

USDA FOREST SERVICE

Caring for the land and serving people



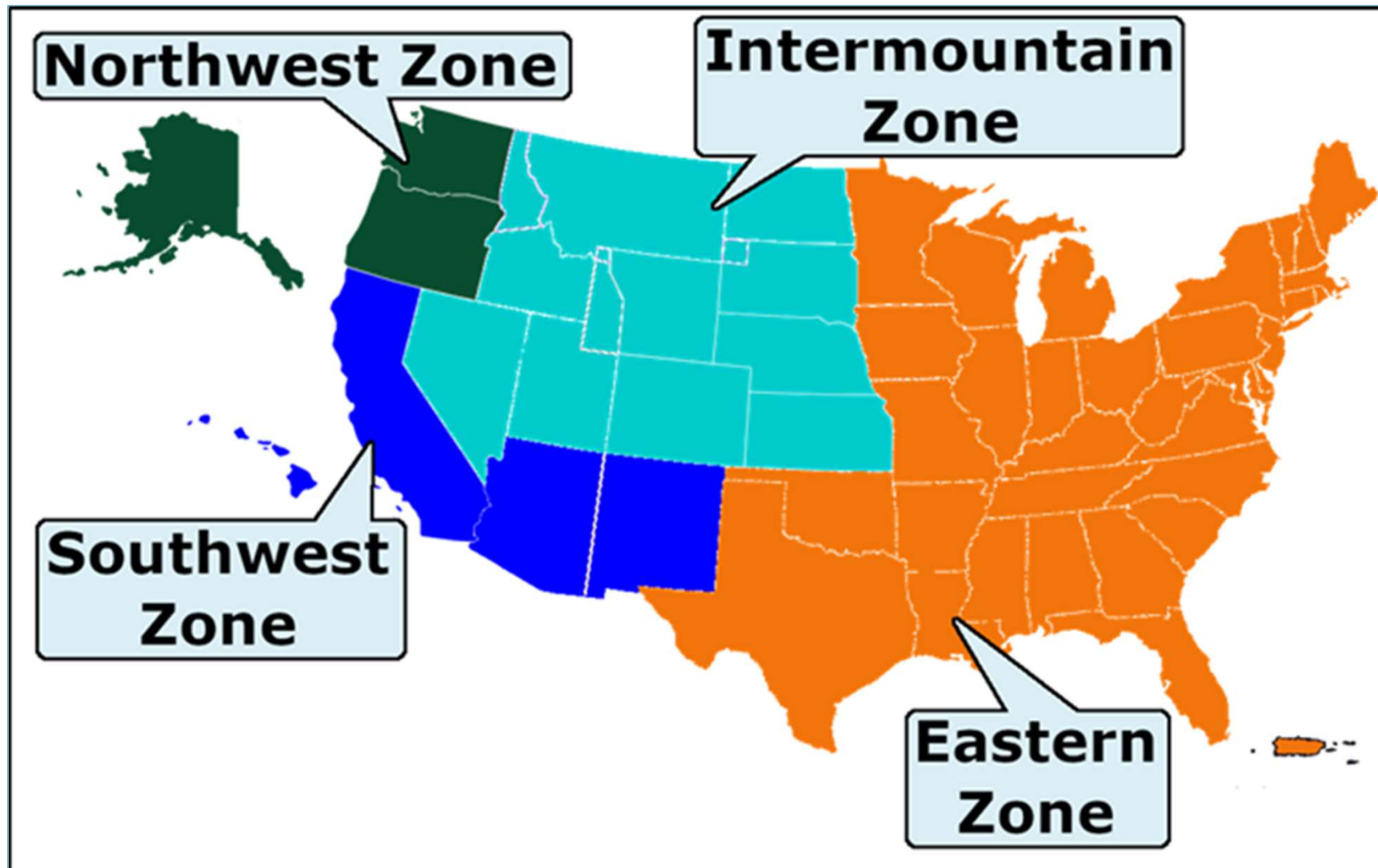
DOING BUSINESS WITH THE FOREST SERVICE



Forest Service – Contracting Operations (Zones)

