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# 2022 S.A.M.E CONTRACTING PANEL

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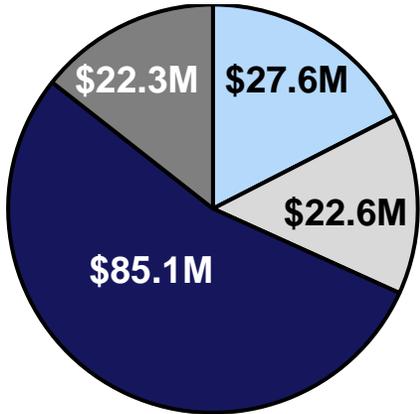
*Integrity - Service - Excellence*



# 18th Contracting Squadron: By the Numbers

## FY22 Total Awards

(as of 17 Oct 2022)

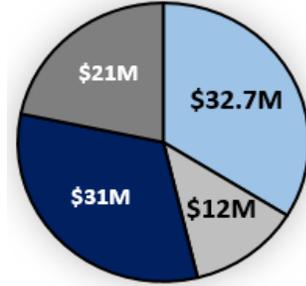


Construction	Services
Gov Purchase Card	Commodities

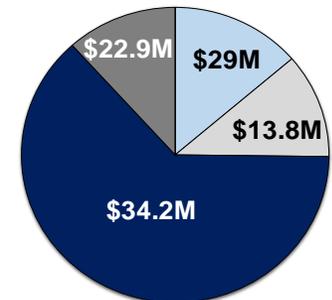
**FY22 Totals**  
**\$ 157,723,711.81 Obligated (Includes GPC)**  
**964 Contract Actions (No GPC)**  
**GPC Total Rebates: \$292,628**

## Previous 3 FYs

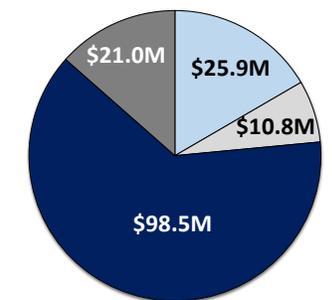
**FY21**  
 \$76.4M  
 992 Actions



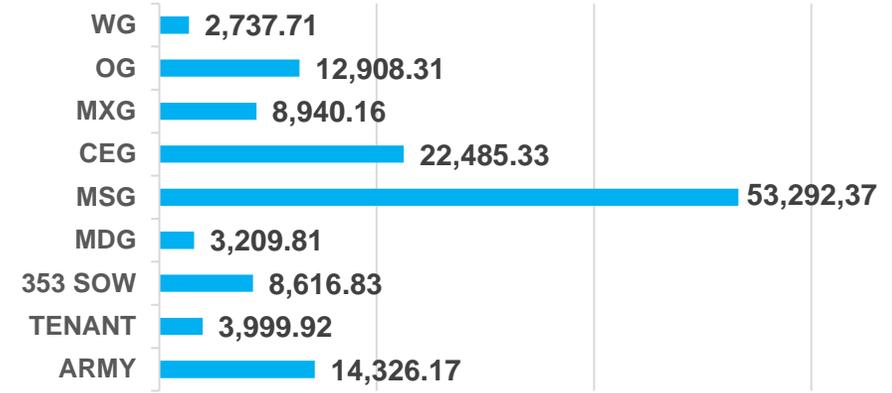
**FY20**  
 \$100M  
 678 Actions



**FY19**  
 \$156.2M  
 723 Actions



## 3QFY22 (\$130,516.61)



## FY21 vs FY22 Rebate Data (Q1,Q2&Q3)

FY21 Q1,Q2&Q3		% Change	FY22 Q1,Q2&Q3	
Group	Dollars		Group	Dollars
18 WG	\$ 195,958.21	16%	18 WG	\$ 226,870.88
353SOW	\$ 17,114.26	24%	353SOW	\$ 21,230.52
TENANT	\$ 13,297.12	-35%	TENANT	\$ 8,581.84
ARMY	\$ 38,468.99	-7%	ARMY	\$ 35,945.07
<b>FY21</b>	<b>\$264,838.58</b>	<b>10%</b>	<b>FY22</b>	<b>\$292,628.31</b>



