



NAVFAC LONG RANGE ACQUISITION FORECAST & STRATEGIES

**DON GOLD COAST SMALL BUSINESS
CONFERENCE
August 7-8, 2012**

Venece McNeley
Associate Director,
Office of Small Business Programs

Report Documentation Page				Form Approved OMB No. 0704-0188	
Public reporting burden for the collection of information is estimated to average 1 hour per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden, to Washington Headquarters Services, Directorate for Information Operations and Reports, 1215 Jefferson Davis Highway, Suite 1204, Arlington VA 22202-4302. Respondents should be aware that notwithstanding any other provision of law, no person shall be subject to a penalty for failing to comply with a collection of information if it does not display a currently valid OMB control number.					
1. REPORT DATE AUG 2012		2. REPORT TYPE		3. DATES COVERED 00-00-2012 to 00-00-2012	
4. TITLE AND SUBTITLE NAVFAC Long Range Acquisition Forecast & Strategies				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, Office of Small Business Programs, 1322 Patterson Ave. SE, Suite 1000, Washington Navy Yard, 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 2012 Navy Gold Coast Small Business Conference, 6-8 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 8	19a. NAME OF RESPONSIBLE PERSON
a. REPORT unclassified	b. ABSTRACT unclassified	c. THIS PAGE unclassified			

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 to anticipate re-solicitation dates of the requirements to seek opportunities.*
- *Provides broad scope of NAVFAC requirements and opportunities by region.*
- *In conjunction with MILCON forecast found at the same website.*

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 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 REQUIREMENTS	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 ASID
NAVFAC ATLANTIC - BARBARA TAYLOR (757) 322-4430														
JSN-NAVFAC LANT	N62470-09-D-2939	IDIQ For A/E Services for Material and Waste Environmental Compliance Engineering Support at Navy and	ARCHITECT-ENGINEER SERVICES	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-2096	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	9/5/2010	9/4/2011	1	0	OTHER THAN SMALL BUSINESS	ARCHITECT-ENGINEER FAR	NO SET ASID
JSN-NAVFAC LANT	N62470-10-D-3003	Indefinite Delivery/Indefinite	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	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	MULTIMEDIA ENVIRONMENTAL COMPLIANCE ENGINEERING SUPPORT	SINGLE AWARD	541330	Engineering Services	OTHER ARCHITECT & ENGINEERING 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	2/10/2015	5	4	SMALL BUSINESS	SIMPLIFIED ACQUISITION	NO SET ASID
JSN-NAVFAC LANT	N62470-10-D-5007	Professional Services Portal		SINGLE AWARD	541950	All Other Professional, Scientific, and Technical	OTHER PROFESSIONAL SERVICES	4/5/2010	3/19/2011	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
- Asset Management

- **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.
 - \$4M-\$50M: Task Orders on MACCs.
 - <\$20M: Small Business Program MACCs.
 - <\$4M: 8(a) Business Development Program sole source.
 - <\$150K: Simplified Acquisition Procedures.
 - **Design**
 - >\$15M, 5 year: Small Business Program set asides.
- **Environmental Acquisition Strategy**
 - **RAC/CLEAN Contract MACs.**
 - **Environmental MACs.**
 - **Firm-fixed Price initiatives.**
 - **43% Small Business target (2011/2012).**

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

QUESTIONS

