



DOING BUSINESS WITH THE U.S. GOVERNMENT IN OKINAWA, JAPAN

Presenter: Jack T. Letscher



DOING BUSINESS WITH THE U.S. GOVERNMENT

2



beta.SAM.gov (Contract Opportunities)

- **Beta SAM (Contract Opportunities)** とは、米連邦政府の入札案件閲覧サイト
- **Registration instructions** - 登録手続きの解説は、[beta.SAM.gov Web Site](#) に掲載されています
- **In order to create an account associated with company name and information, you must have a SAM account. During account creation process, account can be associated to your company through the Entity option. - Beta SAM (Contract Opportunities)に 会社名義のアカウントを開設し、米陸軍工兵隊日本地区が実施する工事への参加をするにはSAM(米連邦政府の業者登録者サイト)のアカウントが必要になります。Beta SAMアカウント作成プロセス中に、会社を関連付ける項目がありますので選択してください。**



BETA SAM CONTRACT OPPORTUNITIES - WEBSITE

連邦政府 入札案件ウェブサイト



3

<https://www.beta.SAM.gov>

The screenshot shows the beta.SAM.gov website. At the top, there is a navigation bar with the SAM.GOV logo, a search bar, and a 'Sign in' button. Below the navigation bar is a large banner with the text 'Welcome' and 'This will be the official U.S. government website for people who make, receive, and manage federal awards.' To the right of the banner is a circular seal that says '100% FREE TO USE Official U.S. Government Website 100% FREE TO USE'. Below the banner is a section titled 'What Can I Do Here?' with a sub-section 'Contracting'. Under 'Contracting', there are two main categories: 'Contract Opportunities (FBO)' and 'Wage Determinations (WDOL)'. Each category has a red arrow icon and a list of links: 'About Contract Opportunities', 'Search Contract Opportunities', 'About Wage Determinations', and 'Search Wage Determinations'. At the bottom of the 'Contracting' section, there is a note: 'FPDS.gov remains the authoritative sources for contract information. To prepare for the future, we encourage you to test the search, user accounts, saved searches, and provide feedback.' To the right of the 'Contracting' section is a photograph of three people in a meeting. Below the 'Contracting' section is a section titled 'Federal Assistance' with a sub-section 'Assistance Listings (CFDA)' and a red arrow icon. At the bottom of the page, there is a small photograph of a person's face.



BETA SAM CONTRACT OPPORTUNITIES - WEBSITE

連邦政府 入札案件ウェブサイト



https://www.beta.SAM.gov/

The screenshot shows the beta.SAM.gov website interface. At the top, there is a search bar with the text "Contract Opportunities" and "I'm looking for..". Below the search bar, the page displays "Search Results" for "Showing 1 - 10 of 96,504 results". The results are sorted by "Last Updated Date".

On the left side of the search results, there are several filter sections:

- Status:** Active Only (checked)
- Keywords:** A search box with "Clear All" below it.
- Inactive Date:** Fields for "From" and "To" with "Month", "Day", and "Year" sub-fields.
- Published Date:** Fields for "From" and "To" with "Month", "Day", and "Year" sub-fields.
- Updated Date:** Fields for "From" and "To" with "Month", "Day", and "Year" sub-fields.

The search results list includes:

- Trailer Removal Bechler YELL:** Department/Ind. Agency: INTERIOR, DEPARTMENT OF THE; Sub-tier: NATIONAL PARK SERVICE; Office: IMR NORTHERN ROCKIES(12200)
- National Cancer Institute's Contact Center:** Department/Ind. Agency: HEALTH AND HUMAN SERVICES, DEPARTMENT OF; Sub-tier: NATIONAL INSTITUTES OF HEALTH; Office: NIH NCI OD OM OA OFC ACQUISITIONS
- Request for Information (RFI) for Services Procurements CSEL (update):** Department/Ind. Agency: DEPARTMENT OF DEFENSE

W912HV





BETA SAM CONTRACT OPPORTUNITIES - WEBSITE

連邦政府 入札案件ウェブサイト

5



The screenshot displays the BETA SAM Contract Opportunities website search results page. The page features a search bar at the top with the text "Contract Opportunities" and "I'm looking for...". Below the search bar, there are filters for "Change Filters" and "Clear All". The search results are displayed in a table format, showing details for two contract opportunities:

