



MSC TUG INDUSTRY DAY



March 21, 2012

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Military Sealift Command

MSC Delivers



TUG INDUSTRY DAY

- **Introductions/Welcome**

- Mr. Brian Kimm, Contracting Officer, MSC
- CAPT Mark Stiles, Dir. Contracts & Business Mgmt., MSC
- Mr. Rusty Bishop, Dir. Special Missions Program, MSC





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- **Presenters**

- Mr. Bradley Taylor, Director, Small Business Program, MSC
- Mr. Greg Bodrick, Marine Transportation Specialist, MSC
- Mr. Brian Kimm, Contracting Officer, MSC





OUR MISSION

To provide fast, efficient and innovative ocean transportation services and ships to meet the operational demands of U.S. forces worldwide.



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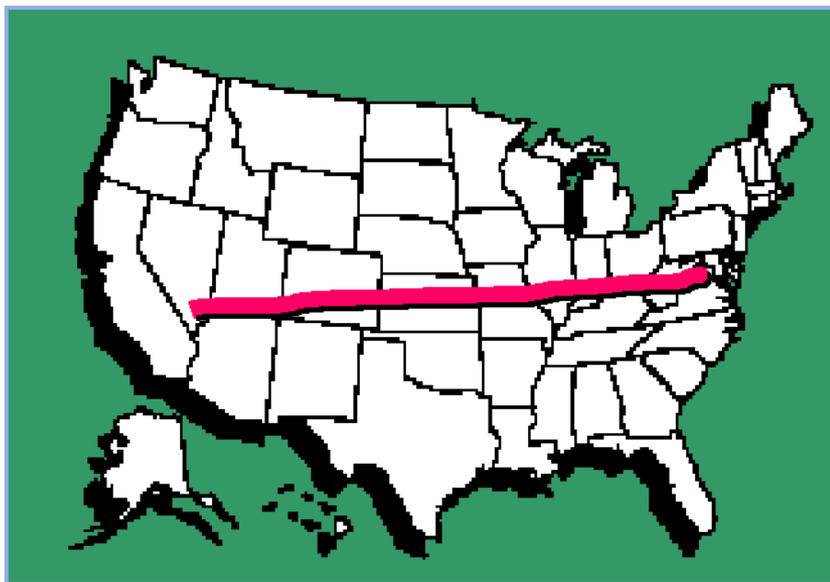


MSC delivers!



for the
**Global War
on Terrorism**

**102 million sq. ft.
12.5 billion gallons**



102 million sq. ft.

***Would fill a supply train that stretched
from Washington, D.C., to Las Vegas***

12.5 billion gallons
***Would fill a lake 1 mile across
and 76 feet deep***





Command Structure

MSC accomplishes its mission through links to:

- **USTRANSCOM:**

MSC Provides:

- Strategic Sealift,
- Peacetime ocean transportation
- Industry contingency programs
- PREPO ships

