Contracting with NAVFAC

Veneece McNeley
Director, NAVFAC Small Business Program Office
23 August 2011
<table>
<thead>
<tr>
<th>1. REPORT DATE</th>
<th>2. REPORT TYPE</th>
<th>3. DATES COVERED</th>
</tr>
</thead>
<tbody>
<tr>
<td>23 AUG 2011</td>
<td></td>
<td>00-00-2011 to 00-00-2011</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>4. TITLE AND SUBTITLE</th>
<th>5a. CONTRACT NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contracting with NAVFAC</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>5b. GRANT NUMBER</th>
<th>5c. PROGRAM ELEMENT NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>5d. PROJECT NUMBER</th>
<th>5e. TASK NUMBER</th>
<th>5f. WORK UNIT NUMBER</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>6. AUTHOR(S)</th>
<th>7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES)</th>
<th>8. PERFORMING ORGANIZATION REPORT NUMBER</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES)</th>
<th>10. SPONSOR/MONITOR’S ACRONYM(S)</th>
<th>11. SPONSOR/MONITOR’S REPORT NUMBER(S)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>12. DISTRIBUTION/AVAILABILITY STATEMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>Approved for public release; distribution unlimited</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>13. SUPPLEMENTARY NOTES</th>
</tr>
</thead>
</table>

<table>
<thead>
<tr>
<th>14. ABSTRACT</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>15. SUBJECT TERMS</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>16. SECURITY CLASSIFICATION OF:</th>
<th>17. LIMITATION OF ABSTRACT</th>
<th>18. NUMBER OF PAGES</th>
<th>19a. NAME OF RESPONSIBLE PERSON</th>
</tr>
</thead>
<tbody>
<tr>
<td>a. REPORT unclassified</td>
<td>Same as Report (SAR)</td>
<td>17</td>
<td></td>
</tr>
<tr>
<td>b. ABSTRACT unclassified</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>c. THIS PAGE unclassified</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Standard Form 298 (Rev. 8-98) 
Prescribed by ANSI Std Z39-18
Today’s Topics

• The Basics You Know
• What’s your Plan?
• Inside Story
• NAVFAC’s Long Range Acquisition Forecast
• Successful Marketing
• Small Business Environment
Worldwide Facilities Engineering Expertise

Business Lines:
- Capital Improvements
- Public Works
- Environmental
- Contingency Engineering
- Asset Management
- Expeditionary Programs

Globally Aligned to Support Fleet/Warfighter
The Basics

• Navy Electronic Commerce Online
• FedBizOpps
• Sources Sought announcements
• CCR
• SBA Dynamic Search
• Inquiries on RFP’s
• Small Business Professional
• Planned outreach events
• PTACs
• SBDCs
• Get on the lists.....
What’s your plan?

• Who do I talk to?
  – Small Business Professional
  – Contracting Officer
  – Program Manager
  – Engineering Technician
  – Start at the Top?
    » Be thoughtful of WHO you begin with!

• What do I provide?
  – Capability Statement
  – Link to my webpage
  – Brochures
  – Multiple phone calls
    » Be thoughtful of WHAT you provide!
What’s your plan?

- Scope of qualifications
- Small Business Program/s
- SBA Loans
- Mentor Protégé Programs
- Teaming Arrangement
- Joint Venture
- Go it alone?

» Plan for results!
The Inside Scoop - be in the KNOW....

• Know our programs.
• Know our strategies.
• Know local evaluation trends.
• Know the local processes (technical meetings, etc.).
• Know our market research methods.

AND........

• Know our strategies!
Long Range Acquisition Forecast

• Where to find it.
  – https://smallbusiness.navfac.navy.mil
  – “Opportunities”
  – “Acquisition Strategies & Forecasts”

• What is it?
  – A listing of all current, active NAVFAC Indefinite Delivery-Indefinite Quantity contracts.

• How can you use it?
  – Provides information for anticipated re-solicitation dates of requirements to seek opportunities.
  – Provides broad scope of NAVFAC requirements and opportunities by region.
  – In conjunction with MILCON and other business line acquisition forecasts found at the same website.
DISCLAIMER. United States Code Title 10, Section 7149(a) of the Code of Federal Regulations (CFR), requires the Department of the Navy to prepare a forecast of a forecast of the NAVFAC Contracting Office to identify and promote small business opportunities. The NAVFAC Contracting Office prepares the Long Range Acquisition Forecast (LRAF) annually for the Department of the Navy to use in planning future acquisition programs. The LRAF contains information on future forecasted requirements for small business participation in the acquisition process. The LRAF is prepared to identify and promote small business opportunities in the acquisition process.

