

Doing Business with NAVFAC

Nelson Smith
Deputy for Small Business
NAVFAC SE

FY10 Achievements



Small Business Set-Asides	Goal	Actual
Small Business	35.61%	49.11%
Small Disadvantaged Business	22.67%	34.68%
8(a) Program	N/A	27.73%
Veteran-Owned SB	3.0%	14.15%
Service Disabled Veteran-Owned Small Business	3.0%	5.19%
Women Owned Small Business	5.67%	11.128%
HUBZone Small Business	10.20%	16.52%

Data from Federal Procurement Data System as of 24 Nov 2010

Selling to NAVFAC



- **Identify Opportunities**
- **Pick your target**
- **Proposals**
- **Subcontracting**
- **Marketing to NAVFAC**
- **Resources**
- **NAVFAC Small Business Program Office Website**

Identify Opportunities



- **Know what we buy and how**

- Construction (DB, DBB), A&E, Environmental, Facilities Support Services
- MACC, IDIQ, BOA

- **Research**

- Know when we're going to buy it

- Resources:

- MILCON forecasts
 - <https://smallbusiness.navfac.navy.mil>
 - Click on "Opportunities" link
 - Click on "Acquisition Strategies & Forecasts" tab
 - Click on "FY 2011 MCON & MCNR Project List"
- FPDS-NG (www.fpds.gov)
 - Use ad-hoc database queries to identify expiring contracts
- FedBizOpps (www.fbo.gov) – use advanced search
 - Draft RFP, RFI, Sources Sought
 - Pre-solicitation notices
 - Prime contracting opportunities
 - Subcontracting opportunities

BOS Contract Forecast FY11



Location	Description	Date
Kings Bay, GA	BOS I (Unrestricted)	Proposals due 2 Feb 2011
Kings Bay, GA	BOS II (Small Business Set Aside)	Proposals due 6 Jan 2011
Guantanamo Bay, Cuba	Base Operations Support Services	FY11
Jacksonville	RBOS II (Small Business Set Aside)	Proposals due 30 Nov 2010

Note: Projects listed in this presentation represent those that NAVFAC SE anticipates awarding in the future, however, changes in government requirements or funding may necessitate changes in these anticipated acquisitions.

Responding to market research (Sources Sought/Market Surveys)

–Respond if you intend to propose

- Pay attention to special requirements, bonding levels, etc.
- Have you done this type of work before?

–Keep your CCR information current

•Deciding to propose

–Your specialties

–Qualifications

–Socioeconomic considerations

- Can you compete?

•“Teaming arrangements”

–Be careful

–Review FAR 19.101 “Affiliates”, 13 CFR 121.103

- **Read and understand the solicitation**
- **Know the rules**
 - FAR, DFARS, NMCARS (<http://farsite.hill.af.mil>)
 - NFAS (www.navfac.navy.mil)
- **Safety**
 - <https://smallbusiness.navfac.navy.mil>
 - Click on the Green Cross link
- **Respond to all requirements of the solicitation**
 - Give your best solution
 - Answer all questions
 - Don't depend on discussions to fix your proposal
 - Timeliness
- **Sharpen your pencil**
- **Don't over extend**

- **Great way to “break in” to the Federal market**
 - Gain experience
 - More opportunities
- **Small Business Subcontracting Plan**
 - Required for large business awards over \$650K (\$1.5M construction)
 - FY 11 SB Subcontracting goal: 65.75%
- **How do I find opportunities?**
 - **FedBizOpps (www.fbo.gov)**
 - Before award: on the solicitation page click on “Interested Vendor List”
 - After award: search award announcements
 - **Small Business Administration SubNet**
 - www.sba.gov/subnet
 - **NAVFAC SB website**
 - Listing of current contractors (LB, SB, 8(a))
 - <https://smallbusiness.navfac.navy.mil>
 - Click on “Opportunities” link

- **Competition is the law**
 - We expect to compete our requirements
 - Relationships don't count (I can't "get you a contract")
 - I can help you to understand the process and provide you with the resources to help you compete
- **Best answer is a strong, competitive proposal**
- **Exception:**
 - **8(a) Firms**
 - **Can benefit by providing capabilities briefings**
 - Sole source capability under \$4M
 - Best targets are the local acquisition people on the installations
 - Who are they?

NAVFAC Southeast



© Isnor's Functional Maps

NAVFAC Small Business Program Office Website

<https://smallbusiness.navfac.navy.mil>



- **NAVFAC Prime Contracts with Large Businesses**
- **NAVFAC Small Business Contractors**
- **NAVFAC Contracts with 8(a) Firms**
- **NAVSUP Furniture, Fixtures & Equipment Contractors**
- **Environmental Contracts**
- **Anti-Terrorism Force Protection Contracts**
- **Navy Marine Corps Intranet Service Provider**
- **MILCON Solicitation and Award Forecast**
- **NAVFAC Small Business Programs: A complete description of each program.**
- **NAVFAC Small Business Contacts: NAVFAC Small Business Specialist contact information by region.**
- **Contracting Guidelines: All you need to know about entering Federal Contracting!**
 - ⇒ **Contracting with DOD**
 - ⇒ **Contracting with NAVFAC**
 - ⇒ **Contracting with the Navy**
 - ⇒ **Important Links**
- **Events Calendar: Includes event briefings posted when available.**

Other Resources



- **Procurement Technical Assistance Center**
 - 904-620-2053
- **Small Business Development Center**
 - 904-620-1026
- **Small Business Administration**
 - www.sba.gov
- **US Army Corps of Engineers Small Business Office**
 - Jacksonville District: 904-232-1150