- **US Fleet Forces:**

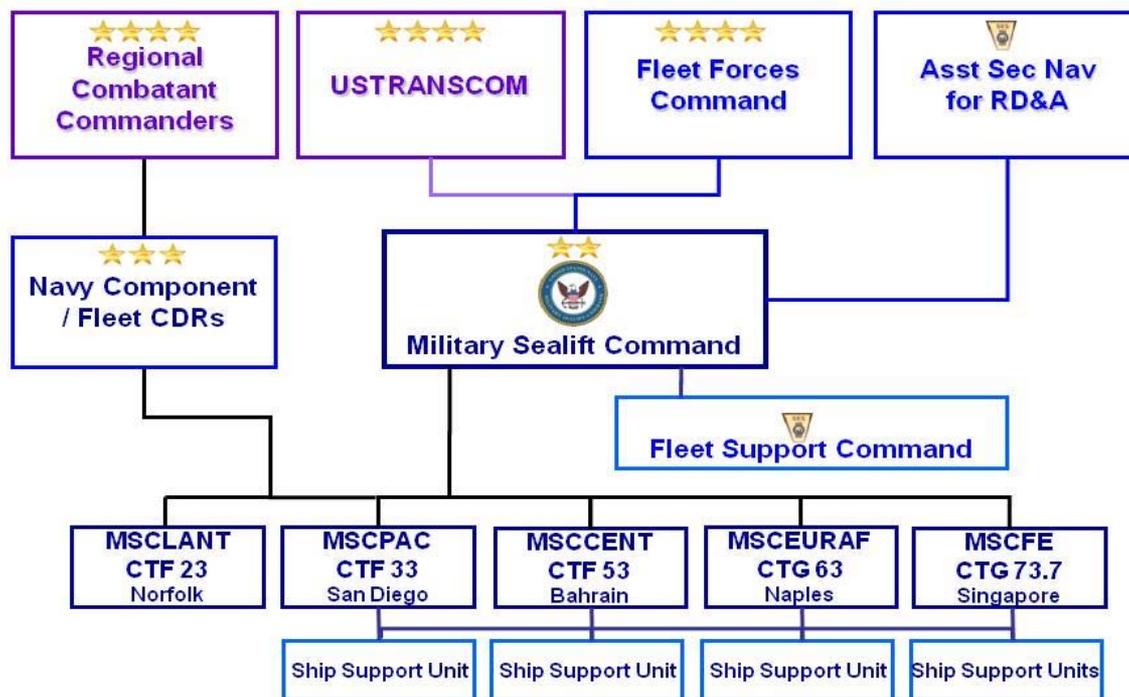
- MSC is TYCOM responsible for manning, maintenance, and equipping of MSC ships

- **ASN(RD&A):**

- MSC has unlimited contract authority with the in-house capability to contract for any vessel it may need.

- **Regional Combatant Commanders:**

- COCOM for MSC Ships except for USTRANSCOM





MSC Today



PM1: Combat Logistics Force (NFAF) GOGO

Supply lines to U.S. Navy Ships at sea

- 4 - Fast Combat Support Ship (T-AOE)
- 15 - Fleet Replenishment Oiler (T-AO)
- 1 - Ammunition Ship (T-AE)
- 12 - Dry Cargo/Ammunition Ship (T-AKE)

PM2: Special Missions GOCO, COCO

Wide variety of missions

- 6 - Oceanographic survey (T-AGS)
- 5 - Undersea surveillance (T-AGOS)
- 8 - Submarine and Special Warfare support (DSESS & SSV)
- 3 - Missile range instrumentation (T-AGM)
- 1 - Navigation test platform (T-AGS)
- 1 - Sea-based X-band radar (SBX)
- 1 - SBX Support Vessel (OSV)

PM3: Prepositioning

GOCO, COCO

Worldwide strategic placement of military equipment and supplies for rapid delivery

- 16 - Maritime Prepositioning ships (T-AK/T-AKR/T-AOT)
- 8 - Army Prepositioning ships (T-AK/T-AKR)
- 5 - Navy, DLA, & Air Force ships (T-AVB/T-AK/T-AG)
- 1 - High Speed Vessels (HSV-2)

PM4: Service Support

GOGO

At-sea salvage, recovery, and humanitarian assistance, sub support, & cable repair

- 4 - Rescue and Salvage Ship (T-ARS)
- 4 - Fleet Ocean Tug (T-ATF)
- 2 - Hospital Ship (T-AH)
- 2 - Submarine Tenders (AS)
- 1 - Command Ship (LCC)
- 1 - Cable Laying & Repair Ship (T-ARC)

PM5: Sealift

GOCO, COCO

Ocean transportation for DOD & other agencies

- 3+ - Common User Tankers (T-AOT)
- 4+ - Dry Cargo (T-AK/HSV/Tug & Barge)
- 9 - Surge (T-AKR)

