

Naval Facilities Engineering Command Small Business Utilization



SAME

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- **Recognition**

- **SBA Gold Star Award for Top Federal Goaling FY04**
- **First Annual DOD Top SB Specialist FY02**
- **Second Annual DOD Top Program Manager for SB FY03**
- **SECNAV Crystal Cup Award FY05 and FY03**

• FY05 \$4.7B US Prime Awards	Target	Actual
– Small Business	39.7%	46.1%
– Small Disadvantaged Business	18.4%	26.4%
– HUBZone	7.5%	9.9%
– Women Owned Small Business	5.9%	7.1%
– Service Disabled Veteran SB	.55%	.73%

Approach



- **Team – Technical, Contracts, SBS, SBA**
- **Program, not project**
- **Control**
- **Prepositioned Small Business Contract Vehicles**
- **Target Achievement**

Approach



- **Acquisition Strategy - Business line**
- **Acquisition Planning – Program/Contract**
- **Acquisition Tools – Geographic Areas**
 - Sources Sought
 - SB Program MACC
 - BOA's 8(a) Competitive
 - Address Contract Bundling/Consolidation
 - Selection Criteria Critical to requirement

Program Approach



- **Tailor contracts to meet your program objectives**
 - Competitive contracts ie. MAC, IDIQ, Specialty
 - Set contract ranges that match capability of SB program firms,
- **Preposition Small Business contracts to make it quick and easy to use.**
 - Saves agency time and money
- **Use Source Selection to hire the best contractors**
 - Keeps your customer coming back
- **Make SBA your partner in acquisition strategy/planning and meeting your SB Goals.**
- **Your success is their success!**

- **Determine the capabilities of your Small Business contractor pool**
 - Sources sought, contractor presentations to technical teams
- **Develop a contract strategy that maximizes the contractor capabilities**
 - i.e. by dollar threshold, complexity, or specialty
- **Develop contracting vehicles in SB categories that match the contractors capabilities/bonding**
 - 8(a), HubZone, Service Disabled Vet, and Small Business

Target Achievement



- **Establish SB Targets for each team**
 - Dependent on complexity, size and availability
 - Specific market may be saturated causing higher prices
- **Track SB awards**
 - Share status w/businesslines monthly
- **Provide web based info on contractors SB Categories**
 - SB matrix
- **Establish Business Rules for using SB tools**

Support Federal Contract Objectives



- **As resources get smaller, contracts will continue to get larger and more complex.**
- **Encourage Mentor-Protégé Joint Venture arrangements to allow larger SB type contracts.**
 - OSD MPP
 - SBA MP 8(a)
- **Outreach – Increases potential for qualified contractor base.**
- **Education – For government and contractors**
 - Train inhouse first so they can help to train clients

The “Old Way” - “New Way”



- **Old Way: Select a few projects for small business**
- **New Way: Carve out SB work where possible**

- **Old Way: Sole Source all 8(a) contractors**
- **New Way: Use Competitive Source Selected tools**

- **Old Way: One project = One Contract**
- **New Way: Use Multiple Award Contracts**

- **Old Way: Hire contractor after you receive project**
- **New Way: Preposition multiple contractual tools in advance**

- **Prepositioned contracts = Quick and Easy**
- **Multiple Locations = Less hiring the same contractor**
- **Base + 4 Years = Long term relationships**
- **Large and Small Business contractors = Any project**
- **Source Selected = Good Contractors**
- **MACs = Competition**
- **BOAs = Growing Small Businesses and competition**

- **Know your work**
 - **Size, Type, Complexity**
 - **Historical Data**

- **Know your contractors' capabilities**
 - **Type of Work**
 - **Size of Project**
 - **Complexity**
 - **Area of work**
 - **Bonding Capacity**
 - **Use Market Surveys**
 - **Advertise as Parity**
 - 8(a)
 - HUBZone
 - SDVOSB

- **Apply Small Business rationale**
 - Use SB contractors capabilities
 - Draw the box around the work
 - Get Buy-in from SBA Rep
- **Document Planned Strategy**
- **Track Usage**
- **Ensure – “NO GAP”**

Construction Contracts

MAC/BOA Regional Plan



Project Dollar Range	Building, General Construction (Vertical)				Heavy Construction (Horizontal)							Special Trades		
\$25k+	Facilities Management Contract (FMC) (Replacement TBD) \$50 Mil/yr													
\$7M+	Non-Industrial \$150 Mil ea	Industrial \$150 Mil	BQ \$150 Mil ea	Housing \$250 Mil	F U E L S	C A T H O D I C	W E T U I L S	D E R Y U T I L S	H E A T I N G	W A T E R F I T T I N G	A I R C O N D I T I O N I N G	H V A C E S	F I R E P R O T	T R A D E S
\$3M-\$7M	HubZone \$150 Mil													
\$500k-\$3M	8(a)III \$30Mil ea													
\$2k-\$500k	8(a) BOAs - San Diego, LA, Santa Ana, AZ SBA Districts, (China Lake under EFAW BOA)				30M	25M	100M ea	100M ea	30M ea	50M ea	50M ea	30M	30M	
\$0-\$2k	Purchase Card													

Unrestricted
 Small Business
 Other

Note: Projects may use MACs above and below their target MAC with SADBUS Representative concurrence.

