

**Construction Opportunities Fair Questions & Answers**  
**Date of Event: 6/23/2022**

**INFORMATION PROVIDED IS SUBJECT TO CHANGE. THE REQUEST FOR QUOTE WILL CONTAIN ALL FORMAL PROPOSAL INSTRUCTIONS AND PERFORMANCE REQUIREMENTS.**

<b>No.</b>	<b>Submitted Question</b>	<b>NTESS Response</b>
1	When a contractor obtains a CPA with SNL what are the opportunities for Growth?	<p>The award of a Contract Purchase Agreement (CPA) does not guarantee the award of separate, follow-on subcontract(s) with NTESS. Suppliers that have questions regarding how to grow a business, not related to NTESS opportunities, will be referred to the Procurement Technical Assistance Center (PTAC) for resources.</p> <p>CPA holders receive performance indicators with each invoice submission highlighting both areas of improvement and areas that meet expectations. In addition, NTESS meets with CPA holders quarterly to have open dialog where help is needed or guidance on issue resolution.</p>
2	Will SNL assist the contractor in applying strategies for successful growth in their Market at SNL Campuses?	<p>NTESS has Supplier Diversity Advocates that can help interested suppliers in growing their visibility for NTESS opportunities, such as through meet and greets, attending local and national small business conferences, subscription to the Business Opportunities Website (BOW), etc. If you are interested in speaking with an advocate to learn more, please email NTESS' Supplier Diversity Advocates at <a href="mailto:supplier@sandia.gov">supplier@sandia.gov</a>. Suppliers that have questions regarding how to grow a business, not related to NTESS opportunities, will be referred to the PTAC for resources.</p>
3	Is it a preference for a potential contractor to have a Socioeconomic Disadvantage in order to obtain a CPA with SNL?	<p>NTESS has aggressive small business goals under our prime contract with the Department of Energy, so small businesses are typically considered before large businesses. BOW postings 2401, 2402, and 2403 are Small Business Set-Aside opportunities. BOW postings 2404 and 2405 are Small Business First opportunities.</p>
4	What are some opportunities for Small Business trying to work with Sandia?	<p>NTESS has aggressive small business goals under our prime contract with the Department of Energy, so small businesses are typically considered before large businesses. Interested suppliers can subscribe to NTESS' BOW to receive notifications</p>

		<p>when a construction opportunity is posted under a North American Industry Classification System (NAICS) code they certify to. For help subscribing to the BOW, please reach out to NTESS Supplier Diversity Advocates at <a href="mailto:supplier@sandia.gov">supplier@sandia.gov</a>.</p>
5	<p>What guidance is there to be able to network with key POCs in order to inform them of our capabilities and receive notices of any future or upcoming opportunities to bid on.</p>	<p>Capability statements can be emailed to NTESS Supplier Diversity Advocates at <a href="mailto:supplier@sandia.gov">supplier@sandia.gov</a>. If requested, meet &amp; greet meetings can be scheduled with NTESS Supplier Diversity Advocates by emailing <a href="mailto:supplier@sandia.gov">supplier@sandia.gov</a>.</p> <p>Suppliers are encouraged to subscribe to NTESS' BOW to receive notifications when a construction opportunity is posted under a NAICS code they certify to. For help subscribing to the BOW, please reach out to NTESS Supplier Diversity Advocates at <a href="mailto:supplier@sandia.gov">supplier@sandia.gov</a>.</p>
6	<p>Do you have or are you looking at doing what some other labs are doing in putting out Rapid Response/Small Construction/Reno support work contracts?</p>	<p>NTESS does have a set of Subcontractors dedicated to small construction projects, called Facilities Express. However, NTESS does not current have a need to renew these subcontracts.</p> <p>The current BOW postings are not for Facilities Express work. These opportunities are for the Strategic Construction Agreements which are for small, medium, and large construction projects. Please review BOW postings 2401, 2402, 2403, 2404, and/or 2405.</p>
7	<p>Are clearances going to be required to do work for Sandia National Laboratories?</p> <p>If so do we have a lead time to get a clearance?</p>	<p>Clearances may be required depending on project specific requirements. If applicable, this requirement will be identified in the project specific BOW and/or Request for Quote requirements.</p> <p>Please see BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the clearance mandatory requirement for the construction discipline(s) of interest.</p> <p>Since clearance approvals are based on company/person specific factors, clearance approvals may differ from one supplier to another. NTESS will generally build this into Period of Performance dates; however, if a clearance is required and work is needed to begin before it is granted, NTESS will provide escorts to be utilized until a clearance is granted.</p>
8	<p>What are the requirements or qualification thresholds to qualify for a Partnership contract?</p>	<p>Please see BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the mandatory requirements for the construction discipline(s) of interest.</p>
9	<p>Safety is the priority at Sandia. Can you please talk about the anticipated safety thresholds (EMR, TRIR, DART) expected of partner contractors? The algorithm used to reach these safety metrics can often have a disproportionate impact on small businesses vs. large businesses. Would SNL/NTESS consider any variance to these metrics for small business Offerors?</p>	<p>Please see BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the safety metric mandatory requirement. NTESS cannot allow different metrics for small businesses vs. large businesses as these metrics are flowed down by the Department of Energy for NTESS to meet.</p>

