Positioning Case Studies

Presented by
Liz Hartlaub & Bob Smith
RMF Engineering, Inc.
<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Name</th>
<th>SB Size Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>236210</td>
<td>Industrial Building Construction</td>
<td>$36.5 Million</td>
</tr>
<tr>
<td>236220</td>
<td>Commercial And Institutional Building Construction</td>
<td>$36.5 Million</td>
</tr>
<tr>
<td>237110</td>
<td>Water And Sewer Line And Related Structures Construction</td>
<td>$36.5 Million</td>
</tr>
<tr>
<td>237120</td>
<td>Oil And Gas Pipeline And Related Structures Construction</td>
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<td>237130</td>
<td>Power And Communication Line And Related Structures Construction</td>
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</tr>
<tr>
<td>237310</td>
<td>Highway, Street, And Bridge Construction</td>
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</tr>
<tr>
<td>237990</td>
<td>Other Heavy And Civil Engineering Construction</td>
<td>$36.5 Million</td>
</tr>
<tr>
<td>541330</td>
<td>Engineering Services</td>
<td>$15 Million</td>
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<tr>
<td>541350</td>
<td>Building Inspection Services</td>
<td>$7.5 Million</td>
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<tr>
<td>541380</td>
<td>Testing Laboratories</td>
<td>$15 Million</td>
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<tr>
<td>541618</td>
<td>Other Management Consulting Services</td>
<td>$15 Million</td>
</tr>
<tr>
<td>541690</td>
<td>Other Scientific And Technical Consulting Services</td>
<td>$15 Million</td>
</tr>
<tr>
<td>541990</td>
<td>All Other Professional, Scientific, And Technical Services</td>
<td>$15 Million</td>
</tr>
<tr>
<td>561210</td>
<td>Facilities Support Services</td>
<td>$38.5 Million</td>
</tr>
<tr>
<td>561990</td>
<td>All Other Support Services</td>
<td>$11 Million</td>
</tr>
<tr>
<td>611430</td>
<td>Professional And Management Development Training</td>
<td>$11 Million</td>
</tr>
</tbody>
</table>
WRNMMC Utility Plant SOP Manuals and Training

Solicitation Number: N40080-14-Q-1234
Agency: Department of the Navy
Office: Naval Facilities Engineering Command
Location: NAVFAC Washington, PWD Bethesda

Notice Type: Combined Synopsis/Solicitation

Synopsis:
Added: Dec 27, 2013 2:54 pm
This project will be completed for the Walter Reed National Military Medical Center’s Utility Plant and will entail the creation of Operation and Training Modules for the Utility Plant.

A site visit will be held on January 7th, 2014 at 10:00am, eastern. Please see the scope of work for details.

THIS RFQ [X] IS [ ] IS NOT A SMALL BUSINESS SET-ASIDE

<table>
<thead>
<tr>
<th>NAICS Code</th>
<th>Name</th>
<th>Size Standard</th>
</tr>
</thead>
<tbody>
<tr>
<td>561210</td>
<td>Facilities Support Services</td>
<td>$38.5 Million</td>
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</tbody>
</table>
Opportunity Two

<table>
<thead>
<tr>
<th>SOLICITATION, OFFER, AND AWARD</th>
<th>1. SOLICITATION NO.</th>
<th>2. TYPE OF SOLICITATION</th>
<th>3. DATE ISSUED</th>
<th>PAGE OF PAGES</th>
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<tbody>
<tr>
<td>(Construction, Alteration, or Repair)</td>
<td>N40080-14-R-0151</td>
<td>NEGOTIATED (RFP)</td>
<td>10-Jan-2014</td>
<td>1 OF 78</td>
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</tbody>
</table>

IMPORTANT - The "offer" section on the reverse must be fully completed by offeror.

4. CONTRACT NO.  
5. REQUISITION/PURCHASE REQUEST NO.  
ACGR3381820

6. PROJECT NO.

SOLICITATION

NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid" and "bidder".

10. THE GOVERNMENT REQUIRES PERFORMANCE OF THE WORK DESCRIBED IN THESE DOCUMENTS (Title, identifying no., date):

P130: MECHANICAL AND ELECTRICAL IMPROVEMENTS, NAVAL SUPPORT ACTIVITY (NSA) BETHESDA, MD

NAICS CODE 237130; Power and Communication Line and Related Structures Construction. The Small Business Size Standard is $33.5 Million.

The Design to Budget for this project is $39,300,000.00

This procurement will be conducted in two phases. Phase I of this procurement is to select the most highly qualified Offerors to compete under Phase II. A maximum of five (5) Offerors will advance to Phase II.
Opportunity Two - Timeline of Events

15 Month Competition

Phase 1 RFP
January 2014

Phase 1 Responses
February 2014

Amendments 4 and 5
October 2014

Amendments 9 and 10
November 2014

Best and Final
Early March 2015

Amendments 1, 2, and 3
January 2014

Phase 2 RFP
August 2014

Amendments 6, 7, and 8
November 2014

Phase 2 Responses
December 2014

Project Award
End of March 2015
Design/Build Competition Timelines

NIST Research Lab Facilities for Building 245 Radiation Physics Modernization
  9 Month Competition

Radford Army Ammunition Plant CHP
  18 Month Competition

CHP Microturbine Plant Camp Barrett, MCB, Quantico Virginia
  15 Month Competition

Camp Lejeune Simulator Integration Center Range Control Operations Complex
  10 Month Competition
Opportunity Two