Construction Contracts

Basic Ordering Agreements (BOA)



- **An agreement, not a contract**
- **Trains contractors in Design/Build**
- **Competition on 8(a) task orders**
- **Focus on contractor specialty**
- **SAP Procedures w/pre-loaded FIS/SPS data**
- **Contractor listing on the Web – NAICS**
- **Contractors added and removed**
- **Encourage mentor protégé relationships**
 - **Formal**
 - **Informal**

Construction Contracts BOA Matrix



	A	B	C	D	E	F	G	H	I	J
1	NUMBER	COMPANY NAME	PHONE N	POC NAME	E-MAIL AD	VET.	W.O.	HUB	NAICS*	NAICS*
2	01-G-6238	NATIONAL CONSTRUCTION & DEVELOPME	818-771-9776	Mark Clayton	tonyce@earthli	N	N	N	235940	233210
3	01-G-6239	RMA Landscaping	562-860-8512	Roy Mohammad	rmaland@aol.co	N	N	N	235990	221310
4	01-G-6240	HAN & KIM CONSTRUCTION, INC.	213-384-2100	John Han	hyohan@email.c	N	N	Y	233320	233210
5	01-G-6241	LUMAS AIR INC	323-565-2565	Leonard Lumas	LumasAir@aol.c	Y	N	Y	235110	235990
6	01-G-6242	TACT Construction	805-649-4440	Tim Silvestri	Tactconst@aol.c	N	N	N	233320	233310
7	01-G-6243	Telacu Construction	323-726-0734	Wayne Baker	bbaker_tcm@ya	N	N	N	235920	233210
8	01-G-6244	CAL PAC ENGINEERING CO., INC.	213-387-3235	Steve Song	calpaceng@aol.c	N	N	N	234110	233210
9	01-G-6245	GL Porter Construction Co.	323-242-8347	Glen Porter	GLPORTERSR@	N	N	N	233320	233210
10	01-G-6246	The Bryant Group, Inc. dba Bryant Constructio	310-670-9901	Rick Taylor	riktee@pacbell.n	Y	N	N	233320	233220
11	01-G-6247	Denshaw, Inc., dba Coleman Construction	323-295-5484	Sharon Coleman	ccconstruct@ea	N	Y	N	233210	233220
12	01-G-6248	Cabral Roofing & Waterproofing Corp	323-832-9100	Isaias Cabral	desi@cabralroof	N	N	N	235990	
13	01-G-6249	AMPB GENERAL CONSTRUCTION COMPAN	626-284-3260	Allen Lin	aylinyh@yahoo.c	N	N	N	233220	235910
14	01-G-6250	HB Devcon, Inc.	562-776-5880	Martin Nakaishi	HBDevCon@aol.	N	N	N	233320	233210
15	01-G-6251	DFD Enterprises, Inc., dba Entre Computer Se	805-981-4316	Florence La Manno	cilly@goentre.cc	N	N	N	233210	233220
16	01-G-6252	FIRST ENTERPRISE	310-767-4900	Arthur Park	park@1stent-con	N	N	N	233320	233210
17	01-G-6254	Acepex Management Corporation	818-244-8090	Henry Rhee	henry.rhee@ace	N	N	N	233210	233220
18	01-G-6255	Tarin Painting, Inc. dba TPI	805-339-9821	Charles Tarin	tpi@dock.net	N	N	N	233310	233320
19	01-G-6256	American Building Automation, Inc.	805-658-0165	Adrian Rosales	rosalesAP@ABA	Y	N	N	235110	235310
20	01-G-6257	ABEAM CONSTRUCTION INC	626-332-6877	Ellen Jones	ellen@abeamcon	Y	Y	N	233110	233210
21	01-G-6258	SUN MECHANICAL COMPANY	626-330-2452	Song So	SMCO@PACBEL	N	N	N	235110	233310
22	01-G-6259	MAKO CO	562-926-7446	Gabriel Reza	Makoco70@hotm	N	N	Y	233310	233210
23	01-G-6261	Rine Development, Inc.	323-720-1440	Jo K.Pak	rinepack@wcis.c	N	N	N	233320	
24	01-G-6262	JP Electric Company	323-661-8605	Narciso Jun Pasion	jp.electric@minds	Y	N	Y	235310	
25	01-G-6263	CAL-CITY CONSTRUCTION, INC.	562-630-7733	Woo S. Lim	woolim@cal-city	N	N	N	233320	233210
26	01-G-6264	Leon Construction, Inc.	805-473-3760	Judy Brooks	jeff@leonconstru	N	N	N	233320	233210
27	01-G-6266	PERT CONSTRUCTION CO., INC.	213-745-7186	Kee Shinn	pertcon@hotmail	N	Y	Y	233320	233210
28	01-G-6269	CHOCTAW CONSTRUCTION CO	760-789-8713	John Hartung	choctawco@hor	N	N	N	233320	233210
29	01-G-6270	Dimensions Construction, Inc.	619-429-5219	Oscar Villafranca	admin@dimensio	N	N	N	233320	233210
30	01-G-6271	ELKEN CONTRACTING, INC.	619-698-1168	Kenyon Castro	elkenpl@pacbell.	N	N	N	235110	221320
31	01-G-6272	J. R. ROMERO CONSTRUCTION COMPANY	858-587-1674	Joseph Romero	jromerojr@aol.co	N	N	N	233320	233210
32	01-G-6274	POLMEX CONSTRUCTION	858-565-7789	Rudy Villareal	polmex@inetwor	Y	N	N	233320	235110
33	01-G-6275	South Bay EDC, Inc.	619-267-6881	Paul Renteria	paul@southbaye	N	N	N	233320	235210
34	01-G-6276	JMR Construction Corp.	619-562-3998	Ron Rivard	jmrcorp@pacbell	N	Y	N	233320	233210
35	01-G-6281	Bass Communications, Inc.	949-786-1133	Patricia Bass	pattbass@aol.co	N	Y	N	235310	234920

