



Department of the Navy Gold Coast Small Business Opportunity Conference, San Diego, CA

Contracting with NAVFAC

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23 August 2011

Report Documentation Page

Form Approved
OMB No. 0704-0188

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1. REPORT DATE 23 AUG 2011	2. REPORT TYPE	3. DATES COVERED 00-00-2011 to 00-00-2011			
4. TITLE AND SUBTITLE Contracting with NAVFAC		5a. CONTRACT NUMBER			
		5b. GRANT NUMBER			
		5c. PROGRAM ELEMENT NUMBER			
6. AUTHOR(S)		5d. PROJECT NUMBER			
		5e. TASK NUMBER			
		5f. WORK UNIT NUMBER			
7. PERFORMING ORGANIZATION NAME(S) AND ADDRESS(ES) Naval Facilities Engineering Command, NAVFAC Small Business Program Office, 1322 Patterson Ave. SE, Suite 1000 Washington Navy Yard, Washington, DC, 20374-5065		8. PERFORMING ORGANIZATION REPORT NUMBER			
9. SPONSORING/MONITORING AGENCY NAME(S) AND ADDRESS(ES)		10. SPONSOR/MONITOR'S ACRONYM(S)			
		11. SPONSOR/MONITOR'S REPORT NUMBER(S)			
12. DISTRIBUTION/AVAILABILITY STATEMENT Approved for public release; distribution unlimited					
13. SUPPLEMENTARY NOTES Presented at the 2011 Navy Gold Coast Small Business Conference, 22-24 Aug, San Diego, CA.					
14. ABSTRACT					
15. SUBJECT TERMS					
16. SECURITY CLASSIFICATION OF:			17. LIMITATION OF ABSTRACT Same as Report (SAR)	18. NUMBER OF PAGES 17	19a. NAME OF RESPONSIBLE PERSON
a. REPORT unclassified	b. ABSTRACT unclassified	c. THIS PAGE unclassified			

Today's Topics



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



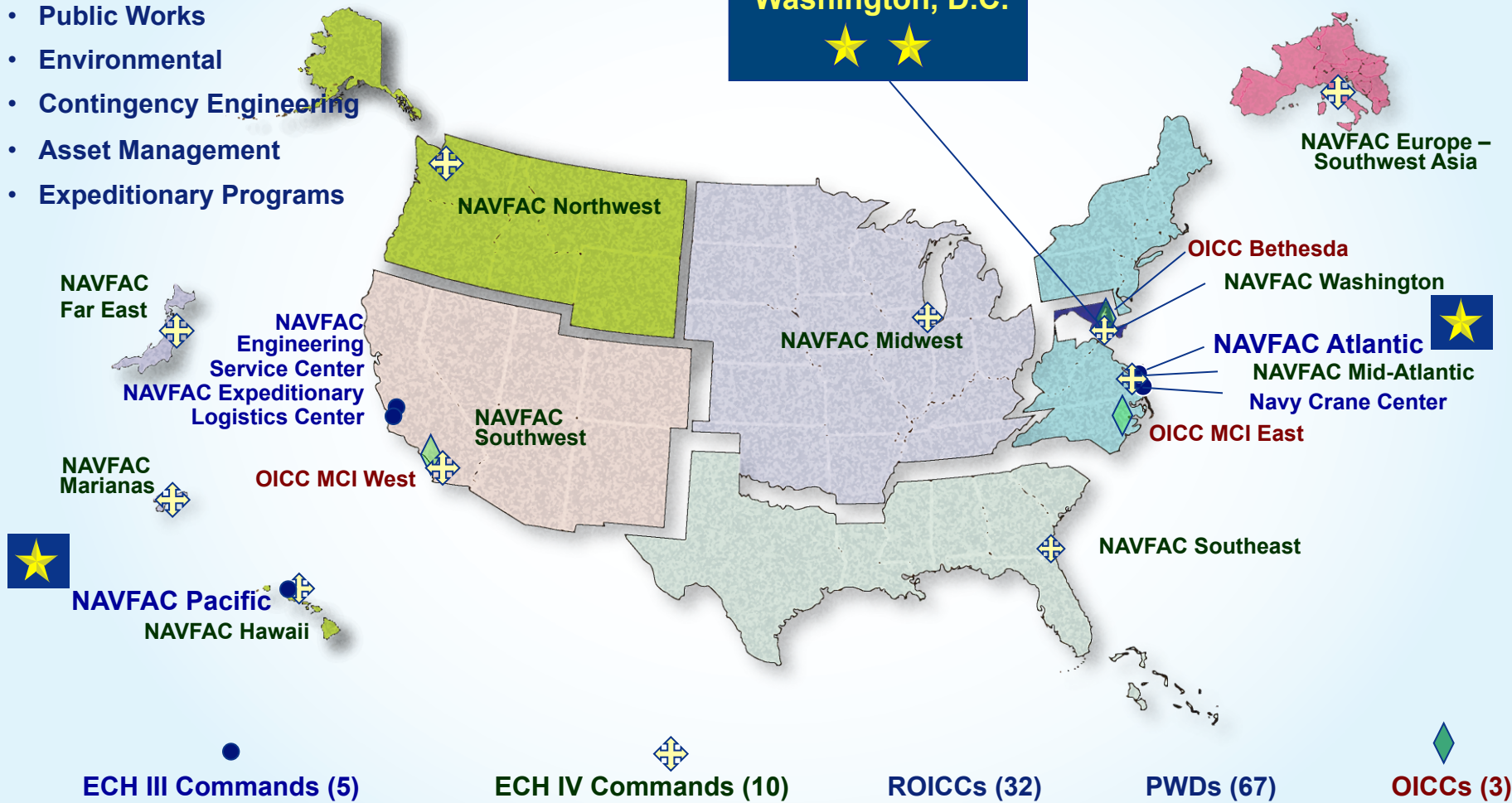
Worldwide Facilities Engineering Expertise