Contract Opportunities	Notice ID
Vertical Take-Off and Landing Pad Department/Ind. Agency DEPARTMENT OF DEFENSE Sub-ber DEPT OF THE ARMY Office US ARMY ENGINEER DISTRICT JPN	W912HV-20-Z-0002 Current Response Date Dec 13, 2019 Last Updated Date Nov 15, 2019 Last Published Date Nov 15, 2019 Type Original Sources Sought
SOF (TEMF) Tactical Equipment Maintenance Complex W912HV-19-B-0003 NOTICE OF AWARD In accordance with the terms and conditions of Solicitation No. W912HV-19-B-0003 which was inclusive of two (2) amendments	W912HV-19-B-0003 Last Updated Date Mar 26, 2019 Last Published Date Mar 26, 2019

- Do not need an account to view “Sources Sought” or “Solicitation” announcements
「入札市場調査」、「入札案内」などの情報を閲覧するだけであれば登録は不要

- By creating an account, you will be able to receive automated notifications/updates for selected requirements.

登録すると選択されたプロジェクトの更新情報を自動的に受取ることができます



BETA SAM CONTRACT OPPORTUNITIES - WEBSITE

連邦政府 入札案件ウェブサイト

6



The screenshot shows the BETA SAM Contract Opportunities website interface. The search results are filtered for 'w912hv' and show two results. The first result is 'Vertical Take-Off and Landing Pad' with a notice ID of W912HV-20-Z-0002. The second result is 'PA00109 DoDEA Replace Kinnick High School, Commander Fleet Activities (CFA), Yokosuka, Japan' with a notice ID of W912HV-19-R-0009. The interface includes filters for Status (Active Only), Keywords, Inactive Date, and Published Date. The search results are sorted by 'Last Updated Date'.

• “Sources Sought” 市場調査

- Solicit industry input

業者側からのインプットを求める

- Determine Acquisition Strategy

これに基づいてより適切な発注方針を決定する



BETA SAM OPPORTUNITIES - WEBSITE

連邦政府 入札案件ウェブサイト

7



The screenshot shows the 'Contract Opportunities' page on the BETA SAM website. The page features a search bar with the keyword 'W812lv' and filters for 'Active Only'. The search results are sorted by 'Last Updated Date' and show two entries. The first entry is for 'Vertical Take-Off and Landing Pad' with a notice ID of W812LV-20-Z-0002, current response date of Dec 13, 2019, last updated date of Nov 15, 2019, and last published date of Nov 15, 2019. The second entry is for 'PA00109 DoDEA Replace Kinnick High School, Commander Fleet Activities (CFA), Yokosuka, Japan' with a notice ID of W812LV-19-R-0009, current date offers due of Dec 20, 2019, last updated date of Oct 28, 2019 (10), and last published date of Oct 28, 2019. Both entries are from the Department of Defense, DePT OF THE ARMY, US ARMY ENGINEER DISTRICT JPN.

“Solicitation” 入札案内

- Contractual Requirements
契約条件
- Technical Requirements
技術的条件
- Site Visit Information
現場訪問情報
- Requests for Information Process
米側に質問する際の手順情報
- Proposal due date
締切日時など



DOING BUSINESS WITH THE U.S. GOVERNMENT IN OKINAWA, JAPAN



8

D-U-N-S Number

- A unique nine digit identification number
世界の登録企業を識別する9桁の企業識別コード
- Required for any entity that wants to do business with the U.S. Government.
米国政府との取引する全ての事業体に求められる
- A unique identification number, for each physical location of your business
識別番号は、企業所在地によって異なる
- D-U-N-S number in Japan
日本での登録は、(株)東京商工リサーチ (TSR) が運営している
<http://www.tsr-net.co.jp/>
- 下記で登録：<https://duns-number-jp.dnb.com/search/jpn/login.asp>

NCAGE Code

- A unique five character alpha numeric identification number
米国政府との取引企業を識別する5桁の番号
- Required for any entity that wants to do business with the U.S. Government.
米国政府と取引を希望する全事業体に求められる
- A unique identification number, for each physical location of your business
識別番号は、企業所在地によって異なる
- Register at
下記で登録：
https://eportal.nspa.nato.int/public/default_eportal.aspx