# Forecasted Buys

The following services and construction buys are tentative projections over the next 18 months and some may result in multiple year contracts:

FY23 & FY24	
Drinking Water Analysis	\$250K~\$500K
Okuma Grounds	\$500K~\$1M
Vehicle Rental (BPA)	\$5M~\$10M
House Cleaning (IDIQ)	\$5M~\$10M
Grounds Maintenance (IDIQ)	\$10M~\$20M
Airfield Paving (IDIQ)	\$10M~\$20M
Custodial Service (IDIQ)	\$10M~\$20M
Eagle Hardware (IDIQ)	\$25M~\$50M
SABER (IDIQ)	\$25M~\$50M



# 発注予定案件

- 翌年度または翌々年度に公開が予定されている役務・建設業関連の案件

23年・24年度	
飲料水分析	\$250K~\$500K
オクマ 草刈り業務	\$500K~\$1M
車両リース (BPA)	\$5M~\$10M
住宅クリーニング (IDIQ)	\$5M~\$10M
嘉手納 草刈り業務 (IDIQ)	\$10M~\$20M
飛行場舗装 (IDIQ)	\$10M~\$20M
施設清掃管理業務 (IDIQ)	\$10M~\$20M
イーグル ハードウェア (IDIQ)	\$25M~\$50M
SABER (IDIQ)	\$25M~\$50M



# 18 CONS Multiple Award Construction Contractors (MACC)

## 18th Contracting Squadron Multiple Award Construction Contract (Mega MACC) Contractor List

6 Jun 22

Contract No.	Company Name	Cage/Duns	POC	Alternate POC	Address
<b>FA5270-17-D-0007</b>	American Engineering Corporation (AEC)	JS462 690619705	Mr. Scott Garner Tel: 098-897-6784 Fax: 098-897-6784	Mr. Ken Exsterstein Tel: 098-897-6781 Tel: 098-934-2236	7-8-13 Oyama Ginowan City, Okinawa, Japan 901-2223 <a href="mailto:SuperMACC@aec-japan.co.jp">SuperMACC@aec-japan.co.jp</a> <a href="mailto:ateam@aec-japan.co.jp">ateam@aec-japan.co.jp</a> <a href="mailto:ken.exsterstein@aec-japan.co.jp">ken.exsterstein@aec-japan.co.jp</a>
<b>FA5270-17-D-0008</b>	Fuji Construction Co., Ltd.	JS6V4 694312638	Mr. Hisao Tedokon Tel: 098-898-4889 Fax: 098-898-3006	Mr. Shin Kogachi Tel: 080-2752-8178	4-2-2 Shimashi, Ginowan City, Okinawa, Japan, 901-2213 <a href="mailto:fujikensetsu13@gmail.com">fujikensetsu13@gmail.com</a> <a href="mailto:fuji5@ii-okinawa.ne.jp">fuji5@ii-okinawa.ne.jp</a>