Business Lines:

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

**NAVFAC HQ
Washington, D.C.**
★ ★



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 Naval Facilities Engineering Command

Employees Client SEARCH

About Us Document Library Business Opportunities Organization Ask Us Seabees

NAVFAC: For Businesses: Small Business: NAVFAC Contract Listings

- 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 or 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 REQUIREMENT	MULTIPLE OR SINGLE AWARD CONTRACT	NAICS CODE	NAICS DESCRIPTION	DESCRIPTION OF PRODUCTS OR SERVICES	AWARD DATE	ESTIMATED ULTIMATE COMPLETION DATE	OPTION PERIOD	OPTION PERIODS REMAINING	CONTRACTING OFFICER'S BUSINESS SIZE SELECTION	SOLICITATION PROCEDURES	TYPE OF ASSISTANCE
NAVFAC ATLANTIC - BARBARA TAYLOR (757) 322-4430														
JSN-NAVFAC LANT	N62470-09-D-2993	IDIQ For A/E Services for Material and Waste Environmental Compliance	IDIQ A/E SERVICES FOR MATERIAL AND WASTE ENVIRONMENTAL COMPLIANCE ENGINEERING SUPPORT AT NAVY AND	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	9/30/2009	9/29/2014	5	3	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANT	N62470-10-D-2006	Success Estimator software a	ARCHITECT-ENGINEER SERVICES	SINGLE AWARD	511210	Software Publishers	ADP SOFTWARE	3/9/2010	3/7/2015	5	4	SMALL BUSINESS	SINGLE SOURCE SOLICITED	NO SET ASID
JSN-NAVFAC LANT	N62470-10-D-3000	IDIQ for Multimedia Compliance	ARCHITECT-ENGINEER SERVICES	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	1/15/2010	1/14/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANT	N62470-10-D-3003	Indefinite Delivery / Indefinite Quantity	ARCHITECT-ENGINEER SERVICES	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	3/9/2010	3/8/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANT	N62470-10-D-3008	Homeporting Contract	ARCHITECT-ENGINEER SERVICES - MULTIMEDIA ENVIRONMENTAL COMPLIANCE ENGINEERING SUPPORT	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING SERVICES	3/29/2010	3/28/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANT	N62470-10-D-3009	IDIQ for Multimedia Environment	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	541211	Offices of Certified Public Accountants	OTHER PROFESSIONAL SERVICES	7/12/2010	7/11/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANT	N62470-10-D-5004	Revenue Requirements	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	541211	Offices of Certified Public Accountants	OTHER PROFESSIONAL SERVICES	2/11/2010	2/14/2015	5	4	SMALL BUSINESS	SIMPLIFIED ACQUISITION	NO SET ASID
JSN-NAVFAC LANT	N62470-10-D-5007	Professional Services Pertai	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	541930	All Other Professional, Scientific, and Technical	OTHER PROFESSIONAL SERVICES	4/5/2010	3/3/2011	1	0	SMALL BUSINESS	NEGOTIATED PROPOSAL	SMALL BUSINESS