10	<p>Can you talk about the anticipated SNL/NTESS procurement strategy for BOW procurements and procurements issued within the Partnership?</p> <p>Does the Owner expect to pursue Low-Price procurements only? Best value procurements only? A mix of both?</p>	<p>Please see slide 59 of the Construction Opportunities Fair presentation for this information. A copy of the presentation can be found at: <a href="https://www.sandia.gov/working-with-sandia/current-suppliers/construction-and-facilites/">https://www.sandia.gov/working-with-sandia/current-suppliers/construction-and-facilites/</a></p> <p>Procurement strategies will be identified in the RFQ for each project based on its specific requirements.</p>
11	<p>How large are the projects offered through this contract? Bonding amounts?</p>	<p>NTESS does not have a project size limitation.</p> <p>Please see BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the bonding capacity mandatory requirement for the construction discipline(s) of interest. Suppliers who are awarded a subcontract for any construction project at NTESS will be required to bond the entire value of the project.</p>
12	<p>When will the new Partnership Contract come up for competition?</p>	<p>These opportunities are out now. Please see BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the construction discipline(s) of interest.</p>
13	<p>Do you use 8a ANC for construction work?</p>	<p>Yes, 8A ANCs are eligible to perform construction work at NTESS if all mandatory requirements and Statement of Work can be met. Please see BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the mandatory requirements for the construction discipline(s) of interest.</p>
14	<p>How is contracting tracking the high rise of material cost in there estimating?</p>	<p>To address market volatility for construction materials, NTESS typically tries to award projects within 30 days of bid receipt. However, in some cases, certain items may experience a significant cost impact during that time frame. Based on the timing of an award and current market conditions, NTESS may consider a Subcontractor's request for an equitable price adjustment.</p>
15	<p>In order to be considered for project work, is there a subcontractor or vendor services provider set-up or vetting required for us to complete if we haven't been on a SNL project in a while?</p>	<p>NTESS does not have a pre-approved supplier list for new work. New subcontract opportunities will be posted to the BOW as applicable. Interested Offerors for those opportunities must meet all mandatory requirements and be able to fulfill the Statement of Work requirements to be considered eligible to receive an RFQ for that opportunity.</p> <p>Interested suppliers can subscribe to NTESS' BOW to receive notifications when a construction opportunity is posted under a NAICS code they certify to. For help subscribing to the BOW, please reach out to NTESS' Supplier Diversity Advocates at <a href="mailto:supplier@sandia.gov">supplier@sandia.gov</a>.</p>
16	<p>We'd like to be considered as a subcontractor (under a GC), as well as on our own for full HVAC/mechanical, duct fabrication/pipe fabrication if we can cover the project scope ourselves. Please advise on that.</p>	<p>Suppliers are encouraged to reach out to NTESS's current Construction Subcontractors to determine if there are any lower-tier subcontracting opportunities available. For a full list of current Construction Subcontractors, please view "AE &amp; Construction Partnerships" at: <a href="https://www.sandia.gov/working-with-sandia/current-suppliers/construction-and-facilites/">https://www.sandia.gov/working-with-sandia/current-suppliers/construction-and-facilites/</a>.</p>