- Field Procurement Operations (FPO)
 - East Zone
 - Intermountain Zone
 - Northwest Zone
 - Southwest Zone
- Special Project Operations Center (SPOC)
 - East Zone
 - Intermountain Zone
 - Northwest Zone
 - Southwest Zone

Zones



Forest Service – Contracting Operations (Branch)

- National Procurement Operations (NPO)
 - IT Contracting Branch
 - Stewardship Contracting Branch
 - Leasing Branch
 - Job Corps Contracting Branch
- Incident Procurement Operations (IPO)
 - Equipment and Services Contracting Branch
 - At-Incident Contracting Branch
 - Logistics Contracting Branch
 - Aviation Contracting Branch

Service Projects



- Tree Thinning/Fuels Reduction
- Tree Planting
- Tree Spraying
- Janitorial
- Cultural Resource Surveys
- Personal/Professional Services
- Dust Abatement
- Road Blading/Brushing

Supplies



- Bridge Components
- Culverts
- Copy Machines
- Horse Trailers
- Equipment Trailers
- Large Equipment
- Livestock
- Fencing Materials
- Picnic Tables/Fire Rings

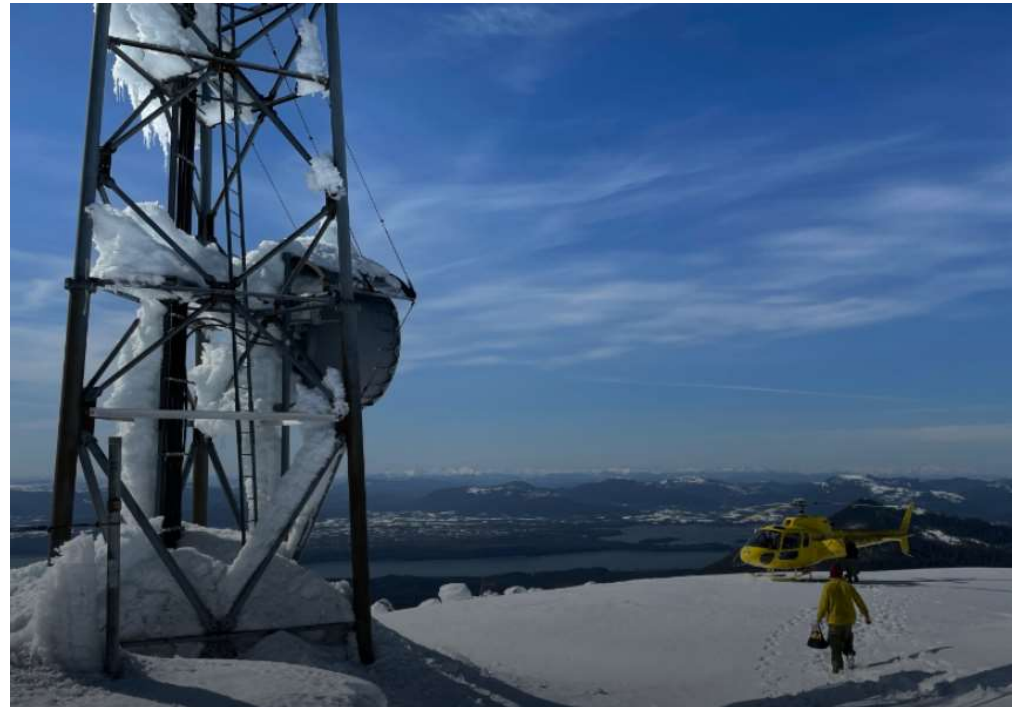
Construction Projects

- New Buildings/Facilities
- Remodels
- Bridge Replacements
- Culverts
- Road Reconstruction / Decommissioning
- Fencing
- Campground Reconstruction
- Water Systems



Helicopter Projects

- Bridge, cabin, road, recreation site, repeater maintenance
- Cargo Transportation
- Unimproved landing site maintenance
- Wildland Fire Support – Initial Attack and Recon, Water delivery
- Wildlife surveys
- Fisheries – stream restoration



Light Fixed Wing Projects

- Passenger and cargo transport
- Off airport
 - remote airstrips and beach landings, water landing
- Recreation support
 - cabin maintenance
- Aerial Survey's
- Wildland fire support
 - crew and cargo transport