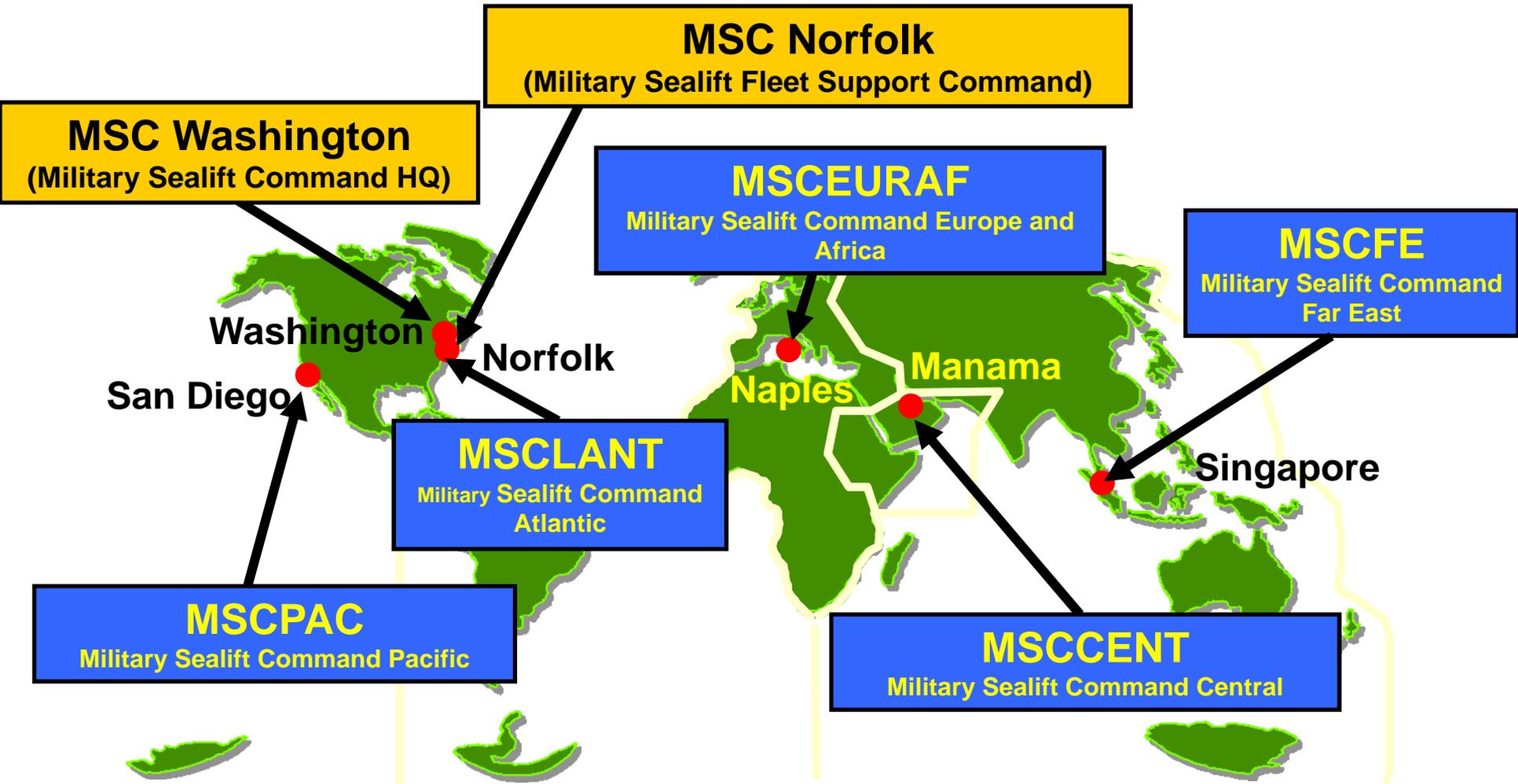
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MSC Locations



