual, is then presented to Senior Management/Risk Review Committee, who performs an analysis and determination for the final “bid” / “no bid” decision, as well as pricing perspectives.
- The following items can influence how Senior Management/Risk Review Committees perceive and/or evaluate risk:
 - Language for performance-based FFP contracts/TOs, such as:
 - “the contractor is responsible for any/all ...”
 - “the contractor is responsible for unknown or unforeseen...”
 - “the contractor is responsible for offsite contamination...”
 - “the contractor must achieve regulator buy-in”
 - Are there adequate mitigation strategies/contingencies for “what if” scenarios, such as what if the anomaly density is greater, what if unanticipated munitions are encountered, what if the area of contamination is greater than originally defined, what if the historical documents are incomplete or inaccurate, what if the regulator does not accept the methodology or outcome.
 - Does the size of the project allow some of the risks to be balanced by opportunity to reduce cost?

Current Considerations - Contracting

- Number of sites and remedial investigation phase progress
- Early notification of potential contract actions when possible
- Access to site-specific information prior to or early in the proposal process
- Identification of site goals and objectives
- Unit pricing considerations
- Importance of debriefs following contracting actions



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Annual Report to Congress

Search the ARC

FY2011 Defense Environmental Program Annual Report to Congress

Generate a Report

The DERP data supporting the DEP ARC is housed in the Knowledge-Based Corporate Reporting System (KBCRS) database and is maintained by the Environmental Management Office of the Deputy Under Secretary of Defense for Installations and Environment. This page provides a publicly accessible search engine, which queries KBCRS data supporting the report and displays the results in a tabular PDF format.

Report Criteria

Year: 2011

Geography (If unselected, the default is ALL States/Regions).
Hold down the CTRL key to select/unselect multiple states or regions.

☒ State or Territory

Alabama
Alaska
American Samoa
Arizona
Arkansas

☐ EPA Region

Region 10 consists of Alaska, Idaho, Oregon, and Washington
Region 1 consists of Connecticut, Maine, Massachusetts, New Hampshire, Rhode Island, and Vermont
Region 2 consists of New Jersey, New York, Puerto Rico, and the U.S. Virgin Islands
Region 3 consists of Delaware, Maryland, Pennsylvania, Virginia, West Virginia, and the District of Columbia
Region 4 consists of Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina, and Tennessee



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Current Considerations – Project Delivery

- Flexibility for reasonably anticipated site conditions and uncertainty
- Improvements with workforce education (DoD, regulators, and contractors)
- Variability between contracting centers on data needs and requirements
- Consistency for munitions constituents sampling
- Applicability of geophysical classification
- Concerns over increasing geophysical reporting needs to achieve acceptance



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Next Steps

- Continue our partnering efforts and dialogue
- Reflect upon our accomplishments to identify areas that need further consideration for future phases of work
- Continually improve RFPs, share lessons learned, and work toward a common objective
- Facilitate approaches for conducting debriefs for all contracting actions to benefit the Government and contractor
- Explore ways to interact in person and continue to participate in web-based meetings and professional development opportunities
- Discussions on how to achieve future phases of work (RIP, RC) while balancing risk for the Government and contractor



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Points of Contact

<http://www.naoc.org/index.cfm/contact-us>

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