



SAME Small Business Conference , National Harbor, MD

Contracting with NAVFAC

Venece McNeley

Director, NAVFAC Small Business Program Office

30 November 2011

Today's Topics



- *The Basics You Know*
- *What's your Plan?*
- *Inside Story*
- *NAVFAC's Long Range Acquisition Forecast*
- *Successful Marketing*
- *Small Business Environment*

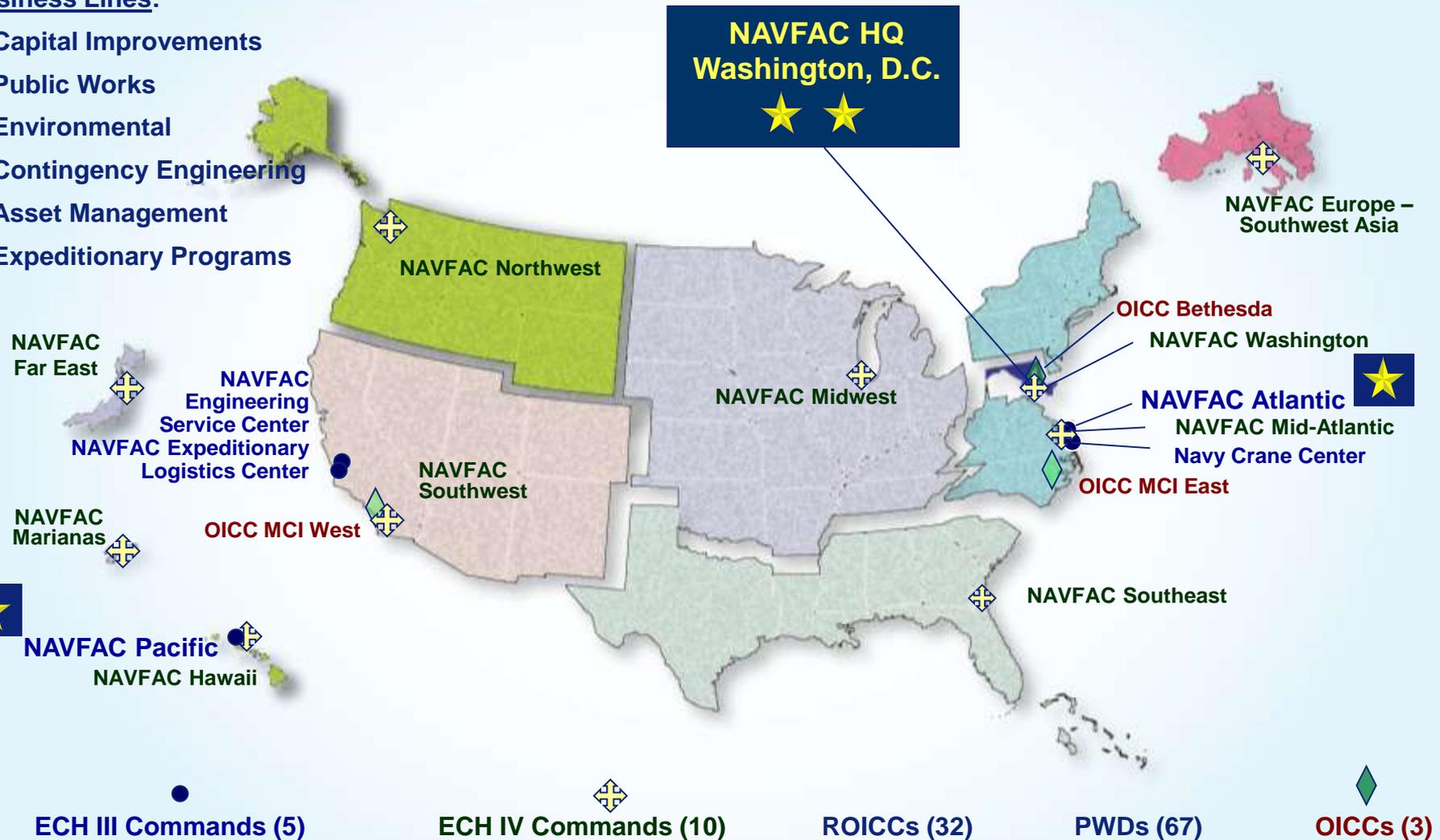


Worldwide Facilities Engineering Expertise



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.*

Long Range Acquisition Forecast



NAVFAC Small Business Programs
 NAVFAC Small Business Contacts
 NAVFAC Achievements
 Opportunities
 Small Business Directories
 Contracting Guidelines
 Events Calendar

Partners
 Small Business Program Office

Subcontracting Opportunities | Acquisition Strategies & Forecasts
Long Range Acquisition Forecast
 UPDATED!!! NAVFAC'S LONG RANGE ACQUISITION FORECAST
 DISCLAIMER United States Code Title 15, Section 637(A)(12)(C), requires the Department of the Navy to prepare a forecast of

"DISCLAIMER" United States Code Title 15, Section 637(A)(12)(C), requires the Department of the Navy to prepare a forecast of expected contract opportunities for the next and succeeding fiscal years and make the forecast available to small businesses. We fulfill this requirement by publishing this Long Range Acquisition Forecast (LRAF) and updating the information on an annual basis. The LRAF contains NAVFAC Indefinite Delivery/Indefinite Quantity requirements that are

CURRENT NAVFAC IDIQ CONTRACTS - ANTICIPATED LONG RANGE ACQUISITION FORECAST

CONTRACTING OFFICE NAME	CONTRACT NUMBER	DESCRIPTION OF AWARD	DESCRIPTION OF REQUIREMENTS	MULTIPLE OR SINGLE AWARD CONTRACT	NAICF CODE	NAICS DESCRIPTOR	DESCRIPTION OF PRODUCT OR SERVICES	AWARD DATE	ESTIMATED ULTIMATE COMPLETE ON DATE	OPTION PERIOD	OPTION PERIODS REMAINING	CONTRACTING OFFICER'S BUSINESS SIZE SELECTION	SOLICITATION PROCEDURES	TYPE OF ASB
NAVFAC ATLANTIC - BARBARA TAYLOR (757) 322-4430														
USN-NAVFAC LANT	NA62470-05-D-2389	IDIQ For AE Services for Material and Waste Environmental Compliance Engineering Support at Navy and	IDIQ AE SERVICES FOR MATERIAL AND WASTE ENVIRONMENTAL COMPLIANCE ENGINEERING SUPPORT AT NAVY AND	SINGLE AWARD	54030	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	9/30/2009	9/30/2014	5	3	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER F&M	NO SET ASB