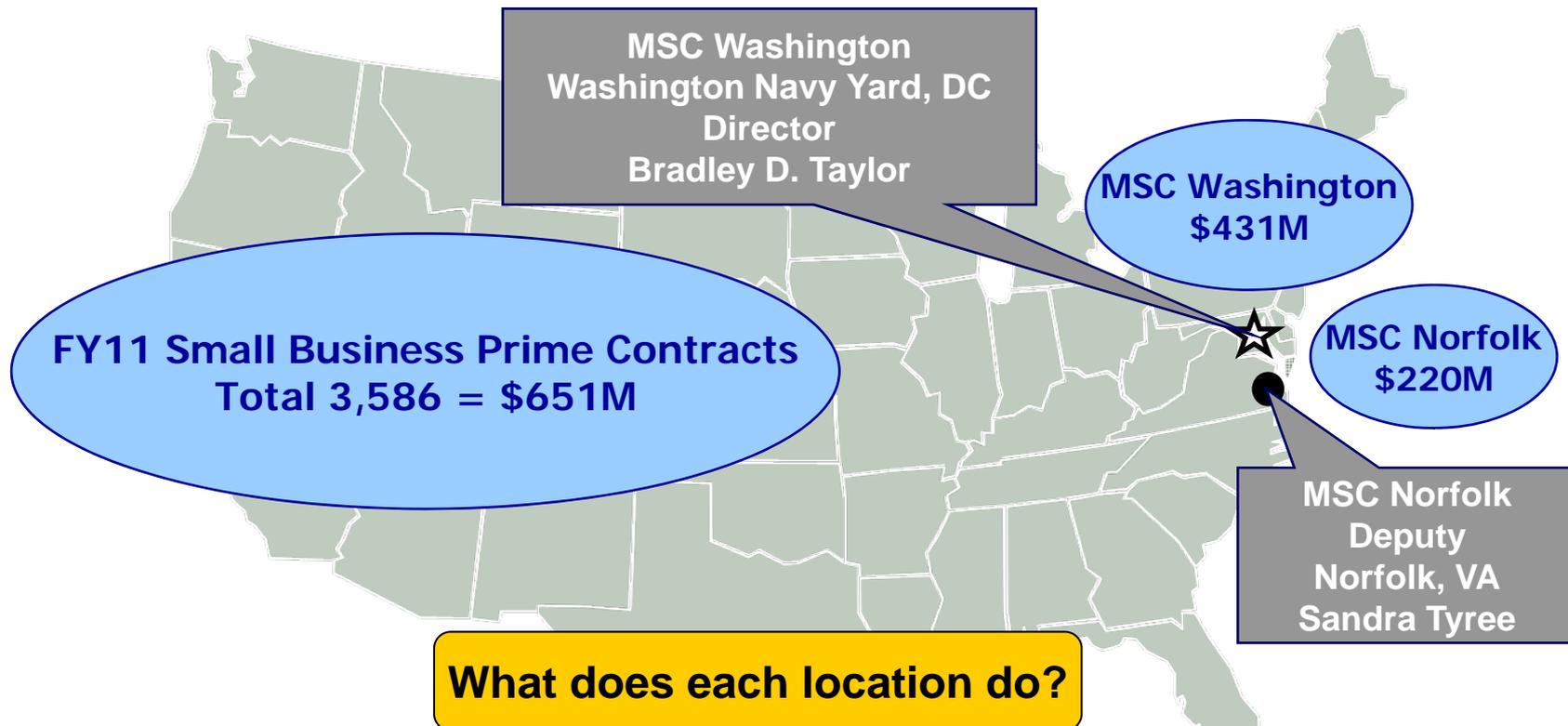
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MSC Small Business Program



MSC Washington

- Ship Charters & Ship Operating Services
- Navigational Services
- Harbor Tug Services
- Port Operations & Layberths
- Marine Engineering Support Services

MSC Norfolk

- Ship Repair & Maintenance
- Shipboard Engineering Support Services
- Administrative & Mariner Support Services
- Mariner Hotel Lodging
- Marine Equipment Maintenance



Top FY11 Small Business NAICS



- 336611 SHIP BUILDING AND REPAIRING
- 483111 DEEP SEA FREIGHT TRANSPORTATION
- 488310 PORT AND HARBOR OPERATIONS
- 488330 NAVIGATIONAL SERVICES TO SHIPPING
- 541330 ENGINEERING SERVICES
- 488390 OTHER SUPPORT ACTIVITIES FOR WATER TRANSPORTATION
- 532411 COMMERCIAL AIR, RAIL, AND WATER TRANSPORTATION EQUIPMENT RENTAL AND LEASING
- 541513 COMPUTER FACILITIES MANAGEMENT SERVICES
- 721110 HOTELS (EXCEPT CASINO HOTELS) AND MOTELS
- 481212 NONSCHEDULED CHARTERED FREIGHT AIR TRANSPORTATION

