

DEPARTMENT OF DEFENSE

NVR partners with 8A contractor to provide quality roofing services on DOD military bases navigating multiple challenges



Background

DOD IDIQ contract was bid and won through an 8A contractor by NV in 2016. After initial 5 year contract term, NV and the 8A contractor re-bid and were awarded another 5 year term. Roofing services are provided on 7 Army bases in the VA, MD, DC area:

Fort Belvoir

Fort Myer

Fort McNair

Fort AP Hill

Fort Detrick

Rivanna Station



Two Major Challenges

1. Meeting aggressive Period of Performance (POP) requirements

It is critical under the contract that site visits are conducted and pricing is provided to the government extremely quickly. Once a notice to proceed is issued the work must be completed within the specified POP. This can be challenging due to material and crew availability. NVR has been able to utilize relationships with manufacturers and distribution to ensure that materials are available. In addition, our ability to quickly and efficiently build roofing crews that can access military bases and possess the skill set to complete the required work in the timeframes required has led to many years of success on this contract.

2. Pricing Challenges

All pricing is set for the entire 5 year contract with a modest annual increase. Each contract line item number (CLIN) has an agreed to value assigned to it. When a requisition to price a roof it must happen very quickly. The roof price needs to be built based on a summation of all the associated CLIN's for the roof being priced. Regardless of industry price increases our work must be completed in accordance with the pricing in the bid documents. A dedication to supply chain management and minimizing waste is critical to complete this work profitably.

Results

- Completed first 5 year contract within schedule and budget
- Due to performance were granted a 1 year extension
- Were awarded 2nd 5-year term
- Developed SOP's that have allowed profitability to be
- consistent without sacrificing on quality

We always follow through on our commitments, regardless of the challenges.



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