AE-IQ Contracts Strategy



AE TASK ORDER AMOUNT

CONTRACT TYPE	AE TASK ORDER AMOUNT	
	UP TO \$75K	\$75K OR MORE
AIRFIELD PAVING	8(a)	
ARCHITECTURAL SERVICES	8(a)	UR
BRIDGE INSPECTION	UR	SDVO
CATHODIC PROTECTION	UR	
CIVIL	8(a)	UR
COST ENGINEERING	8(a)	UR
ELECTRICAL	UR	
FACILITIES PLANNING	SBSA	UR
FIRE PROTECTION	UR	
GEOTECHNICAL SERVICES	UR	
INDUSTRIAL	UR	
LANDSCAPING	UR	HUBZ
MECHANICAL	UR	
MEDICAL	UR	
MULTIDISCIPLINE	UR	
NON INDUSTRIAL W/ RENOVATION & REPAIR	UR	
RENOVATION/REPAIR	8(a)	
SECURITY IQ CONTRACT	UR	
STRUCTURAL	8(a)	UR
SURVEY/MAPPING	UR	
TAP (RANGES)	UR	

8(a) = 8(a) set-aside

UR = unrestricted full and open competition

SBSA = Small Business Set-aside

SDVO = Service Disabled Vet Owned

HUBZ = HubZone

 Small Business
 Large Business

New Regional Initiatives



- **Contractor Training**

- **Submittals, Safety, D/B Process including Streamlined D/B, Quality Control, Sustainable Design, and ATFP. NAVFAC Mentor provided.**

- **SWDiv Design Build Mentoring Program**

- **Growing new 8(a) MAC contractors**
 - **D/B, General Construction, NAVFAC trained**
 - **Consolidate Kr training plan**

- **Best Value - Considers Price and other factors**
 - Not low bid

- **Source Selection Plan**
 - Documents process on how to select

- **Criteria determines how the contractor is graded**
 - Experience
 - Past Performance
 - Sub Contracting
 - Technical Support
 - Price (for construction)

- **Debriefs are VERY CRITICAL**

- **SMALL BUSINESS ADMINISTRATION**
– www.sba.gov
- **FEDERAL BUSINESS OPPORTUNITIES**
– www.fedbizopps.gov
- **NAVY ELECTRONIC COMMERCE ONLINE**
– www.neco.navy.mil
- **DON ACQUISITION ONE SOURCE**
– <http://www.abm.rda.hq.navy.mil>
- **INDIVIDUAL ACQUISITION COMMANDS WEBSITES**
– www.esol.navfac.navy.mil
- **SMALL BUSINESS INNOVATION RESEARCH PROGRAM**
– www.navysbir.com
- **SBA's SUBCONTRACTING OPPORTUNITY WEBSITE**
– <http://web.sba.gov/subnet>

WEB SITES TO KNOW AND USE



- **DON SMALL BUSINESS OFFICE**
– www.hq.navy.mil/sadbu
- **DOD SMALL BUSINESS OFFICE**
– www.acq.osd.mil/osbp
- **NAVFAC WEBSITE**
– www.navfac.navy.mil
- **DOING BUSINESS WITH THE NAVY**
– www.acquisition.navy.mil
- **NAVAL SEA SYSTEMS COMMAND SEAPORT E**
– www.seaport.navy.mil