DOING BUSINESS WITH THE U.S. GOVERNMENT IN OKINAWA, JAPAN



System for Award Management (SAM) 米連邦政府の業者登録者サイト

- Must register in System for Award Management (SAM) to do business with U.S. Government
米連邦政府との取引する全ての事業者は登録必須
- Specific registration instructions for SAM are available at <https://www.sam.gov>
SAMIに登録するための手順などは、SAMのサイトに記載されています
- Need DUNS number and NCAGE code to register
なお、SAMIに登録するためには、先のDUNSナンバー及びNCAGEの識別コードが必要です



DOING BUSINESS WITH THE U.S. GOVERNMENT IN OKINAWA, JAPAN



DESIGN-BID-BUILD (DBB) VS. DESIGN-BUILD (DB)

施工のみ(軍が100%の設計を提供) VS 設計施工一括発注



DOING BUSINESS WITH THE U.S. GOVERNMENT IN OKINAWA, JAPAN



ACQUISITION REGULATIONS

Contracts are awarded and executed under United States Procurement laws and regulations

Federal Acquisition Regulation (FAR)

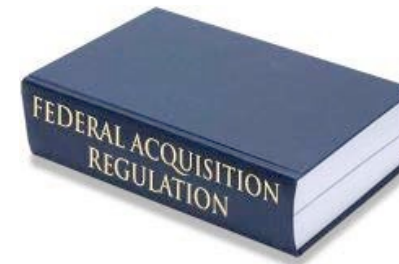
<https://www.acquisition.gov/browse/index/far>

Defense FAR Supplement (DFARS)

<https://www.acquisition.gov/dfars>

Army FAR Supplement (AFARS)

<https://www.acquisition.gov/afars>





DOING BUSINESS WITH THE U.S. GOVERNMENT IN OKINAWA, JAPAN

12



CONSTRUCTION TYPES PER FAR 36.102:

DESIGN-BUILD (D-B) MEANS “COMBINING DESIGN AND CONSTRUCTION IN A SINGLE CONTRACT WITH ONE CONTRACTOR”

施工工事(100%)とは、一つの業者が設計と施工を行う契約のこと

DESIGN-BID-BUILD (D-B-B) MEANS “THE TRADITIONAL DELIVERY METHOD WHERE DESIGN AND CONSTRUCTION ARE SEQUENTIAL AND CONTRACTED FOR SEPARATELY WITH TWO CONTRACTS AND TWO CONTRACTORS”

設計施工とは、設計と施工が別々の業者により行われる契約のこと



DOING BUSINESS WITH THE U.S. GOVERNMENT IN OKINAWA, JAPAN

13



DESIGN-BUILD CONSTRUCTION:

FAR SUBPART 36.3 DESCRIBES THE TWO-PHASE D-B SELECTION PROCEDURES

連邦調達規則36.3、2段階設計施工工事によると、

- EACH PHASE CAN BE SOLICITED SEPARATELY OR TOGETHER
どちらの段階も別か同時に告示される
- PHASE 1 IS TO DOWN-SELECT THE MOST QUALIFIED OFFERORS TO PROCEED TO PHASE 2
 - COST OR PRICE IS PROHIBITED AS A PHASE 1 FACTOR
第1段階で最も最適ないくつかの業者に選定され、第2段階に進む
- GENERALLY, NO MORE THAN FIVE OFFERORS CAN BE SELECTED TO PROCEED TO PHASE 2.
通常5業者以上は第2段階に選定されない
- PHASE 2 **MUST** CONSIST OF PRICE AND TECHNICAL FACTORS
第2段階では、金額と技術によって構成される



DOING BUSINESS WITH THE U.S. GOVERNMENT IN OKINAWA, JAPAN

14



DESIGN-BID-BUILD CONSTRUCTION:

施工のみ(軍が100%の設計を提供)

SOMETIMES REFERRED TO SIMPLY AS “CONSTRUCTION”

単純に、施工と称されることもある

TWO SOLICITATIONS AND TWO CONTRACTS ARE REQUIRED: ONE FOR DESIGN TO AN AE FIRM AND A SEPARATE ONE FOR CONSTRUCTION.