CURRENT NAVFAC IDIQ CONTRACTS - ANTICIPATED LONG RANGE ACQUISITION FORECAST

<table>
<thead>
<tr>
<th>CONTRACTING OFFICE NAME</th>
<th>CONTRACT NUMBER</th>
<th>DESCRIPTION OF REQUIREMENTS</th>
<th>DESCRIPTION OF REQUIREMENTS</th>
<th>NAICS CODE</th>
<th>NAICS DESCRIPTION</th>
<th>DESCRIPTION OF PRODUCTS OR SERVICES</th>
<th>AWARD DATE</th>
<th>ESTIMATED ULTIMATE COMPLETION DATE</th>
<th>OPTION Period</th>
<th>OPTION PERIODS REMAINING</th>
<th>CONTRACTING OFFICER BUSINESS SIZE CLASSIFICATION</th>
<th>SOLICITATION PROCEDURES</th>
<th>TYPE OF AWARD</th>
</tr>
</thead>
<tbody>
<tr>
<td>NAVFAC Atlantic - Barbara Taylor 757-322-4430</td>
<td>NAVFAC-01-12-1899</td>
<td>DIGITAL SERVICES FOR MATERIAL AND WASTE ECONOMIC COMPLIANCE ENGINEERING SUPPORT AT NAVY AIRNAVAL FACILITIES COMMAND</td>
<td>ENGINEERING SERVICES</td>
<td>541320</td>
<td>NAICS ENGINEERING SERVICES</td>
<td>OTHER ARCHITECT ENGINEERING SERVICES</td>
<td>3/30/2009</td>
<td>3/30/2010</td>
<td>5</td>
<td>2</td>
<td>OTHER THAN SMALL BUSINESS</td>
<td>ARCHITECT ENGINEER</td>
<td>IDIQ SET ASIDE</td>
</tr>
<tr>
<td>NAVFAC Atlantic - David E. Taylor 757-322-4430</td>
<td>NAVFAC-01-12-2090</td>
<td>Succesful Development</td>
<td>SOFTWARE PUBLICATIONS</td>
<td>481210</td>
<td>NAICS SOFTWARE PUBLICATIONS</td>
<td>INDUSTRIAL AND SCIENTIFIC SOFTWARE</td>
<td>3/30/2010</td>
<td>3/30/2010</td>
<td>5</td>
<td>4</td>
<td>SMALL BUSINESS</td>
<td>SINGLE-AWARD SOURCE SELECT IDIQ SET ASIDE</td>
<td></td>
</tr>
<tr>
<td>NAVFAC Atlantic - David E. Taylor 757-322-4430</td>
<td>NAVFAC-01-12-2090</td>
<td>Successful Development</td>
<td>ENGINEERING SERVICES</td>
<td>541320</td>
<td>NAICS ENGINEERING SERVICES</td>
<td>OTHER ARCHITECT ENGINEERING SERVICES</td>
<td>3/30/2009</td>
<td>3/30/2010</td>
<td>1</td>
<td>0</td>
<td>OTHER THAN SMALL BUSINESS</td>
<td>ENGINEER</td>
<td>IDIQ SET ASIDE</td>
</tr>
<tr>
<td>NAVFAC Atlantic - David E. Taylor 757-322-4430</td>
<td>NAVFAC-01-12-2090</td>
<td>Successful Development</td>
<td>ENGINEERING SERVICES</td>
<td>541320</td>
<td>NAICS ENGINEERING SERVICES</td>
<td>OTHER ARCHITECT ENGINEERING SERVICES</td>
<td>3/30/2009</td>
<td>3/30/2010</td>
<td>1</td>
<td>0</td>
<td>OTHER THAN SMALL BUSINESS</td>
<td>ENGINEER</td>
<td>IDIQ SET ASIDE</td>
</tr>
<tr>
<td>NAVFAC Atlantic - David E. Taylor 757-322-4430</td>
<td>NAVFAC-01-12-2090</td>
<td>Successful Development</td>
<td>ENGINEERING SERVICES</td>
<td>541320</td>
<td>NAICS ENGINEERING SERVICES</td>
<td>OTHER ARCHITECT ENGINEERING SERVICES</td>
<td>3/30/2009</td>
<td>3/30/2010</td>
<td>1</td>
<td>0</td>
<td>OTHER THAN SMALL BUSINESS</td>
<td>ENGINEER</td>
<td>IDIQ SET ASIDE</td>
</tr>
<tr>
<td>NAVFAC Atlantic - David E. Taylor 757-322-4430</td>
<td>NAVFAC-01-12-2090</td>
<td>Successful Development</td>
<td>ENGINEERING SERVICES</td>
<td>541320</td>
<td>NAICS ENGINEERING SERVICES</td>
<td>OTHER ARCHITECT ENGINEERING SERVICES</td>
<td>3/30/2009</td>
<td>3/30/2010</td>
<td>1</td>
<td>0</td>
<td>OTHER THAN SMALL BUSINESS</td>
<td>ENGINEER</td>
<td>IDIQ SET ASIDE</td>
</tr>
<tr>
<td>NAVFAC Atlantic - David E. Taylor 757-322-4430</td>
<td>NAVFAC-01-12-2090</td>
<td>Successful Development</td>
<td>ENGINEERING SERVICES</td>
<td>541320</td>
<td>NAICS ENGINEERING SERVICES</td>
<td>OTHER ARCHITECT ENGINEERING SERVICES</td>
<td>3/30/2009</td>
<td>3/30/2010</td>
<td>1</td>
<td>0</td>
<td>OTHER THAN SMALL BUSINESS</td>
<td>ENGINEER</td>
<td>IDIQ SET ASIDE</td>
</tr>
</tbody>
</table>
NAVFAC’s Acquisition Strategies