<b>FA5270-17-D-0009</b>	Sumiju Yokosuka Kogyo Co., Ltd.	JS850 693094989	Mr. Atsushi Ishikawa Tel: 098-989-5472 Fax: 098-989-5473	Yuichi Hayashi	19 Natsushima-Cho, Yokosuka, Kanagawa, Japan 237-0064 <a href="mailto:zSumitomo_Okinawa@shi.co.jp">zSumitomo_Okinawa@shi.co.jp</a>
<b>FA5270-17-D-0010</b>	Kyunan Co., Ltd.	JS794 694229550	Mr. Donisio Liwag Jr. Tel: 080-5803-7712 Tel: 098-923-2503 Fax: 098-923-2504 <a href="mailto:dionisio_liwag@kyunan.com">dionisio_liwag@kyunan.com</a>	Mr. Mark Relucio Tel: 070-4702-6331	5070 Tohoku-Cho, Miyakonojo-City Miyazaki, Japan 885-0004 <a href="mailto:okiventures@kyunan.com">okiventures@kyunan.com</a>
<b>FA5270-17-D-0011</b>	Maeda-Onaka Joint Venture	JSQ48 711288720	Mr. Tetsuya Ishikawa Tel: 098-863-2841 Tel: 098-921-7911	Mr. Onishi Hiroshi Tel: 098-863-2841 Cell: 090-4060-8826	2-14-1, Hakataekihigashi, Hakata-ku Fukuoka City, Fukuoka, Japan 812-0013 <a href="mailto:ishikawa.t@jcity.maeda.co.jp">ishikawa.t@jcity.maeda.co.jp</a> <a href="mailto:oonishi.hi@jcity.maeda.co.jp">oonishi.hi@jcity.maeda.co.jp</a>
<b>FA5270-17-D-0012</b>	NES Pacific Liability Co	JSV75 692169107	Mr. Mr. Esrin Lo Cell: 090-1179-0701 Tel: 098-926-6010 Fax: 098-926-6011	Mr. Hachiro Inoue Mr. Toru Shiroma Tel: 098-926-6010	411-3, Aza Ihei, Chatan Cho, Towadai 3, Bldg 2-6, Nakagami Gumi, Okinawa, Japan 904-0102 <a href="mailto:Construction@nes-corp.com">Construction@nes-corp.com</a> <a href="mailto:Hachiro.inoue@nes-pacific.com">Hachiro.inoue@nes-pacific.com</a>
<b>FA5270-17-D-0013</b>	NIPPO CORPORATION	JS168 690567938	Mr. Nobuyuki Koga Tel: 098-938-3277 Fax: 098-938-3177 Cell: 090-7446-1654	Mr. Masami Okamoto Mr. Roy Higashionna Cell: 090-3790-7266 Tel: 098-975-8505 Fax: 098-938-3177	3395-1, Noborikawa, Okinawa-City, Okinawa, Japan 904-2142 <a href="mailto:Akamatsu_teruhisa@nippo-c.jp">Akamatsu_teruhisa@nippo-c.jp</a> <a href="mailto:banshouya_eiji@nippo-c.jp">banshouya_eiji@nippo-c.jp</a> <a href="mailto:roy.higashionna@gmail.com">roy.higashionna@gmail.com</a>