USN-NAVFAC LANT	NA62470-0-D-3006	Success Estimator software a	SUCCESS ESTIMATOR SOFTWARE	SINGLE AWARD	71020	Software Publishers	ADP SOFTWARE	3/9/2010	3/7/2015	5	4	SMALL BUSINESS	SINGLE SOURCE SOLICITED	NO SET ASB
USN-NAVFAC LANT	NA62470-0-D-3000	IDIQ for Multimedia Compliance	ARCHITECT-ENGINEER SERVICES	SINGLE AWARD	54030	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	9/30/2010	9/30/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER F&M	NO SET ASB
USN-NAVFAC LANT	NA62470-0-D-3003	Indefinite Delivery/Indefinite	ARCHITECT-ENGINEER SERVICES	SINGLE AWARD	54030	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	9/30/2010	9/30/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER F&M	NO SET ASB
USN-NAVFAC LANT	NA62470-0-D-3008	Homeporting Contract	ARCHITECT-ENGINEER SERVICES - MULTIMEDIA ENVIRONMENTAL COMPLIANCE ENGINEERING SUPPORT	SINGLE AWARD	54030	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	9/30/2010	9/30/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER F&M	NO SET ASB
USN-NAVFAC LANT	NA62470-0-D-3005	IDIQ for Multimedia Environm	THE CONTRACTOR SHALL PROVIDE PROFESSIONAL SERVICES AND ASSOCIATED DATA PERTAINING TO COST OF CAPITAL SERVICES IN SUPPORT OF THE UTILITY RATES AND STUDIES	SINGLE AWARD	54030	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	7/10/2010	7/10/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER F&M	NO SET ASB
USN-NAVFAC LANT	NA62470-0-D-5004	Revenue Requirements	PROFESSIONAL SERVICES AND ASSOCIATED DATA PERTAINING TO COST OF CAPITAL SERVICES IN SUPPORT OF THE UTILITY RATES AND STUDIES	SINGLE AWARD	54020	Offices of Certified Public Accountants	OTHER PROFESSIONAL SERVICES	2/18/2010	2/18/2015	5	4	SMALL BUSINESS	SIMPLIFIED ACQUISITION	NO SET ASB
USN-NAVFAC LANT	NA62470-0-D-5007	Professional Services Portal	PROFESSIONAL SERVICES AND ASSOCIATED DATA PERTAINING TO COST OF CAPITAL SERVICES IN SUPPORT OF THE UTILITY RATES AND STUDIES	SINGLE AWARD	54080	All Other Professional, Scientific, and Technical	OTHER PROFESSIONAL SERVICES	1/6/2010	3/31/2011	1	0	SMALL BUSINESS	NEGOTIATED PROPOSAL	SMALL BUSI