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**



Advocacy Across the Map



NAVFAC NORTHWEST

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SPECIALTY CENTERS

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

NAVFAC PACIFIC

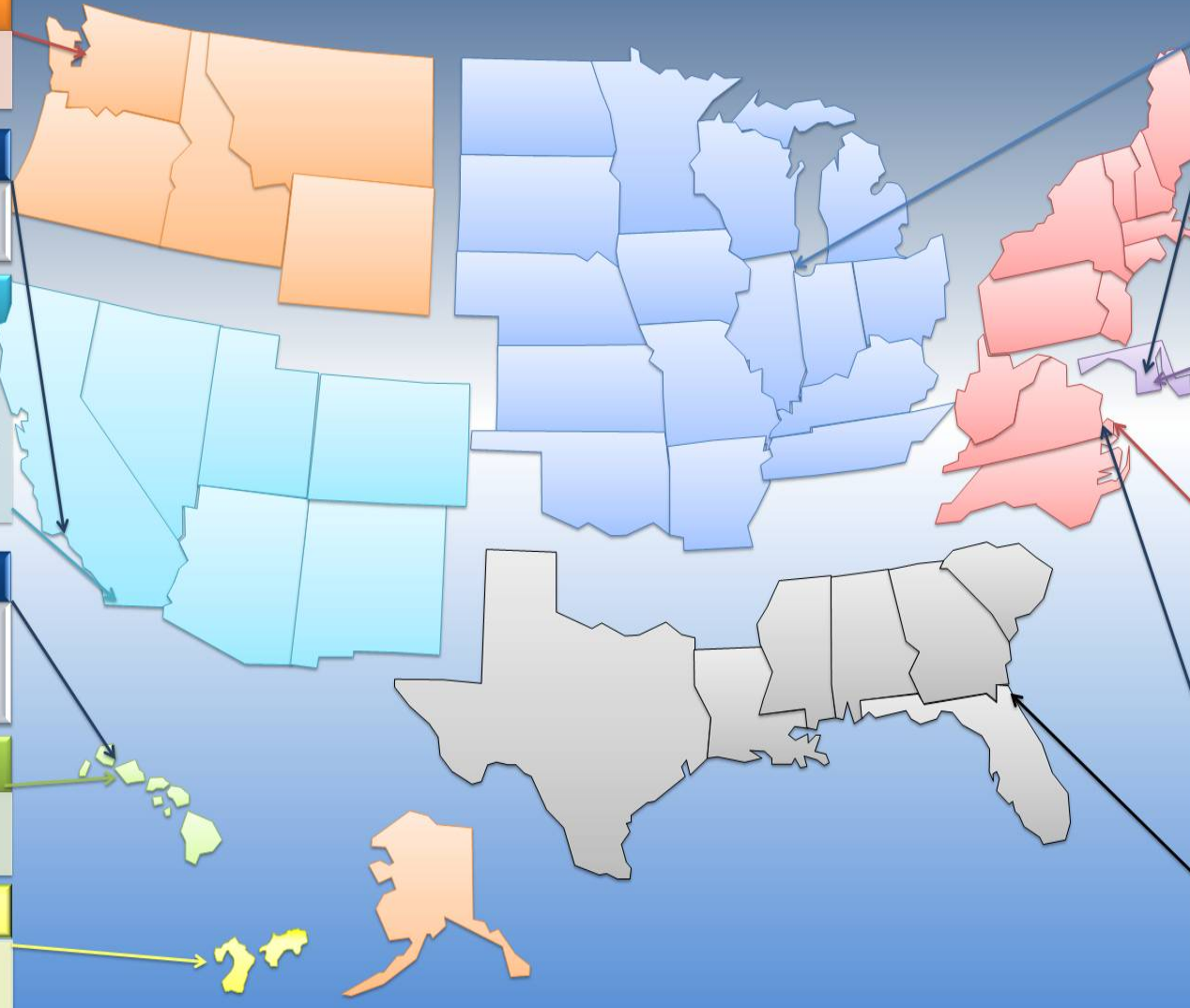
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- Albert Sampson, Deputy, Guam, 671-339-7090



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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

A screenshot of the NAVFAC Small Business Program Office webpage. The page features the NAVFAC logo at the top left, a search bar at the top right, and a navigation menu with links for About Us, Document Library, Business Opportunities, Organization, Ask Us, and Seabees. The main content area includes a sidebar with links to NAVFAC Small Business Programs, Small Business Contacts, Achievements, Opportunities, Small Business Directories, Contracting Guidelines, and Events Calendar. The main body contains a large image of two men in hard hats reviewing blueprints, with the text "Opportunity Small Business Program Office" overlaid. Below the image are sections for "Our Commitment" and "Website Navigation". The footer contains a navigation bar with links for Home, Careers, FAQs, Ask Us, Search, Accessibility, FOIA, NAVFAC IG, No Fear Act, and Sitemap.

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

Check it Out!

Good Information for YOU