**System Award Management**  
**サム登録**

**ユーザー・アカウント作成編**



嘉手納基地第18契約中隊  
山内 梨菜



# How to Do Business w/ the Government: SAM Registration

## Step 1: Unique Entity ID (used to be a DUNS number)

Home Search Data Bank Data Services Help

**Official U.S. Government Website**  
100% Free

The Official U.S. Government System for:

- Contract Opportunities** (was fbo.gov)
- Contract Data** (Reports ONLY from fpds.gov)
- Wage Determinations** (was wdol.gov)
- Federal Hierarchy** Departments and Subtiers
- Assistance Listings** (was cfda.gov)
- Entity Information** Entities, Disaster Response Registry, and Exclusions
- Entity Reporting** SCR and Bio-Preferred Reporting

[Learn More](#)

**Register Your Entity or Get a Unique Entity ID**

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

[Get Started](#)

[Renew Entity](#)

[Check Registration Status](#)

Already know what you want to find?

Select Domain...



# How to Do Business w/ the Government: National CAGE CODE

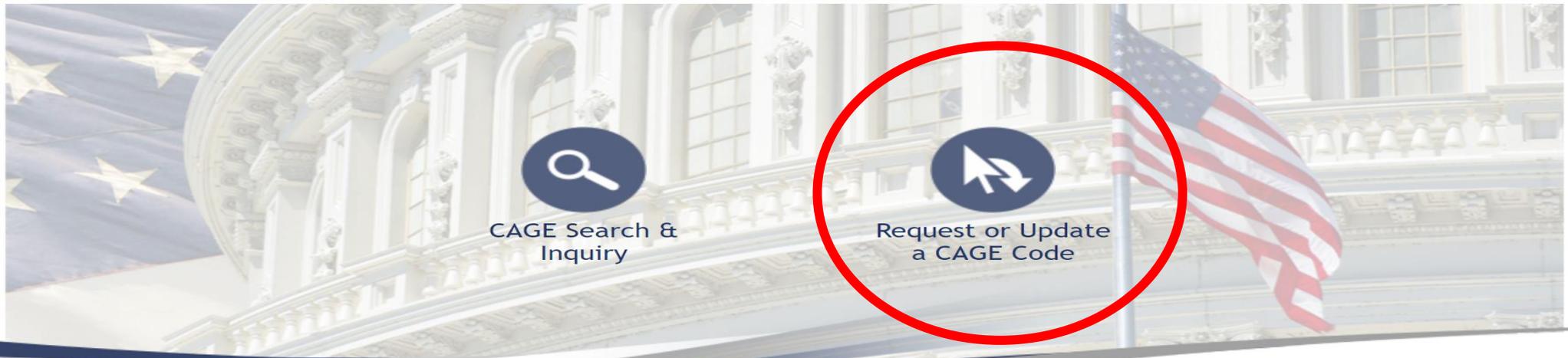
## Step 2: Registrar for a National Commercial and Government Entity (CAGE) CODE: <https://cage.dla.mil/>

### CAGE

COMMERCIAL AND GOVERNMENT  
ENTITY PROGRAM

SEARCH & INQUIRY    REQUEST | UPDATE    NEWS    FORMS    RESOURCES    ABOUT | FAQ    CONTACT THE CIC

- Due to high demand, Tickets are taking longer than expected. Entity legal business name and address validation issues should be reported to SAM at the Federal Service Helpdesk (FSD). Please do not create multiple Helpdesk tickets to both CAGE and SAM for the same request. Please read the [CAGE News and Events](#) articles for more information. Thank you for your patience. **✘**
- SAM.gov has been providing an automatic 30-day extension for any existing SAM.gov entity needing to be renewed with a registration date between April 29, 2022 and April 28, 2023. These automatic extensions may not be accurately reflected in the CAGE system. Please refer to SAM.gov for the updated SAM expiration date as SAM.gov is the authoritative source for this data. **✘**



# System of Award Management (SAM) (サム) とは？

- 米国政府と契約締結するための企業登録サイト
- 登録には事前にNCAGEコード及びユニークアイデンティティID(UEI)の取得が必要
- 取得まで3～5営業日を要する
- 登録料 無料
- 但し、1年毎の更新が必要



# ユニークアイデンティティID (UEI) とは？

- 事業所が実在しているのかを確認（事業所識別）
- 必要書類
  - 正式な会社名
  - 物理的な住所（私書箱不可）
  - 会社設立日
  - 登記地（国、場所）
  - SAM.gov ユーザーアカウント



### The Official U.S. Government System for:

**Contract Opportunities**

(was fbo.gov)

**Contract Data**

(Reports ONLY from fpds.gov)

**Wage Determinations**

(was wdol.gov)

**Federal Hierarchy**

Departments and Subtiers

**Assistance Listings**

(was cfda.gov)

**Entity Information**

Entities, Disaster Response Registry, and Exclusions

**Entity Reporting**

SCR and Bio-Preferred Reporting

[Learn More](#)

### Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

**Get Started**

**Renew Entity**



**Check Registration Status**

クリック

### Already know what you want to find?

Select Domain...

▼ e.g. 1606N020Q02



### Announcements

**Entity validation was updated** 

*If you are registering, renewing an entity registration, or getting a Unique Entity*

Aug 9

### Have Questions about SAM.gov?

VIDEO TRAINING:  
Get a Unique Entity ID (SAM)





**sam.gov** is using Login.gov to allow you to sign in to your account safely and securely.

**i** SAM.gov only recognizes one email address on Login.gov accounts. Adding email addresses to your Login.gov account [may cause your SAM.gov login to fail](#).

Sharing your Login.gov password or using someone else's Login.gov account violates the [rules of use](#).

