



Army National Guard Readiness Center (TARC) Facility Maintenance and Repair Services Market Research Report

Please note this version of the market report differs than the report provided to the client as we have removed industry partner responses who did not authorize sharing on the Acquisition Gateway. The summary totals are accurate.

On June 4, 2019, GSA issued a request for information (RFI) on behalf of the US Army National Guard Readiness Center (TARC) to GSA Best-In-Class Building Maintenance and Operation (BMO). Responses were due by June 18, 2019.

The requirement was summarized as follows:

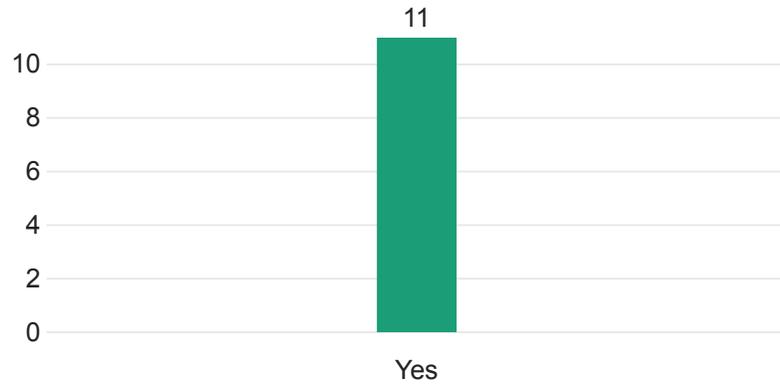
The contractor shall provide all personnel, equipment, tools, materials, supervision, and quality control necessary, except as specified in Paragraph 3.0 as Government Furnished, to perform Facility Maintenance and Repair Services, as defined in this PWS.

The NAICS Codes designated for the research was 561210 Facility Support Services

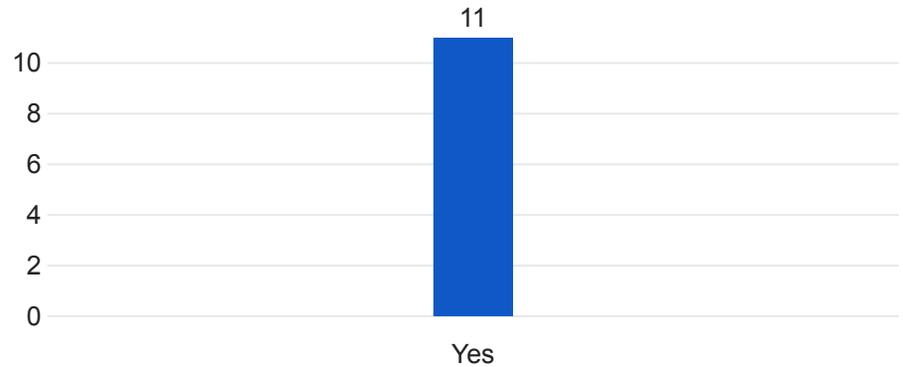
The following report demonstrates the interested parties business information, socio-economic information, and technical information as it relates to the requirement described in the RFI.