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.
 - >\$4M: 8(a) Business Development Program sole source.
 - >\$100K: 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**



Advocacy Across the Map



NAVFAC NORTHWEST

- Steve Shapro, Deputy, Silverdale, WA 360-396-0038

SCAN

- Ray Brothers, Deputy, Port Hueneme, CA 805-982-1254

NAVFAC SOUTHWEST

- Linda Ryan, Deputy, San Diego, CA 619-532-2375
- Kim Bourgeois, Deputy MCI-WEST, Camp Pendleton, CA 760-763-7345
- Lora Morrow, Assistant Deputy San Diego, CA 619-532-2248

NAVFAC PACIFIC

- Flo Pang, Deputy, Pearl Harbor, HI 808-471-4577
- Sharon Tsuru, Assistant Deputy, Pearl Harbor, HI 808-474-6316

NAVFAC HAWAII

- Jennifer McGuire, Assistant Deputy, Honolulu, HI 808-474-4554

NAVFAC MARIANAS

- Albert Sampson, Deputy, Guam, 671-339-7090

NAVFAC MIDWEST

- Jan Kaiser, Deputy, Great Lakes, IL 847-688-2600 x108

NAVFAC HEADQUARTERS

- Venece McNeley Associate Director, Washington, DC 202-685-9129

NAVFAC WASHINGTON

- Allison Evans, Deputy, Washington DC, 202-685-0088.
- Su Jones, Assistant Deputy, Washington, DC 202-433-4371