Email address

Password

Show password

Sign in

Create an account

クリック

## Create your account

Enter your email address

Select your email language preference

Login.gov allows you to receive your email communication in English, Spanish or French.

English (default)

Español

Français

I read and accept the Login.gov [Rules of Use](#)

**Submit**

[Cancel](#)

[Security Practices and Privacy Act Statement](#)

[Privacy Act Statement](#)

メールアドレス

英語、スペイン語、  
フランス語のみ

ここも  
クリック

“クリック”  
24時間以内にメールより登  
録を完了する



✔ You have confirmed your email address

## Create a strong password

It must be at least 12 characters long and not be a commonly used password. That's it!

Password

Show password

Password strength: ...

**Continue**

Password safety tips



[Cancel account creation](#)

12桁のパスワード  
を作成する



セキュリティー強化のため承認方法を二種類設定する（一つでも可）

## Authentication method setup

Add another layer of security by selecting a multi-factor authentication method. We recommend you select at least (2) two different options in case you lose one of your methods.

 **Security key (USBデバイス等)**  
A physical device, often shaped like a USB drive, that you plug in to your device. ✓

 **Government employee ID**  
PIV/CAC cards for government and military employees. Desktop only.

 **Authentication application**  
Download or use an authentication app of your choice to generate secure codes.

 **Text or voice message**  
Receive a secure code by (SMS) text or phone call. (ショートメッセージ、音声等) ✓

 **Backup codes**  
A list of 10 codes you can print or save to your device. When you use the last code, we will generate a new list. Keep in mind

メールを確認

## Check your email

We sent an email to [REDACTED] with a link to confirm your email address. Follow the link to continue creating your account.

Didn't receive an email? [Resend](#)

Or, [use a different email address](#)

You can close this window if you're done.

## Complete Your Profile

Next, complete the following fields. Unless marked as optional, all fields are required.

First Name

Last Name

Email Address

Business Phone (Optional)

Country Code is 1 for USA and North America

Country Code

Phone

Extension

Submit

Cancel

プロフィール  
を記入する

クリック



# NCAGE Code

## (エヌケージ・コード) とは？

- 5桁の企業識別コード
- 米国政府と現在もしくはこれから取引予定のある企業を認識するためのコード
- 日本国がTier 2国として業務開始を受け「S」で始まる5桁のコードを「J」で始まる5桁のコードに変更
- ナンバー取得は無料
- 取得まで最大で10営業日を要する
- [お問い合わせはjapan-ncage@atla.mod.go.jp](mailto:japan-ncage@atla.mod.go.jp)まで



## **Contract Opportunities** 米政府発注の入札情報掲載サイト

- 連邦政府の調達に関する情報を一元的に集め企業に対して情報提供を行うサイト
- \$25,000を超える案件を公開
- 物販、役務及び建設工事の入札案件を掲示
- 入札書類をダウンロードで入手可能  
(図面等はCDにて別途配布)



# https://sam.gov/content/home



Official U.S. Government Website  
100% Free

The Official U.S. Government System for:

**Contract Opportunities**

(was fbo.gov)

クリック

**Contract Listings**

(was cfda.gov)

**Contract Data**

(Reports ONLY from fpds.gov)

**Wage Determinations**

(was wdol.gov)

**Federal Hierarchy**

Departments and Subtiers

Already know what you want to find?

Select Domain...



e.g. 1606N020Q02



# Contract Opportunities

Legacy Website



Contract opportunities are procurement notices from federal contracting offices. Anyone interested in doing business with the government can use this system to search opportunities. Opportunities include pre-solicitation notices, solicitation notices, award notices, and sole source notices.

If you are looking for grant opportunities, visit our partner site at [grants.gov](#).

## Federal Users

Manage contract opportunities as a contracting officer, contracting specialist, or administrator.

