



**FEDERAL  
CONSTRUCTION  
CONSULTANTS**

"Know the rules for successful contracting."

**Speaker: Stan Uhlig**

**[www.FederalConstructionConsultants.com](http://www.FederalConstructionConsultants.com)**

# Stan Uhlig Bio

Over 37 Years of DoD Experience

Managed almost \$8 Bil Federal Construction

Owner of Federal Construction Consultants

Author of *Principles of Federal Construction Contracting*

Speaker and Consultant

# Types of Construction Contracts

## Sealed Bid

Project is already designed

Firm-Fixed Price

Lowest price wins

## Negotiated

Includes Design-Build and Indefinite-Delivery/Indefinite Quantity

Contracts

“Best Value” contracts

# Types of Negotiated Contracts

## Design/Build

- Requires proposal and price
- Awarded based on "Best Value" to the government
- Requires teaming or Joint Venture between contractor and A/E firm

## Job Order Contract (JOC)

Called Simplified Acquisition of  
Base Engineering Resources  
(SABER) by Air Force

Indefinite-Delivery/Indefinite-  
Quantity Contract

Uses standard book prices, i.e.

R.S. Means and coefficient

One year base and up to four  
option years

Task orders may be up to \$2 mil

# Multiple Award Task Order Contract (MATOC)

Sometimes called a Multiple  
Award Construction Contract  
(MACC)

Indefinite-Delivery/Indefinite  
Quantity Contract

Awarded to 3-5 contractors

Contractors compete against each  
other for task orders

One year base and up to four  
option years

Various limits on total contract  
and task orders

# Single Award Task Order Contract (SATOC)

Indefinite-Delivery/Indefinite  
Quantity Contract

Awarded to one contractor

Based on "Best Value"

Contractor negotiates each task  
order with government

One year base and up to four  
option years

Various limits on total contract  
and task orders

# Useful Websites

FEDBIZOPPS [www.fbo.gov](http://www.fbo.gov)

FEDBID (reverse auction site)  
[www.fedbid.com](http://www.fedbid.com)

Federal Procurement Data System  
[www.fpds.gov](http://www.fpds.gov)

SBA Subcontractor Opportunities  
[www.sba.gov/subnet/](http://www.sba.gov/subnet/)



# **FEDERAL CONSTRUCTION CONSULTANTS**

"Know the rules for successful contracting."

Stan Uhlig – Author

*"Principles of Federal Construction Contracting"*

Email:

[Stan@StanUhlig.com](mailto:Stan@StanUhlig.com)

Telephone: 360-633-6004

Website:

[www.ContractingGuru.com](http://www.ContractingGuru.com)