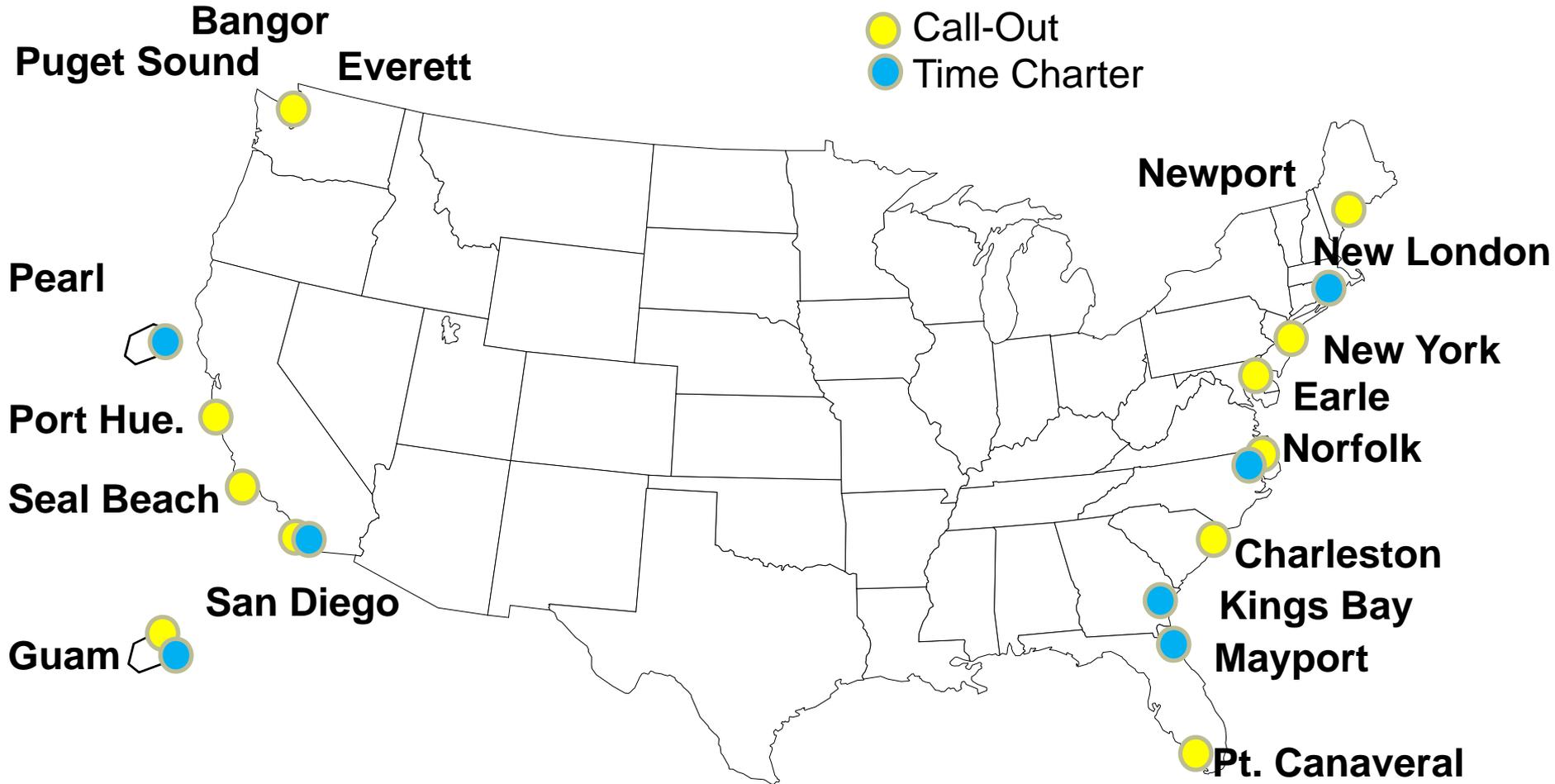
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SNAPSHOT OF MSC TUG CONTRACTS



★ = MSC contracted commercial tugs



CURRENT REQUIREMENTS



- **MSC's Current Mix of Tugs**

- Tractor Tugs

- Mostly Time chartered
- Unusual requirements (e.g., submarine fendered)

- Traditional Tugs

- Mostly Call-out contracts
- Uses commercial standards and vessels to the greatest extent



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- **Obstacles to Competition**
 - Propulsion units
 - Non-marking and Submarine fendering
 - New builds
 - Minimum requirements



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- **Challenges for the future**