[Sign in to get started](#)

[Go to Contract Opportunities Federal home](#)

## Search Contract Opportunities

[Advanced Search](#)

FA5270

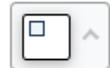
挿入

Show active only

[Get started searching contract opportunities](#)

Search e.g. 1606N020Q02, asphal

“Updated Date”を選択



Select Domain +

Contract Opportunities

Filter By -

Keywords

Input field for keywords

FA5270 x

Federal Organizations v

Dates v

Notice Type v

Product or Service Information v

Set Aside v

Place of Performance v

Contract Awardee v

Status ^

Showing 1 - 25 of 171 results

Sort by

Updated Date v

**Septic Tank Cleaning, Okinawa, Japan**

Notice ID: FA5270-21-Q-XXXX

This is to gather interest vendor for market research purposes for Pump Out and Clean Septic Tank service.

Please see the attached PWS and

クリック

Department/Ind.Agency  
DEPT OF DEFENSE

Subtier  
DEPT OF THE AIR FORCE

Office  
FA5270 18 CONS LGC

Contract Opportunities

Current Response Date  
Apr 30, 2021

Notice Type  
Original Sources Sought

Updated Date  
Apr 23, 2021

Published Date  
Apr 23, 2021

**Frequency Converter**

Notice ID: FA527019QA028

See Attached Solicitation and Amendment  
Changed Response date on FBO to reflect Offer due date on Solicitation  
From  
...

Department/Ind.Agency  
DEPT OF DEFENSE

Subtier  
DEPT OF THE AIR FORCE

Office  
FA5270 18 CONS LGC

Contract Opportunities

Current Date Offers Due  
Aug 23, 2019

Notice Type  
Updated Combined  
Synopsis/Solicitation

Updated Date  
Oct 22, 2019 (2)

Published Date  
Jul 30, 2019

**Vehicle Corrosion Control Services, Kadena AB**

Contract Opportunities

[Follow](#)

## Frequency Converter

### Contract Opportunity

- General Information
- Classification
- Description
- Attachments/Links
- Contact Information
- History

ACTIVE

Contract Opportunity

Notice ID  
FA527019QA028

Related Notice

Department/Ind. Agency  
DEPT OF DEFENSE  
Sub-tier  
DEPT OF THE AIR FORCE  
Major Command  
PACAF  
Office  
FA5270 18 CONS PK

スクロールダウンし  
最下部にある情報を  
クリック

### General Information

[View Changes](#)

Contract Opportunity Type: Combined Synopsis/Solicitation (Updated)  
All Dates/Times are: (UTC-04:00) EASTERN STANDARD TIME, NEW YORK, USA  
■ Updated Published Date: Jul 29, 2019 09:08 pm EDT  
Original Published Date: Jul 23, 2019 12:04 am EDT  
■ Updated Date Offers Due: Aug 23, 2019 03:59 am EDT

## Classification

Original Set Aside:

Product Service Code: 61 - ELECTRIC WIRE, POWER DISTRIB EQPT

NAICS Code: 335312 - Motor and Generator Manufacturing

Place of Performance:

See Attached

USA

## Description [View Changes](#)

See Attached Solicitation and Amendment

Changed Response date on FBO to reflect Offer due date on Solicitation

From August 23rd 2021 4:30 PM To August 22nd 2019 11:59PM PST

## Attachments/Links

[Download All Attachments/Links](#)

### Attachments

Document	File Size	Access	Updated Date
 <a href="#">Frequency_Converters_Questions_and_Concerns.pdf</a>	85 KB	 Public	Jul 29, 2019
 <a href="#">Solicitation_-_FA527019QA028.pdf</a>	1 MB	 Public	Jul 23, 2019
 <a href="#">Solicitation_Amendment_FA527019QA0280001_SF_30_(1).pdf</a>	538 KB	 Public	Jul 29, 2019

必要書類を全てダウンロードする

Save As

This PC > Desktop >

Organize New folder

Quick access

- Desktop
- Downloads
- Documents
- Pictures

This PC

- 3D Objects
- CMSS

Name Date modified Type Size

File name: Frequency Converter.zip

Save as type: Compressed (zipped) Folder (\*.zip)