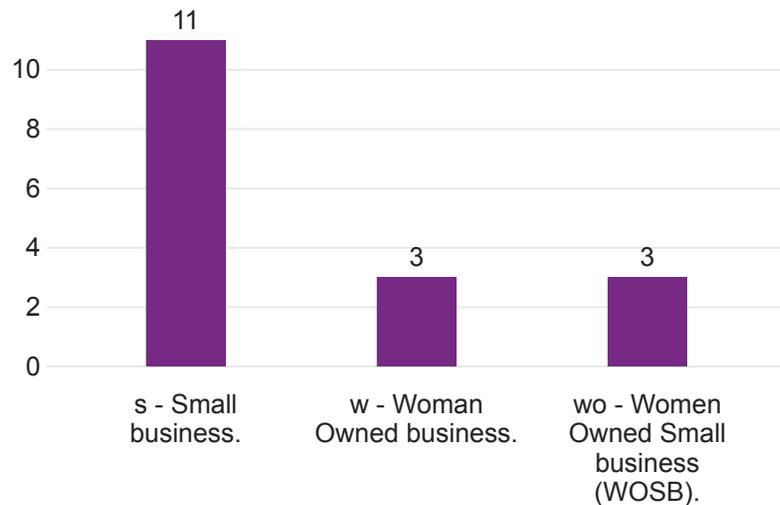
Total Interested Parties



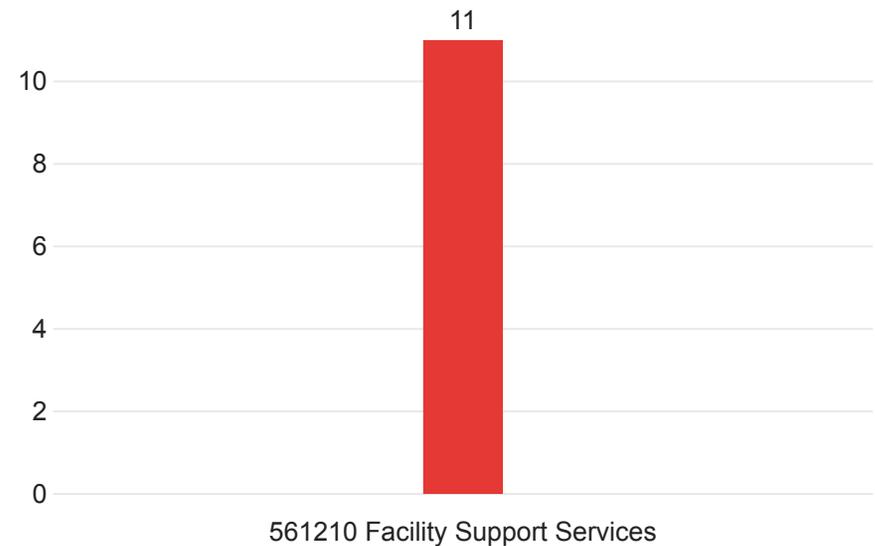
Interest in site visit on June 26, 2019



Socio-Economic Breakdown



Recommended NAICS





Interested Parties

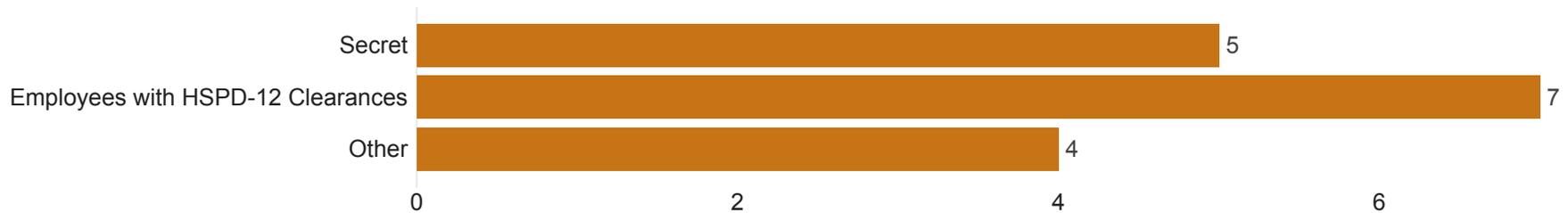
Company Name	Contact Name (POC)	POC Email	POC Phone #
Native Energy & Technology, Inc.	John H Morris	jmorris@native-energy.com	210-231-6060
Inspection Experts, INC	Tiffany Lederle	tlederle@ieinc.net	(410) 715-3939
CTSI-FM, LLC	Mr. K. Weedon Gallagher	wgallagher@ctsi-fm.com	(410) 379-0080 / (240) 688-7448
Action Facilities Management, Inc.	Don Hill	dhill@actionfacilities.com	202-558-6545
Trademasters Service Corp	Kathy Townsend	ktownsend@trademasters.com	703-644-6400
Zero Waste Solutions, Inc.	Shavila Singh	shavila@zerowastesolutions.com	925-27-3339