NAVAL FACILITIES ENGINEERING COMMAND
NAVFAc WASHINGTON

CONTRACT DRAWINGS FOR:
WALTER REED NATIONAL MILITARY MEDICAL CENTER (WRNMMC)
P130 MECHANICAL AND ELECTRICAL IMPROVEMENTS

WRNMMC BETHESDA, MARYLAND
PRE-FINAL DESIGN - RESUBMITTAL
AUGUST 26, 2015

THE WHITING-TURNER CONTRACTING COMPANY
5300 FY Lampe, Suite 8k, Greenbelt, MD 20770 T: 301-584-7700

RMF ENGINEERING, INC.
5400 Research Park Dr, Suite 300, Baltimore, MD 21208 T: 410-871-0600

MDE NO. 15-SF-0267
Opportunity Three

AE IDIQ Full Service
Solicitation Number: A10-1411and12
Agency: Department of Health and Human Services
Office: National Institutes of Health
Location: National Cancer Institute

Notice Type:
Sources Sought

Response Date:

Archive Date:

Original Set Aside:
N/A

Set Aside:
N/A

Classification Code:
C -- Architect and engineering services

NAICS Code:
541 -- Professional, Scientific, and Technical Services
541330 -- Engineering Services
Opportunity Three - Qualifications

- Firms with MEP services in-house and capability to provide full-service mechanical, architectural, civil, structural, electrical, fire protection, and cost estimating capability.
- Biomedical Research Laboratory, AAALAC designed Animal Facilities, and administrative area and utility/infrastructure facilities design.
- A concentration on laboratory layout design, mechanical systems, especially HVAC systems, electrical systems and fire protection engineering.
- Background in current Good Manufacturing Process (cGMP).
- Specialized design and construction administration experience in biological laboratories, general administrative areas and vivariums, for renovation and new building designs.
- Demonstrated ability to effectively respond to requests for service in a timely manner.
- Resources to complete multiple concurrent tasks.
- Minor building additions and minor new administrative and laboratory facilities
Opportunity Four

C--Architect-Engineer Design of Special Operations Forces Headquarters Central Utility Plant for the Special Operations Command at MacDill Air Force Base, FL

Solicitation Number: W91278-14-R-0064
Agency: Department of the Army
Office: U.S. Army Corps of Engineers
Location: USACE District, Mobile

Solicitation Number: Notice Type:
W91278-14-R-0064 Award

Contract Award Date:
November 13, 2014

Contract Award Number:
W91278-15-C-0004

Contract Award Dollar Amount:
$4,171,414.00

Contract Line Item Number:
0001

GENERAL INFORMATION
Notice Type:
Award

Original Posted Date:
June 12, 2014

Posted Date:
December 22, 2014

Response Date:
-

Original Response Date:
July 23, 2014

Archiving Policy:
Automatic, 15 days after award date

Archive Date:
January 21, 2015

Original Set Aside:
N/A

Set Aside:
N/A

Classification Code:
C -- Architect and engineering services

NAICS Code:
541 -- Professional, Scientific, and Technical Services/541310 -- Architectural Services
This project will design an approximately 32,300 square-foot, two-story SOF Headquarters Central Utility Plant for the Headquarters United States Special Operations Command at MacDill Air Force Base, Florida....

...The selected firm must have the capability to perform surveying and mapping and geotechnical subsurface investigations...

...The selected firm must have, either in-house or through consultants, the disciplines listed below, with registration required where applicable. Resumes (Block E of the SF 330) must be provided for these disciplines, including consultants. ROLE IN THIS CONTRACT, Block 13 under PART I, Section E must use the same discipline nomenclature as is listed in this announcement...

...Evaluation of each discipline will consider education, registration, relevant experience, and longevity with the firm. Disciplines required are as follows: (1) Two Project / Task Order Managers; (2) Two Architects; (3) Two Civil Engineers; (4) Two Mechanical Engineers; (5) Two Electrical Engineers; (6) Two Structural Engineers; (7) Fire Protection Engineer; (8) Communications Specialist; (9) Geotechnical Engineer; (10) Environmental Engineer specializing in Lead Based Paint (LBP) and Asbestos Containing Material (ACM) Survey and Remediation; (11) Corrosion Engineer; (12) Surveyor; (13) Landscape Architect; (14) Cost Estimators...
…The firm's cost engineering specialist(s) must be certified by a professional organization, such as AACE, ICEC, and PCEA. Resumes for the firm's and/or consultant's cost engineering or estimating specialist(s) for the architectural, structural, civil, mechanical, and electrical disciplines must specifically identify his (their) competence and experience in these disciplines…

…In PART I, Section H, provide a narrative describing the firm's experience in the following: … (7) Preparation of permit applications relating to construction projects in the State of Florida; …

… Knowledge of climatic conditions such as hurricanes including design for wind loads and projectiles, means of moisture and humidity control, seismic conditions, local/state building codes including facility classification relating to construction projects in the State of Florida. G. (Applies only to Large Business Firms) Small Business, Small Disadvantaged Business And Women-Owned Small Business Participation: Extent of participation of small businesses, small disadvantaged businesses, women-owned small businesses, historically black colleges and universities, and minority institutions in the proposed contract team, measured as a percentage of the total estimated effort…
Typical Obstacles

- Past Performance Questionnaires
- Subcontractor Requirements
- Relevant Experience
- Geography
- Timeline
- Knowledge of Local Codes
- Production Capability
- Small Business Goals
- Questions and Answers
- Turnaround Time
- IT/Security Requirements
- Irrelevant Requirements (i.e. Bonding For Engineering Firms)
- Potential Competitors
Summary

• Utilizing Small Business Size Standards to your Advantage

• Team

• Committing to Long-Term Pursuits

• Addressing All RFP Requirements

• Knowing When to Cancel a Pursuit
Questions?

Contact Us:

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Vice President
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800.938.5760

Liz Hartlaub
Business Development / Marketing Supervisor
liz.hartlaub@rmf.com
443.576.0505