		Please see BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the mandatory requirements for the construction discipline(s) of interest.
17	Will most of the work be on the main campus or off-site?	<p><b>General, Electrical, Mechanical, Civil:</b> Work to be performed under these agreements will be in support of Sandia National Laboratories' New Mexico, Texas, Nevada, and Hawaii sites.</p> <p><b>Specialized Mechanical:</b> Work to be performed under these agreements will be in support of Sandia National Laboratories' New Mexico site only.</p>
18	What is considered specialty?	Please review the Statement of Work Summary posted in BOW posting 2405 for this information. The RFQ will include the full Statement of Work to be performed under this discipline.
19	Are your design firms local or nationwide?	NTESS currently works with New Mexico firms and is exploring the future use of nationwide firms.
20	Is maintenance done with outside suppliers?	Maintenance is done in-house.
21	What are the bonding capacities?	Please see BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the bonding capacity mandatory requirement for the construction discipline(s) of interest. Suppliers who are awarded a subcontract for any construction project at NTESS will be required to bond the entire value of the project.
22	How many partnerships are going to be awarded?	We cannot disclose the exact number of awards.
23	Why cannot you not disclose how many partnership agreements will be awarded?	NTESS does not intend to release this number until after the awards have been made.
24	What do your current partnership agreements look like?	We have 5 General, 4 Electrical, 4 Mechanical, 3 Civil, and 2 Specialized Mechanical Subcontractors, which can be viewed on our website at <a href="https://www.sandia.gov/working-with-sandia/current-suppliers/construction-and-facilities">https://www.sandia.gov/working-with-sandia/current-suppliers/construction-and-facilities</a> .
25	What is the total shared capacity? Is there any guarantee of work?	<p>We do not have a minimum guarantee of awards under the agreements. CPA holders within each discipline will compete for projects to be award on a low-price basis</p> <p>NTESS anticipates the rough order or magnitude over the life of these agreements for each discipline will be within the ranges defined below. NTESS cannot guarantee or assure the Offeror that the actual effort required will be at or even approach this level.</p> <p style="text-align: center;">           General: \$750M - \$1.2B            Electrical: \$100M - \$300M            Mechanical: \$100M - \$300M            Civil: \$75M - \$150M            Specialized Mechanical: \$300M - \$750M         </p>

		These postings do not constitute a commitment by NTESS. Responses in any form are not offers and NTESS is under no obligation to award a subcontract or agreement as a result of this announcement.
26	How much work will there be under facilities express?	The current BOW postings are not for Facilities Express work. These opportunities are for the Strategic Construction Agreements which are for small, medium, and large construction projects. Please review BOW postings 2401, 2402, 2403, 2404, and/or 2405.
27	Could you explain what the SCMC model is?	Please visit the link below to learn more about the Supply Chain Management Center (SCMC). <a href="https://kcncs.doe.gov/missions/supply-chain-management-center">https://kcncs.doe.gov/missions/supply-chain-management-center</a>
28	Do you provide escorts?	Yes, we will provide escorts as needed. Not all spaces on Sandia's campus need escorts, we only need them in limited areas. However, the construction manager and project manager will work with the selected Subcontractors on all escort requirements for each project.
29	Is FOCI determination required?	Certain projects require a facility clearance, while others do not. It depends upon the project and requirements. Please reference the BOW postings (2401, 2402, 2403, 2404, and/or 2405) for the facility clearance mandatory requirement for the construction discipline(s) of interest.
30	Do DOD clearances transfer over?	DOE does not have reciprocity with DOD clearances. If an Offeror has an active DOD clearance and they are selected for an award, they will have to go through DOE's entire clearance approval process.
31	When do you start the clearance process?	Once a subcontract has been awarded to a Subcontractor, the clearance request can be initiated by NTESS. If a clearance is granted at a CPA level, that clearance is valid for all task orders to be performed under that CPA.
32	Is there a FOCI requirement for partnership agreements?	Yes. Please see BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the facility clearance mandatory requirement for the construction discipline(s) of interest.
33	When will these opportunities be posted?	BOW postings 2401, 2402, 2403, 2404, and 2405 were posted on 6/21/22.
34	When will these opportunities close?	BOW postings 2401, 2402, 2403, 2404, and 2405 will close on 7/21/22.
35	Does Sandia require a minimum level of contract personnel?	Yes. The Subcontractors will be required to meet all Key Personnel requirements through the life of the CPAs after award. The Key Personnel requirements will be included in the RFQ. A preview of the draft Key Personnel requirements has been included in the attachment titled: "Key Personnel Functional Responsibilities and Required Qualifications" on the BOW postings.
36	Do you follow a particular safety program?	Subcontractors shall use NTESS specification 1065 to create a compliant safety plan that is based on requirements of 10 CFR 851 and Department of Energy Standard 1149.
37	Do we have to respond to a proposal each time?	Yes, Request for Quotes will be issued for specific tasks and will require price, schedule, etc. to be submitted for the specified project.