- Operational Efficiencies

- Tug overtime reduced by shifting hours for ship arrival/departures
- Monday thru Friday normal working hours
- Reliance on industry for tug support
- Industry Innovations (e.g., green initiatives, bio-fuel, fuel efficiency)

- ***Upcoming Government Requirements (through 2017)***



UPCOMING REQUIREMENTS



Port	Current Contract Ends	No. of Tugs	Propulsion Type	Min. Bollard Pull (lbs)	Max. Draft (ft)	Max. LOA (ft)	Max. Beam (ft)	Max. Air Draft (ft)	Sub-Surface Fendering	Brow	Fire-fighting	Other Restrictions	Remarks
TIME CHARTER CONTRACTS													
Guam	30-Sep-12	1	Tractor-like	100,000	3.81 (mtrs)				Yes	Yes	1,000 gpm at 125 psi	Force 8	RFP out
New London	31-Aug-13	2	Tractor-like	65,000	15			30	Yes	Yes			
San Diego	30-Sep-13	1	Tractor-like	100,000		120			Yes	Yes	2,000 gpm at 125 psi		
San Diego	30-Sep-13	4	Tractor-like	65,000		120			Yes	Yes	2,000 gpm at 125 psi		
Norfolk	31-Mar-14	7	Tractor-like	100,000	18				Yes	Yes	3,000 gpm at 125 psi		
San Diego	30-Sep-14	1	Pusher Boat	15,000	8	60	20		Yes	No			
Kings Bay/Mayport	31-Aug-15	6	Tractor-like	100,000	18				Yes	Yes	1,000 gpm at 125 psi	Manatee guards	
Pearl Harbor	31-Mar-17	4	Tractor-like	100,000	16	110			Yes	Yes	1,000 gpm at 125 psi	Force 8	Begins 10/1/2012
REQUIREMENTS (CALL-OUT TYPE) CONTRACTS													
Norfolk	30-Sep-12	5	Any	40,000	18	110	50	28			360 deg	Four zones	RFP out
Everett, WA	30-Sep-13	2	Twin Screw	(750 hp)	6	60	16	24			3 inch monitor		
Port Canaveral	30-Sep-13	1	Tractor-like	90,000	16	120			Yes				
Port Canaveral	30-Sep-13	1	Twin Screw	40,000	16	120			Yes				
Port Hueneme	30-Sep-13	1	Any	50,000	20	105							
Port Hueneme	30-Sep-13	1	Any	30,000				24					
Seal Beach	30-Sep-13	2	Tractor-like	100,000									
Newport, RI	30-Sep-14	2	Any	(2,000 hp)	20								
Newport, RI	30-Sep-14	1	Any	(900 hp)	20								
Charleston	30-Sep-15	4	Any	45,000									
Charleston	30-Sep-15	1	Any	45,000							2,000 gpm at 125 psi		
Puget Sound	30-Sep-15	4	Twin Screw	40,000								Up to 7 zones	
Puget Sound	30-Sep-15	4	Tractor-like	90,000								Up to 7 zones	
Earle	30-Sep-15	3	Twin Screw	65,000								Two zones	
Earle	30-Sep-15	3	Twin Screw	100,000								Two zones	
Guam	30-Sep-16	3	Tractor-like	100,000				24	Yes				
Guam	30-Sep-16	2	Twin Screw	50,000				24	Yes				
San Diego	30-Sep-16	2	Twin Screw	(3,000 hp)									

The same port listed twice above indicates one contract but different tug requirements

Requirements and tug characteristics are subject to change.

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DOD's COMPETITIVE PUSH



- **DOD is requiring that Contracting Officers obtain effective competition.**
 - In any procurement where only 1 bid is received, cost or pricing data may be required.
- **As procurement officials we are being asked to take a look at our processes to see if changes can be made to increase competition.**
- **Dr. Ashton Carter, DOD (Acquisition, Technology & Logistics) in his 28 Jun 10 memo to Acquisition Professionals mandates that DOD – DO MORE WITHOUT MORE.**



MSC TUG CONTRACTING STEPS



- To provide ships and services, MSC follows the below general steps in evaluating and awarding a tug charter or contract