2つの入札書と2業者が必要となる:一つは設計で、もう一つは施工のものとなる

FAR 36.606(c) STATES, “THE CONTRACTING OFFICER SHALL INFORM THE FIRM [AE] THAT NO CONSTRUCTION CONTRACT MAY BE AWARDED TO THE FIRM THAT DESIGNED THE PROJECT, EXCEPT AS PROVIDED IN 36.209.”

連邦調達規則36. 606(c)によると、設計を行った業者は、連邦調達規則36. 209に規定されていない限り、施工契約は発注されないかもしれない



SPECIFIC U.S. ARMY CORPS OF ENGINEER, JAPAN DISTRICT REQUIREMENTS



DOING BUSINESS WITH U.S. ARMY CORPS OF ENGINEERS, JAPAN DISTRICT 米陸軍工隊日本地区が実施する工事への参加



Contractor Application 請負業者申請書

- Contractor Application 新規に入札参加する場合、請負業者申請書を提出する
- <http://www.poj.usace.army.mil/BusinessWithUs.aspx>
このページに請負業者申請書へのリンクがあります
- Information to Provide Includes: 申請には以下を含む情報が必要です：
 1. **Company Information** 会社情報
 2. **Authorized Signers** 入札書・契約書に署名・捺印する役員
 3. **Corporate Seal** 会社印
 4. **Construction License** 建設業許可証明書



DOING BUSINESS WITH U.S. ARMY CORPS OF ENGINEERS, JAPAN DISTRICT 米陸軍工兵隊日本地区が実施する工事への参加



17

Bonding ボンド

- The Federal Acquisition Regulation requires a performance bond on all construction projects over \$250k
米連邦政府の調達規則では、25万ドル以上の建設工事案件全てに対してパフォーマンス・ボンド（契約履行保証）が求められます
- Percentage of bonding will be determined on a case by case basis listed in the solicitation
ボンド率は、入札案内に記載された事案ごとに（ケースバイケースで）決定されます



DOING BUSINESS WITH U.S. ARMY CORPS OF ENGINEERS, JAPAN DISTRICT 米陸軍工兵隊日本地区が実施する工事への参加

18



U.S. ARMY CORPS OF ENGINEERS, JAPAN DISTRICT WEBSITE 米陸軍日本地区技術本部ウェブサイトへのリンクは、

1. Go to the North Kanto DB “To Companies” site

北関東防衛局ウェブサイト「企業の皆様へ」の
に行き・・・

2. Click JED link.

米陸軍工兵隊日本地区(JED)発注情報を
クリックするとJEDのサイトに飛びます

更新日	トピックス (入札・契約関連)
令和元年7月26日更新 New!	建設コンサルタント業務における低入札価格調査基準の改正について
令和元年6月28日更新	低入札調査基準の改正について
令和元年7月19日更新	指名停止措置状況 (暴力団排除措置状況含む)
令和元年7月19日更新	米軍工事発注情報 (米陸軍工兵隊日本地区HPへリンク)



DOING BUSINESS WITH U.S. ARMY CORPS OF ENGINEERS, JAPAN DISTRICT 米陸軍工兵隊日本地区が実施する工事への参加



19

USACE-JAPAN DISTRICT WEBSITE 米陸軍工兵隊日本地区 (JED) のウェブサイト

3. Business Opportunities

(建設工事の入札案件)

The screenshot shows the website header with navigation menus: About, Business With Us, Missions, Locations, Careers, Media, Library, Contact, and a search bar for 'Japan District'. Below the header, the page title is 'Business With Us' and the main heading is 'Business Opportunities 建設工事の入札案件'. A note says '* See below for English instructions'. The main content is titled '米陸軍工兵隊日本地区 発注予定工事 (クリックすると閲覧できます。)' and states '米軍基地と工事の取引を開始するための手順は下記の通りです。' followed by three numbered steps: 1. DUNS NUMBER (ダズナンバー) を取得する, 2. NCAGE CODE (エヌケージコード) を取得する, and 3. SAM (サム) にアクセスし会社登録する. Each step includes a brief explanation and a URL for more information.