NAVFAC MID ATLANTIC

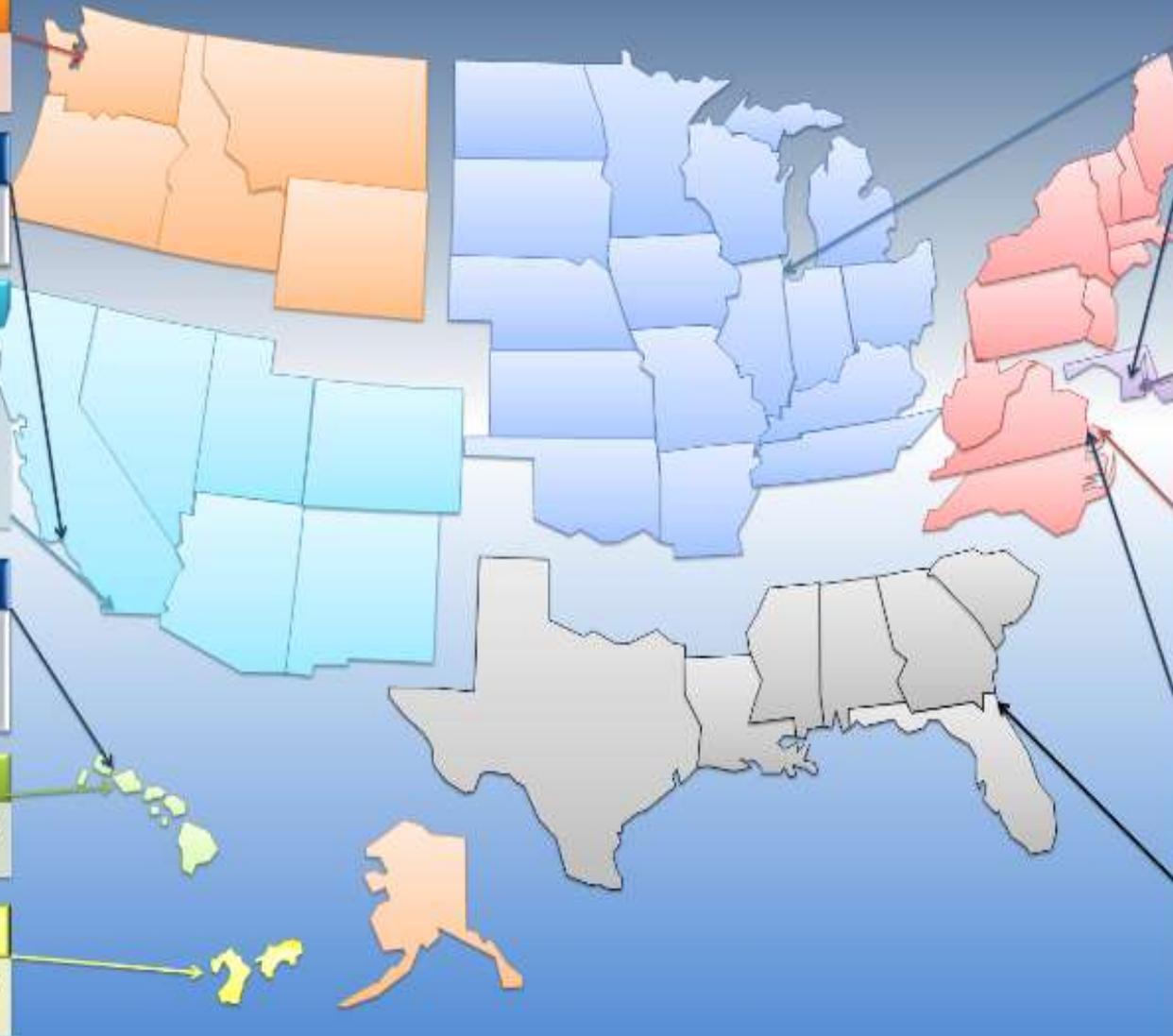
- Joe McGrenra, Deputy, Norfolk, VA 757-341-0092
- Kim Vallone, Deputy MCI-EAST, Camp Lejeune, NC 910-451-2582 x5289

NAVFAC ATLANTIC

- Barbara Taylor, Deputy, Norfolk, VA 757-322-4430
- Dawn Cail, Assistant Deputy, Norfolk, VA, 757-322-8308

NAVFAC SOUTHEAST

- Nelson Smith, Deputy, Jacksonville, FL 904-542-6179
- Jennifer Reeder, Assistant Deputy, Jacksonville, FL 904-542-6179



NAVFAC Small Business Program Office Webpage



- 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 !

Good Information for YOU