Save Cancel

Document File Size Access Updated Date

Document	File Size	Access	Updated Date
Frequency_Converters_Questions_and_Concerns.pdf	85 KB	Public	Jul 29, 2019
Solicitation_-_FA527019QA028.pdf	1 MB	Public	Jul 25, 2019
	536 KB	Public	Jul 29, 2019

貴殿のパソコンに場所を指定しダウンロードした書類を保存する

## Classification

Original Set Aside:

Product Service Code: 61 - ELECTRIC WIRE, POWER DISTRIB EQPT

NAICS Code: 335312 - Motor and Generator Manufacturing

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 <a href="#">Solicitation_Amendment_FA527019QA0280001_SF_30_(1).pdf</a>	538 KB	 Public	Jul 29, 2019

**注意！！**

保存先を指定したらここに  
圧縮ファイルのアイコンが  
表示されるのでこのアイコン  
矢印をクリック



Frequency Converter.zip



## Classification

Original Set Aside:  
Product Service Code: 61 - ELECTRIC WIRE, POWER DISTRIB EQPT  
NAICS Code: 335312 - Motor and Generator Manufacturing  
Place of Performance:  
See Attached  
USA

## Description [View Changes](#)

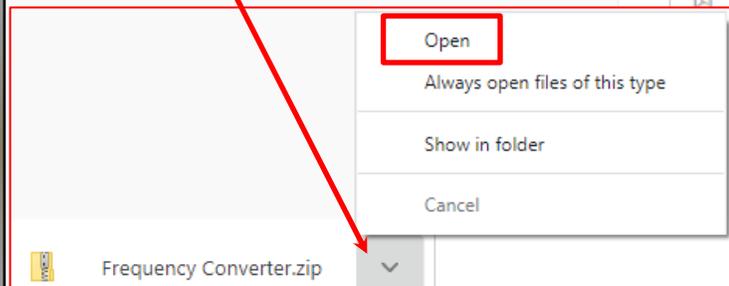
See Attached Solicitation and Amendment  
Changed Response date on FBO to reflect Offer due date on Solicitation  
From August 23rd 2021 4:30 PM To August 22nd 2019 11:59PM PST

