



An Energy Efficiency Workshop & Exposition

Palm Springs, California

How to Do Business with the Federal Government

Construction, O&M and other Contracting Work

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New Construction and Renovations

- Getting Your Product Specified
- CICA Full and Open Competition
- Through a Performance Specification
- Design and Construction Projects
 - <http://www.gsa.gov>, Public Buildings, Design and Construction, How to Get Work as an A/E or Contractor with PBS`
- Design and Construction Delivery Process
 - <http://www.gsa.gov>, Public Buildings, Design & Construction, D&C Delivery Process



How are Projects Advertised?

- Projects are Advertised in FedBizOps - Formerly Commerce Business Daily (CBD)
 - <http://fedbizopps.gov>
- GSA Office of Enterprise Development
 - <http://www.gsa.gov/oed>
 - GSA2002 Forecast of Contracting Opportunities
 - GSA Subcontracting Directory



How Are Project Advertised?

- GSA's 12 Regional Small Business Centers (available in handout)
- GSA's Office of Enterprise Development
 - “Above and Beyond” Awards



How to Identify Prime Contractors?

- Review GSA 2002 Forecast of Contracting Opportunities for Descriptions of Projects Now Open for Bid
- If Sealed Bid, the Bid Abstract and Price Can Be Obtained Through Contracting Officer
- If Negotiated, Only the Awardees Name and Amount are Available After Award



How to Identify Subcontractors?

- Identify Subcontractors Through:
 - Prime Contractors After Award
 - Utility Co. Federal Representatives
 - GSA Areawides with Subcontracting Plans
 - DOE FEMP Federal Utility Partnership Working Group (FUPWG) Meetings
 - GSA Regional Energy Coordinators (handout)
Mark Ewing, Director, GSA Energy Center of Expertise - Mark.Ewing@gsa.gov



How to Identify Subcontractors?

- GSA Energy Center of Expertise has Subcontracting Plan Information at <http://www.gsa.gov/energy>
- GSA Build Green Coordinators (handout) Don Horn, GSA Sustainable Design Program - Donald.Horn@gsa.gov
- Be Persistent Yet Patient, Build Relationships



GSA Initiatives in Federal Construction and Renovation

- GSA Design Excellence Program
- HVAC Excellence in Federal Buildings
 - Improved Building Performance Improves Customer Satisfaction
 - Ten Point Action Plan
 - HVAC Advocacy
 - Team Accountability - GSA Is Now Setting Building Energy Usage Goals



GSA Initiatives in Federal Construction and Renovation

- U.S. Green Building Council's LEED Program - GSA is Committed to Meeting Basic LEED Certification in All Projects , New Buildings
- GSA/NCR Minimum Regional Goal For All New Buildings is the LEED Silver Level
- LEED Website - <http://www.usgbc.org>
 - LEED Rating System
 - LEED for Existing Buildings Web Page



Market Government Contracting Officers

- Get To Know Key Contracting Officers
- Ask Them How They Are Changing Their O & M and Commercial Facility Management (CFM) Specifications
- Case Example - GSA/NCR Energy Conservation Award Fee (ECAAF)



Market Federal Buildings Managers and Operations Staff

- ❑ Many Buildings Managers Have Procurement Authority Up To \$100,000 Depending on the Region
- ❑ Meet Operations Staff Who Run Building and Manage O & M Contracts
- ❑ Talk With Operating Foremen
- ❑ Be Persistent Yet Patient, Build Relationships



Other Contracting Vehicles

- GSA Energy Management Services and Environmental Services Schedules
- GSA Federal Supply Schedules for ESPC
- DOE Super ESPCs and Technology Specific ESPCs



THANK YOU!