Interested Party Websites & General Capabilities URLs

Company Name	Company website	Capabilities Website URL only
Native Energy & Technology, Inc.	http://native-energy.com/	http://native-energy.com/bmo/
Inspection Experts, INC	www.ieinc.net	www.ieinc.net
CTSI-FM, LLC	https://ctsi-fm.com/	https://ctsi-fm.com/
Action Facilities Management, Inc.	www.actionfacilities.com	www.actionfacilities.com
Trademasters Service Corp	https://trademasters.com/	https://trademasters.com/government/capabilities/
Zero Waste Solutions, Inc.	www.zerowastesolutions.com	http://www.zerowastesolutions.com/services



Security Clearance Levels



Interested Parties Security Clearances

Company Name	Level of clearance	Other
Native Energy & Technology, Inc.	No clearance at company level but has employee(s) with clearances	N/A
Inspection Experts, INC	Secret, Top Secret, Employees with HSPD-12 Clearances, Other	DOE Q
CTSI-FM, LLC	Secret, Top Secret, No clearance at company level but has employee(s) with clearances, Employees with HSPD-12 Clearances	N/A
Action Facilities Management, Inc.	Top Secret	N/A
Trademasters Service Corp	No clearance at company level but has employee(s) with clearances, Employees with HSPD-12 Clearances	N/A
Zero Waste Solutions, Inc.	Employees with HSPD-12 Clearances	N/A



Technical Yes/No Questions

Field	Yes	No
1. Does the draft PWS contain adequate information that would enable you to sufficiently respond to a RFP?	11	0
2. Can your company meet all required services outlined in the PWS?	11	0
3. Are you able to provide emergency services 24/7?	11	0

Interested Parties Technical Yes/No Responses

Company Name	1.	2.	3.
Native Energy & Technology, Inc.	Yes	Yes	Yes
Inspection Experts, INC	Yes	Yes	Yes
CTSI-FM, LLC	Yes	Yes	Yes
Action Facilities Management, Inc.	Yes	Yes	Yes
Trademasters Service Corp	Yes	Yes	Yes
Zero Waste Solutions, Inc.	Yes	Yes	Yes



Optional Feedback - All

Company
Name

Optional Feedback:

CTSI-FM,
LLC

CTSI-FM can provide all required services in the PWS. Our leadership includes individuals with decades of National Guard service, and we are very familiar with the ARNG Readiness Center. While many of our team possess individual clearances, we do not have a corporate facility clearance (FCL). This is a significant hurdle that will eliminate many capable firms from competition. It seems impractical for several reasons. NGB has not convinced DSS that an FCL is required. Most facility spaces do not handle classified information, and those that do can be served by individually cleared personnel. NGB could make this criterion a minor qualitative advantage in the bid submission process without eliminating well-qualified firms. As an SDVOSB with extensive senior leader ARNG experience, we are not only well-qualified and experienced in our industry, but also sufficiently knowledgeable about the National Guard and the ARNG Readiness Center to render excellent facilities O&M and support.

ACEPEX
Management
Corporation

ACEPEX had a Facility SECRET clearance in the past and several employees had clearances up to TOP SECRET, but the contracts in question have ended and the clearances have expired. Unfortunately, solicitations such as this one do not give us the opportunity to regain our clearance. We cannot apply for contracts if we don't have a clearance, but we cannot get a clearance if we don't have a contract that requires a clearance.



Recommendations:

This market research study contributes to understanding of the US Army National Guard Readiness Center (TARC) and the Facility Maintenance and Repair Services. Based on the above report, GSA believes it is reasonable to hypothesize:

- It appears there will be companies technically capable of meeting the requirements based on the quantity of responses from BMO Small Business Zone 1 due to the amount of responses received,
- The Army will be able to satisfy socio-economic interests as outlined in FAR Part 19,
- All respondents recommended/agreed that NAICS 561210 Facility Support Services was appropriate

These hypotheses should be independently verified by Army based on the data provided in this report and their other sources.

Finally, GSA is committed to providing Army support throughout their acquisition lifecycle through data, training, assistance modifying base level contracts, and acquisition advice and services related to our contracts. Should you have any questions please contact Mary Snodderly at mary.snodderly@gsa.gov or the BMO team at fssi.bmo@gsa.gov.

Thank you for the opportunity to research this requirement.

GSA Market Research! Visualize Results

Please note this version of the market report differs than the report provided to the client as we have removed industry partner responses who did not authorize sharing on the Acquisition Gateway. The summary totals are accurate.