## Attachments/Links [Download All Attachments/Links](#)

### Attachments

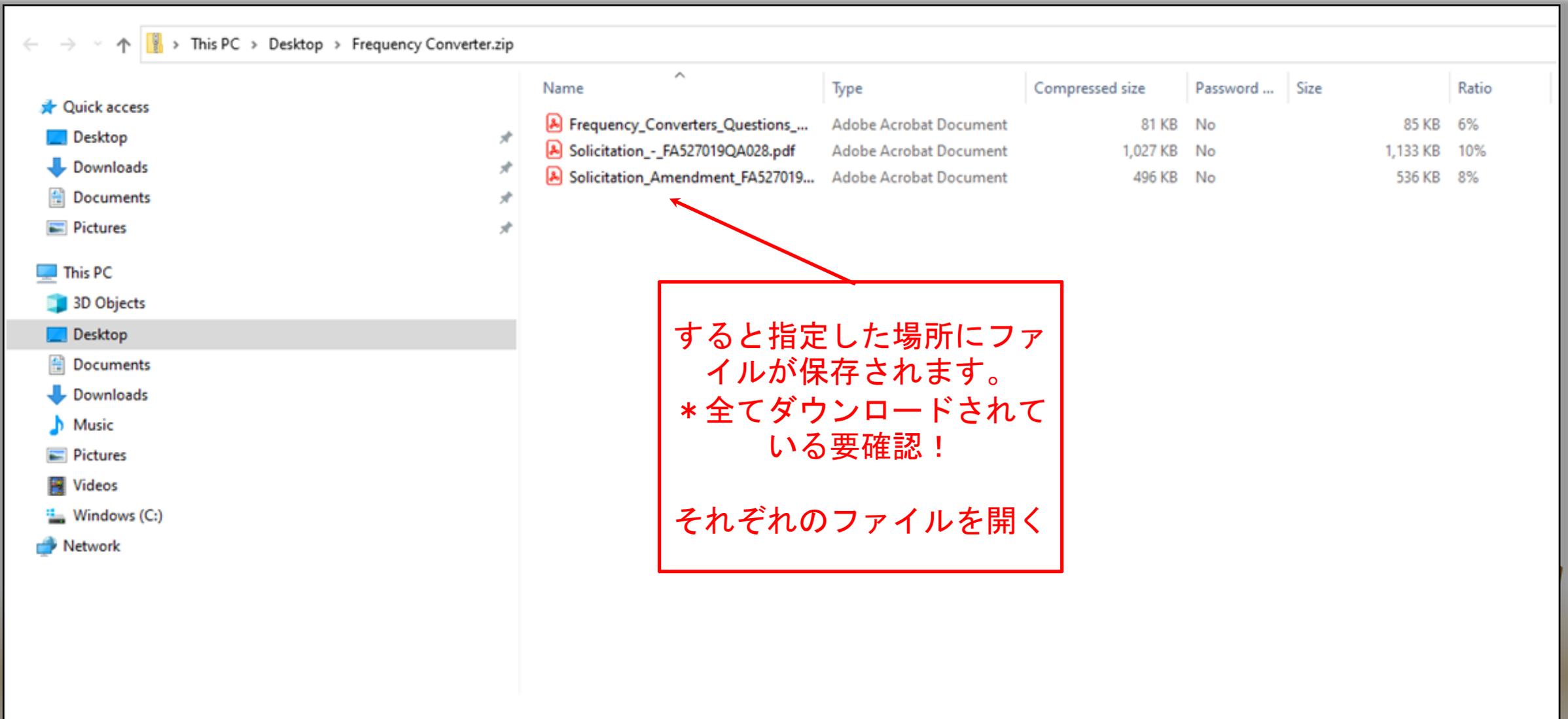
Document	File Size	Access	Updated Date
 <a href="#">Frequency_Converters_Questions_and_Concerns.pdf.rz</a>	85 KB	 Public	Jul 29, 2019
 <a href="#">citation_-_FA527019QA028.pdf</a>	1 MB	 Public	Jul 23, 2019
 <a href="#">citation_Amendment_FA527010280001_SF_30_(1).pdf.rz</a>	538 KB	 Public	Jul 29, 2019

表示欄から“Open”を選択



Frequency Converter.zip

- Open
- Always open files of this type
- Show in folder
- Cancel



すると指定した場所にファイルが保存されます。  
\* 全てダウンロードされている要確認！

それぞれのファイルを開く





# 応札にあたっての注意点

- 発行元
- プロジェクト名の確認・内容の熟読
- 締め切り日
- 入札価格
- 評価・査定基準 (FAR 52.212-2 and its Addendum)
- メールで入札される場合は容量3MB以下
- 応札書類の提出先 (メールアドレス・郵送先)





# Helpful Links

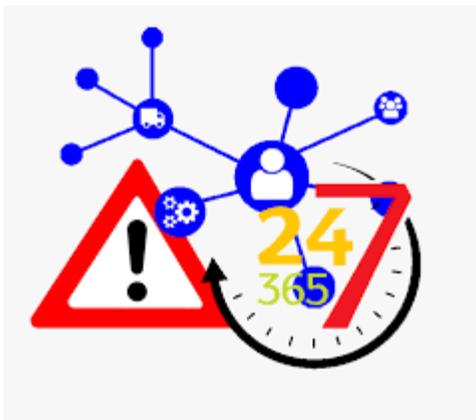
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- **SAM.gov**
    - <https://sam.gov>
  - **Federal Service Desk**
    - <https://www.fsd.gov/fsd-gov/home.do>
  - **LOGIN.gov**
    - <https://login.gov/>
  - **Commercial and Government Entity (CAGE) Program**
    - <https://cage.dla.mil/>
  - **User guides can be found on DoD Procurement Toolbox**
    - <https://dodprocurementtoolbox.com>
-



# 終わり





# QUESTIONS?