Identification of Needs	Solicitation	Evaluation	Award	Post Award
<ul style="list-style-type: none"> Requirements Definition Market Surveys <ul style="list-style-type: none"> Identification of commercial capability Price Estimation Identification of sources Source Selection criteria 	<ul style="list-style-type: none"> Contract type <ul style="list-style-type: none"> Time Charter Call-out Synopsis RFP Issuance Amendments RFP Closing 	<ul style="list-style-type: none"> Price <ul style="list-style-type: none"> Per Diem Fuel Del/Redel bonus, etc. Technical <ul style="list-style-type: none"> Capability Value Past Performance Discussions 	<ul style="list-style-type: none"> Selection <ul style="list-style-type: none"> Low-Priced Tradeoff 	<ul style="list-style-type: none"> Pre-Delivery work On-Hire <ul style="list-style-type: none"> Inspection Acceptance Past Performance - CPARS Options



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- ***Recent Changes in Insurance (Ken Allen)***
- ***MSC website www.msc.navy.mil***
 - Bidder's List – Click on Contracts, then Registration under Master Vendor's List and complete the form – must be updated annually.
 - Summary of Time Chartered Ships – Click on Contracts, then Time Chartered Ships under Forecast of Opportunities, scroll down to Harbor Tugs/Towing on the Summary to see current incumbents and per diem rates.
- ***FebBizOpps www.fedbizopps.gov***



MSC Website



On the MSC Website, click Contracts

The screenshot shows the Military Sealift Command website in a Microsoft Internet Explorer browser window. The address bar displays <http://www.msc.navy.mil>. The page features a navigation menu with the following links: Home, Latest News, MSC Overview, Commander, Organization, Ship Inventory, Employment, CIVMAR, and Contracts. A red arrow points to the 'Contracts' link. Below the navigation menu is a large image of a military sealift ship (numbered 23) at sea. To the left of the image is a sidebar with links: Mission, Worldwide Locations, Civilian Mariner Jobs, Doing Business with MSC, Reserve Programs, and Safety Programs. Below the sidebar is a yellow banner that reads 'ONE MSC: Military Sealift Command Reorganizes' and a 'Follow us on Facebook' button. At the bottom of the page, there is a search bar, contact information for the Military Sealift Command, and a 'Life is worth living!' campaign logo with the text 'Click here for your lifeline. 1-800-273-TALK (8255 Option 1)'. The browser's status bar at the bottom shows 'Internet' and '115%' zoom.

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<http://www.msc.navy.mil/>

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MSC Procurement Home Page



On the MSC Procurement Home Page, click Time Chartered Ships

For the Master Vendor List, click Registration



Forecast of Opportunities



Common Document Detail - Microsoft Internet Explorer provided by NMCI

https://www.procurement.msc.navy.mil/procurement/contract/CommonDocumentDetail.jsp?documentId=5000008

File Edit View Favorites Tools Help

Common Document Detail

 **Military Sealift Command Procurement**

Home Latest News MSC Overview Commander Organization Ship Inventory Employment CIVMAR Contracts

Common Document Detail

Before using this site as a source of information, read the [Procurement-Related Disclaimers](#).

Title: Summary of Time Chartered and Contract Operated Ships by Quarter by Program

Point of Contact: Ms. Jerri Salyers
Phone Number: 202-685-5576
Fax Number: 202-685-5942
POC Email Address: jerri.g.salyers@navy.mil

Description: Summary of Time Chartered and Contract Operated Ships Report for the 1st Quarter FY 12

Attached File(s): [Click a file description to download/view it.](#) [Need more help?](#)

Date Posted	Description	File Size
12/19/2011	SUMMARY OF TC SHIPS 1ST QTR 2012	313856

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Military Sealift Command, ATTN: Public Affairs, 914 Charles Morris Ct SE, Washington Navy Yard, DC, 20398-5540
 General Information: 1-888-SEALIFT (732-5438) • Marine Employment Opportunities: 1-877-JOBS-MSC (562-7672) • Email: mscghd@msc.navy.mil

This is an Official U.S. Navy Web site and is the official web site of the Military Sealift Command. For more information on employment with the Navy, visit [Navy Jobs](#). MSC reports to Fleet Forces Command and is one of three component commands reporting to the U.S. Transportation Command, known as USTRANSCOM.

Internet 115%

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POINTS OF CONTACT



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- **Small Business**

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- Sandra Tyree 757-443-2717