38	How are task orders spread out? Do you have to bid on every project?	Based on the project requirements, NTESS will determine which discipline is most appropriate to support the scope of work. Once determined, NTESS will issue an RFQ to all CPA holders within that discipline.  No. CPA holders can bid or no bid, dependent on their workload, available resources, project location, specific requirements, etc.
39	How many current partners are no longer small business because of this work?	With exception of some Civil and Specialized Mechanical Subcontractors, all current Strategic Construction Subcontractors performing work are small businesses.
40	What are my chances of getting an award?	All Offerors will compete for this opportunity in accordance with the competition type described within the BOW posting. Offerors who can meet all mandatory requirements and Statement of Work may be eligible to receive a copy of the RFQ, if it is released.
41	Do we have to submit a quote for these opportunities?	No. The BOW postings are used to determine which Offerors do/do not meet the Statement of Work and all mandatory requirements to be eligible to receive a copy of the RFQ.
42	What is the purpose of this opportunity?	The BOW postings are used to determine which Offerors do/do not meet the Statement of Work and all mandatory requirements to be eligible to receive a copy of the RFQ.
43	Can you confirm the number of contracts?	We cannot disclose the exact number of awards.
44	Do you look at large contract agreements or pair small businesses?	BOW postings 2401, 2402, and 2403 are Small Business Set-Aside opportunities. BOW postings 2404 and 2405 are Small Business First opportunities, so Large Businesses are eligible to respond to these opportunities.
45	On the FY21 projects, are these just small businesses supporting these efforts?	The majority were completed by small businesses, some through previous BOW postings and the rest under our construction CPAs. The MESA projects referenced were completed by both small and large businesses. See slide 33 of the Construction Opportunities Fair presentation.
46	Are the tasks issued consistently?	NTESS will release task order RFQs as needed based on construction needs.
47	How is Sandia dealing with supply chain/material impacts?	To address market volatility for construction materials, NTESS typically tries to award projects within 30 days of bid receipt. However, in some cases, certain items may experience a significant cost impact during that time frame. Based on the timing of an award and current market conditions, NTESS may consider a Subcontractor's request for an equitable price adjustment.
48	If you have an SCMC design subcontractor with a current Sandia Prime, does that exclude you?	If an Offeror can meet all the mandatory requirements and Statement of Work requirements, they are eligible to receive an RFQ.
49	Are generals required to pair with pre-approved subcontractors?	Per NTESS' construction specifications, we require specific low-tier subcontractors in two areas: facility controls and fire alarm systems. Specifications will be provided with the RFQ. Other than these areas, Subcontractors can pick your own lower-tier subcontractors. We encourage supplier diversity.
50	When you say bid higher than anticipated, where do you get your estimates?	NTESS gets our construction estimates from the A&E Subcontractors responsible for the design. NTESS regularly reviews its winning construction Offeror's price for a

		given project against the A&E's estimate for that same project to help the A&E continually improve the accuracy of its estimates.
51	Do you publish all prices?	No. However, NTESS will announce the name of the Subcontractor and the winning price if a task order is awarded.
52	Do you ever have Engineers A&Es other than the CPAs?	NTESS is exploring new A&E agreement vehicles for the future.
53	Are design-bid projects advertised on the Business Opportunities Website (BOW)?	Yes. 7/1/2022
54	What are your intentions for these partnership agreements?	The Strategic Construction Agreements will be awarded from any resulting RFQs based on BOW postings 2401, 2402, 2403, 2404, and 2405.
55	What are the thresholds to be considered a Small Business?	It is based on the small business size standard associated with the NAICS code. The small business size standard is determined by the Small Business Administration and is usually based on number of employees or average annual receipts, depending on the NAICS code. More information can be found at: <a href="https://www.sba.gov/document/support-table-size-standards">https://www.sba.gov/document/support-table-size-standards</a>  Please review BOW postings 2401, 2402, 2403, 2404, and/or 2405 for the assigned NAICS code and small business size standard.
56	Does the 8+7 rule influence competition type?	BOW postings 2401, 2402, 2403, 2404, and 2405 are posted for 30 calendar days. Pay attention to the date and time posted on the BOW. Also, note that the time on the BOW is mountain standard time (MST). An Offeror must respond to the opportunity before that posted date/time.
57	What does it take to become a partner?	You must be awarded a subcontract.
58	When you do an evaluation and proposal, is it based on a Contractor Performance Assessment Report (CPAR)?	NTESS assesses offers against the stated criteria on the RFQ and in accordance with NTESS's purchasing system.
59	In response to the BOW posting requiring a descriptive response, mostly everything we have is supporting documentation/attachments. Would we just have to send those to you separately?	The BOW states that interested Offerors shall respond to each of the mandatory requirements by stating either "yes, the Offeror meets this requirement" or "no, the Offeror does not meet this requirement" and provide verification documentation as requested in each requirement.
60	Per the required mandatory key personnel, you have listed General Foreman (GF), but some of us don't have GF, so do we just put "none" since we don't have that?	There are no Key Personnel requirements at the BOW stage; however, NTESS has provided information about Key Personnel requirements that will be within an RFQ in the attachment titled "Key Personnel Functional Responsibilities and Required Qualifications." The RFQ will include instructions for responding to Key Personnel requirements.