US Army Corps of Engineers Japan Engineer District

Search Japan District

About Business With Us Missions Locations Careers Media Library Contact

/ Business With Us

Business Opportunities 建設工事の入札案件

* See below for English instructions

米陸軍工兵隊日本地区 発注予定工事 (クリックすると閲覧できます。)

米軍基地と工事の取引を開始するための手順は下記の通りです。

- DUNS NUMBER (ダズナンバー) を取得する**
DUNS NUMBERとは、世界の企業を一意に識別できる企業コードです。日本企業については(株)東京商工リサーチ(TSR) <http://www.tsr-net.co.jp/> が運営しています。申請は、<https://duns-number-jp.dnb.com/search/jpn/login.asp> へ行き、手続きを行います。
- NCAGE CODE (エヌケージコード) を取得する**
NCAGE CODEとは、米連邦政府と現在取引がある、または取引を予定している会社を認識するための5桁の企業識別コードです。入札参加前には登録が必要です。下記のウェブサイトにアクセスして登録番号を取得してください。https://eportal.nspa.nato.int/public/default_eportal.aspx
- SAM (サム) にアクセスし会社登録する。**
SAMとは、米連邦政府の業者登録サイトです。登録はSAMのサイトで行います。登録には、ダズナンバーとエヌケージコードが必要です。
サムへの具体的な登録方法については、[SAM Website \(サムのウェブサイト\)](#) に記載があります。



DOING BUSINESS WITH U.S. ARMY CORPS OF ENGINEERS, JAPAN
DISTRICT 米陸軍工兵隊日本地区が実施する工事への参加



STANDARD SOLICITATION FORMAT

STANDARD FORM (SF) 1442

SECTION 00 10 00	SOLICITATION CONTRACT LINE ITEM NUMBERS (CLIN) SCHEDULE
SECTION 00 21 00	INSTRUCTIONS, CONDITIONS AND NOTICES TO OFFERORS
SECTION 00 22 00	SUPPLEMENTARY INSTRUCTIONS TO PROPOSERS/EVALUATION CRITERIA
SECTION 00 45 00	REPRESENTATIONS AND CERTIFICATIONS
SECTION 00 70 00	CONDITIONS OF THE CONTRACT
SECTION 00 73 00	SPECIAL CONTRACT REQUIREMENTS / SUPPLEMENTARY CONDITIONS
DIVISION 01	GENERAL SPECIFICATION REQUIREMENTS
DIVISIONS 02 Thru 43	TECHNICAL DIVISIONS
DRAWINGS	



DOING BUSINESS WITH U.S. ARMY CORPS OF ENGINEERS, JAPAN DISTRICT

米陸軍工兵隊日本地区が実施する工事への参加



STANDARD FORM 1442:

ITEM 1 – PROVIDES SOLICITATION NUMBER

ITEM 2 – PROVIDES THE TYPE OF SOLICITATION

ITEM 10 – IDENTIFIES GOVERNMENT REQUIREMENTS

ITEM 13- PROVIDES DUE DATE AND HOUR OF PROPOSALS

SOLICITATION, OFFER, AND AWARD (Construction, Alteration, or Repair)		1. SOLICITATION NUMBER	2. TYPE OF SOLICITATION <input type="checkbox"/> SEALED BID (RF) <input type="checkbox"/> NEGOTIATED (RF)	3. DATE ISSUED	PAGE OF PAGES
IMPORTANT - The "offer" section on the reverse must be fully completed by offeror.					
4. CONTRACT NUMBER	5. REQUISITION/PURCHASE REQUEST NUMBER	6. PROJECT NUMBER			
7. ISSUED BY	CODE	8. ADDRESS OFFER TO			
9. FOR INFORMATION CALL:		10. NAME	11. TELEPHONE NUMBER (include area code) (NO COLLECT CALLS)		
SOLICITATION					
NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid" and "bidder".					
12. THE GOVERNMENT REQUIRES PERFORMANCE OF THE WORK DESCRIBED IN THESE DOCUMENTS (File identifying number, date)					
11. The contractor shall begin performance within _____ calendar days and complete it within _____ calendar days after receiving <input type="checkbox"/> award, <input type="checkbox"/> notice to proceed. This performance period is <input type="checkbox"/> mandatory <input type="checkbox"/> negotiable. (See _____.)					
13a. THE CONTRACTOR MUST FURNISH ANY REQUIRED PERFORMANCE AND PAYMENT BONDS? (If "YES," define within four (4) calendar days after award in item 12.)					13b. CALENDAR DAYS
<input type="checkbox"/> YES <input type="checkbox"/> NO					
13. ADDITIONAL SOLICITATION REQUIREMENTS:					
a. Sealed offers in original and _____ copies to perform the work required are due at the place specified in item 8 by _____ (hour) local time _____ (date). If this is a sealed bid solicitation, offers will be publicly opened at that time. Sealed envelopes containing offers shall be marked to show the offeror's name and address, the solicitation number, and the date and time offers are due.					
b. An offer guarantee <input type="checkbox"/> is <input type="checkbox"/> is not required.					
c. All offers are subject to the (1) work requirements, and (2) other provisions and clauses incorporated in the solicitation in full text or by reference.					
d. Offers providing less than _____ calendar days for Government acceptance after the date offers are due will not be considered and will be rejected.					
STANDARD FORM 1442 (REV. 02/14) Prescribed by GSA - FAR (48 CFR) 53.236-1(i)					

