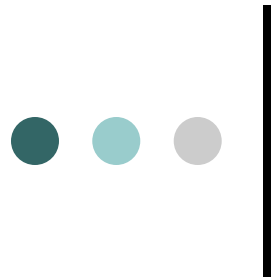


Contract Development Through Community Collaboration





Contract Development Through
Community Collaboration

Stewardship Instruments

Integrated Resource Service Contract (IRSC)

- Commercial Services
- RFP

Integrated Resource Timber Contract (IRTC)

Agreements





Contract Development Through Community Collaboration

Contract Components



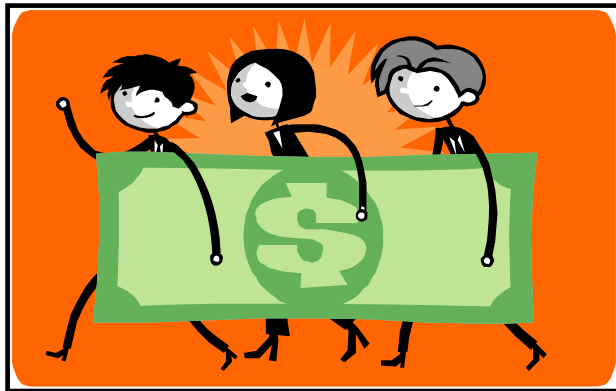
- Schedule of service work items
- Service work specifications
- Forest Product values and volumes
- Best Value criteria
- Bonding Requirements



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Contract Development Through Community Collaboration

Stewardship Credits



- Earned
- Applied
- Timing
- Uses
 - Stumpage value



Contract Development Through Community Collaboration

Contractor's Submission Requirements

- IRSC
 - Technical Proposal
 - Price Proposal for Service Work
 - Price Proposal for Forest Products



● ● ● | Contract Development Through Community
Collaboration

Contract Types

**Integrated Resource
Service Contract
(IRSC)**

**Commercial
Services**

- Process
- Risks





Contract Development Through Community Collaboration

Contract Types

Integrated Resource Service Contract (IRSC)

RFP – Request for Proposals

- Process
- Risks





Contract Development Through Community Collaboration

Contract Types

Integrated Resource Service Contract (IRSC)

Using the Umatilla Model

- Process
- Risks





Contract Development Through Community Collaboration

Contract Types

Integrated Resource Timber Contract (IRTC)

- Process
- Risks





Contract Development Through Community Collaboration

Agreements

- Process
- Risks





Contract Development Through Community Collaboration

Contract Length

- Ten Year Maximum
 - Multi-Year
 - Multiple Year – Option periods
 - IDIQ with a set performance period
- Long term / short term
- Effect on price and timber value



Contract Development Through
Community Collaboration

Market Research



- Background information
- Requirements
- Schedule
- Potential suppliers
- Distinguishing characteristics



Contract Development Through Community Collaboration

Market Research



- Market analysis
 - Finalize requirement
 - Product description
 - Logistics support
 - FAR Part 10
- Customary commercial terms and conditions
- Market price
- Supply and demand trends
- Qualitative issues
- Acquisition history



Contract Development Through Community Collaboration



Set-Asides

- Socioeconomic programs
 - Small business
 - Veteran-owned
 - Service-disabled
 - HUBZone
 - Disadvantaged
 - Women-owned
- Subpart 19.5 of FAR
- Bundling





Contract Development Through Community Collaboration

Education

- Collaborate outside of traditional NEPA contacts.
- Education is key
- Understand the contract, solicitation process, financial accounting
- Educate contractors through workshops and field trips and gain their support.
- Work items to consider: Roads used for log haul, Roads not used for log haul, Widely distributed, Goods for service, Cash payments



Contract Development Through Community Collaboration

Best Value Offer and Award



- Proposal Tech and Business
- Technical proposal
- Small business
- Non-Governmental personnel participate on TEB – Conflict of Interest



Contract Development Through Community Collaboration

Shared Lessons

- Include a collaborative member on the Evaluation Team
- Educate Contractors, FS, Collaborative
- Bundle project wisely – keep it simple
 - Who are your contractors?
 - What kind of equipment do they have?
 - How familiar are they with the work?
 - Avoid the strange and exotic
- Conduct in-depth market research
- Write clear specifications
 - Uncertainty = higher prices
- Group similar cost treatments/units as pay items
 - Avoid mixing high cost and low cost units in one pay item