Multiple Award Task Order Contract (MATOC)

- National Light Fixed Wing (NLFW)
 - Current Light Fixed Wing services for Region 10 are under a Basic Order Agreement (BOA)
 - BOA expires 11/2024
 - Transition from BOA to MATOC
- Type 3 Helicopters
 - BOA expires 11/2025

Procurement Forecast

- Anticipated acquisitions can be found at:
<https://forecast.edc.usda.gov/ords/r/ias/sba-opportunities/search-opportunities>
- Please keep in mind that projects listed on the forecast are only anticipated and may not be awarded.
- Great American Outdoors Act
<https://www.usda.gov/media/press-releases/2020/11/02/usda-announces-first-set-great-american-outdoors-act-projects>

Great America Outdoors Act

- The Great American Outdoors Act responds to the growing \$5.2 billion backlog of deferred maintenance on national forest and grasslands, which includes \$3.7 billion for roads and bridges and \$1.5 billion for visitor centers, campgrounds and other facilities.
- In addition to helping address deferred maintenance for these critical facilities and infrastructure, the Great American Outdoors Act will help the Forest Service to continue supporting rural economies and communities in and around national forests and grasslands across the country.

Great American Outdoors Act Project Criteria

- Reduce deferred maintenance
- Promote management of America's forests
- Improve visitor experience
- Contribute to rural economic development
- Improve visitor access
- Ensure health and safety
- Leverage partner contributions and resources

Advertising Requirements > \$25,000

- SAM.gov is the new government-wide point of entry for acquisitions that exceed \$25,000.
- SAM.gov can be accessed at <https://sam.gov/>.
- Navigation information is available on the website.
- Note, we also advertise requirements over \$15,000 on sam.gov

System for Award Management (SAM)

PLEASE NOTE:



Registration in the SAM database does not guarantee that your company will receive a government contract; it only qualifies it to do so.

Procurement set-asides

- HUBZone
- Service Disabled Veteran Owned
- Woman Owned
- 8(a)
- Small Business

Preparing your quote/proposal

- Read the entire solicitation carefully!
- Read the entire solicitation again!
- Understand what you are required to furnish as part of the contract.
- Decide if the work is something you can compete for successfully.

Writing Your Technical Proposal

- Start by addressing the evaluation factors and subfactors identified in the solicitation;
- Make it clear that your company understands the agency's needs;
- Explain how your company will meet the agency's requirements by providing **SPECIFIC** details
- Always keep the agency and its requirement in mind when writing your technical proposal.

Helpful Hints for Proposal Submittal

- Pay close attention to due dates and times.
- Monitor the beta.SAM.gov website daily for postings of amendments, news and other related items that may affect your proposal.
- Carefully review the proposal for mathematical errors.
- Verify that the offer or bid has been properly signed.
- Review Instruction to Offerors section of the solicitation to verify that all required information is submitted.
- Contact your local PTAC for experienced assistance.

Writing A Winning Technical Proposal

A successful proposal not only responds to the requirements of the solicitation, but also convinces the agency that its response is better than any other proposal.



Zone for Region 10 (Alaska)

- Northwest Zone
 - Service and Supply Contracting
 - Raymond.Padgett@usda.gov
 - Construction and A/E Contracting
 - Roman.Cardenas@usda.gov
 - Stewardship Contracting
 - Mark.Phillipp@usda.gov
 - Lease Contracting
 - Ronald.Feist@usda.gov
 - At Incident Management Support (AIMS)
 - Ron.Schilz@usda.gov
 - Special Project
 - Larry.sizer@usda.gov

Contracting Officers - Aviation

- NLFW MATOC
 - matthew.morris@usda.gov (NLFW CWN MATOC CO)
 - amelia.velasco@usda.gov (current R10 LFW BOA CO)
- Type 3 Helicopter MATOC
 - david.hershey@usda.gov (T3 Helicopter CWN MATOC)
 - jermain.Compton@usda.gov (current T3 Helicopter BOA CO)

National Light Fixed Wing (NLFW)

Call When Needed (CWN)

Multiple Award Task Order Contract (MATOC)

Basic Ordering Agreement (BOA)

Type 3 (T3)