OFFERORS MUST MAKE SURE THEY RESPOND BY THE DUE DATE OF THE PROPOSAL FOR THEIR PROPOSAL TO BE ACCEPTED BY THE GOVERNMENT.



DOING BUSINESS WITH U.S. ARMY CORPS OF ENGINEERS, JAPAN DISTRICT

米陸軍工兵隊日本地区が実施する工事への参加

22



INQUIRIES VIA PROJNET:

Offerors with technical inquiries shall submit their inquiries via “Bidder Inquiry” in ProjNet at www.projnet.org or projnet.

Bidder Inquiry Key: TO BE DETERMINED (TBD)

The Bidder Inquiry System will be closed to new inquiries by the date outlined in the solicitation to ensure adequate time is allotted to form an appropriate response and amend the solicitation, if necessary prior to proposal submission.

Note: Any answers provided through Projnet will not change any terms and conditions of the RFP. Any changes as a result of Projnet questions will be addressed in an Amendment to the RFP.

[Ref: RFP Section 00 21 00 - Instructions](#)

The ProjNet Suite: design, bid, build.

Managing Agency (req)
USACE

Email (req)

Regular Accounts
Password

OR

Key Access
Quick Add Key

I agree to the [Privacy & Security Notice \(req\)](#)

Sign in

[Forgot your password?](#) | [Register](#)

Owners, Operators, Construction Management Agent, Architects/Engineers, Builders, Consultants, Sub-Contractors, Suppliers & Mfgs



SPECIFIC NAVFAC FE REQUIRMENTS

NAVFAC FEのWEBSITE



DUNS NUMBER / NCAGE CODE / SAM / AsiaNECO / WAWF

- Japanese instructions can be downloaded from NAVFAC website
- 各種登録の手引きはNAVFAC FE のWebsiteにあります。

https://www.navfac.navy.mil/navfac_worldwide/pacific/fecs/far_east/about_us/contractors_information.html



EXPECTATIONS:

- 1. Know your SSHO responsibilities.**
- 2. Perform your SSHO duties.**
- 3. Be accountable for employee actions**

FEAD CAMP BUTLER - SAFETY



Know your SSHO Responsibilities.

- Know the contents of the Governmental Safety Requirements found in General Requirements 01 35 26. (MiniMACC para. 1.6.3.1)
- Use the EM 385-1-1 30 NOV 2014 and have ENG/JA copies on site. Know how to use the book.
- Be an active part of planning your work. Review and Sign each AHA. When writing the Accident Prevention Plan (APP) use the check list found in Appendix A of the EM 385-1-1

FEAD CAMP BUTLER - SAFETY



Perform your SSHO Duties

- Spend time on site. Observe the work. Take control of safety.
- DO NOT rely on the Government Representative to “catch” and correct safety deficiencies for you. It is your job.
- File Near Miss Reports (1.12.2 (b) These reports are considered positive and proactive contractor safety management actions. Contact your CME/ET for details.
- Monthly Man-Hour Reports are due NLT the 26th of each month

FEAD CAMP BUTLER - SAFETY



Be accountable for your employee actions

- Use a deficiency log to record hazards and the abatement.
- Proper reporting of Mishaps Mini MACC Spec para 1.12.1 Do not wait, inform the CME/ET
- Use the EM 3851-1 to identify required training for employees.