• Unprecedented workloads in FY2009 with limited resources presented a unique challenge.
• All procurement decisions based on market research.
• Single solicitations on projects over $50M, unique requirements, or research and development projects.
• Task Orders typically used on actions below $50M.
• Wide use of Multiple Award Contracts (MAC):
  – Varying degrees of maximum amounts and task order ranges.
  – Companion small business MACs at all regions.
  – Regional MACs.
  – Business Line/Product Line MACs.
• 8(a) Basic Ordering Agreements (Southeast & Southwest)
Business Line Acquisition Strategies

• Business Lines (BL)
  – Capital Improvements (Construction/Design)
  – Environmental
  – Public Works
  – Expeditionary
  – Contingency Engineering

• BL Acquisition Strategy Process
  – Accumulate program forecasted requirements.
  – Determine existing acquisition tool capacities and completion dates.
  – Perform gap analysis on requirements and acquisition tools needed.
  – Establish strategy to ensure acquisitions are in place to meet the required needs.
Business Line Acquisition Strategies

• Capital Improvements Acquisition Strategy
  – Construction/MILCON
    • >$50M: Single Contract Awards.
    • $10M-$50M: Task Orders on MACC.
    • <$10M: Small Business Program MACCs.
    • <$4.5M: 8(a) Business Development Program sole source.
    • <$150K: Simplified Acquisition Procedures.
  – Design

• Environmental Acquisition Strategy
  – RAC/CLEAN Contract MACs.
  – Environmental MACs.
  – Firm-fixed Price initiatives.
  – 43% Small Business target (2011/2012).
Successful Marketing

• Focus on the LOCAL levels.
• Meet with the Small Business Professional.
• Inquire about local best methods to market.
• SUBCONTRACT.
• Past Performance.
• Experience.
• Teaming Arrangements.
• Local personnel will endorse you if they know about you.
• What’s the Catch 22?
  – Increased access results in decreased access.
SMALL BUSINESS ENVIRONMENT

• What’s working
  – You
    • Good Capability Statements.
    • Set Aside watch on requirements (FedBizOpps notices).
    • Good+ performance reviews.
    • Good competition results in unrestricted solicitations.
    • Teaming arrangements.
    • Mentor Protégé Agreements.
  – Us
    • Our advocacy on your behalf.
    • Lead the Navy in SB Achievements.
    • Leadership Support of the Programs.
    • Corporate Culture and Strategic Objectives.
SMALL BUSINESS ENVIRONMENT

• What’s not working and how you can help
  – Low responsiveness to Sources Sought announcements
    • We need your response for acquisition planning
    • Credibility is key – follow up on your response
  – Lack of Documented Performance Evaluations
    • INSIST on it
    • Key to your future awards
  – Inefficient Marketing Techniques
    • Understand the agency requirements
    • Make the right contact
  – For Large Businesses
    • Source Selection Evaluation Factor - proposal
    • Subcontracting Compliance & performance evaluation
SB Programs
SB Contacts
SB Achievements
Opportunities
- MILCON Forecast List
- NAVFAC Contracts with Large Businesses
- Long Range Acquisition Forecast
SB Directories
- SDVOSB & WOSB Directory for Contracting Officer/Prime Contractor Market Research process
Contract Guidelines
Events Calendar

https://smallbusiness.navfac.navy.mil

Check it Out!