Best Value Source Selection Initiatives

• New guidance will increase use of Low Price Technically Acceptable (LPTA) Best Value on;
  – Design-Bid-Build.
  – Design-Build on MACCs (when contract requirements provide prescriptive design requirements).

• New guidance on Trade-Off Best Value to put more emphasis on cost/price factor.

• Implementation for FY14 MILCON Program.


Energy Update

• Four Power Purchase Agreements (Miramar, China Lake, Barstow, 29 Palms).
  – Contracts for renewable energy, with facilities constructed on Navy/USMC installations

  • Long term price stability and lower price points compared to brown power
  • Navy just a consumer, Contractor finances, owns and operates

• Currently developing roughly 10 large scale projects, multiple technologies, geared towards Presidential 1GW Initiative

• Major challenges are transmission, land availability and market
ACQUISITION STRATEGIES & OPPORTUNITIES

SAME Small Business Conference

20 November 2013

Veneece McNeley
Director, Office of Small Business Programs
Acquisition Strategy

Today’s Market

• Military Construction workload continues the downward trend.
• O&M projects remain constant with continued emphasis on energy efficiency and security.

Product Delivery

• Design-Build remains primary vehicle (60% target)
• Design-Bid-Build
• Shift to more In-House design to enhance/maintain core technical competencies
• Standard Capital Improvements Evaluation Factors in Source Selections across Command
  2. Experience         5. Technical Solution
Typical Acquisition Approach

• Full and Open Competition
• Set-Aside for Small Businesses
• 8(a) Business Development Program
• Multiple Award Construction Contracts
  – Small Business reserves within MACCs, w/task order set asides.
  – Fair Opportunity within MACCs.
• Indefinite Delivery Indefinite Quantity A&E Contracts
  – Follow-on Task Orders are negotiated.
• Indefinite Delivery Indefinite Quantity Construction Contracts
  – Paving, Roofing, Painting, Utilities, other specialty trades.
• Facility Support Service Contracts
  – Base Operating Services contracts.
  – Vehicle Rental, Maintenance, Custodial, Grounds, etc.
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.

Commitment in Practice
Small Business MAC Initiatives

- Implementing Section 1331 of the Small Business Jobs Act:
  - Small Business reserves on MAC unrestricted solicitations.
- Small Business task order set asides on MACs.
- RFPs may provide set aside details.
- NAVFAC Southwest and EXWC are developing our first MAC RFPs with small business reserves.
• Contracts Court was held on NAVFAC FY12 8(a) sole source awards to determine program use strengths and weaknesses.

• New FY14 strategies include:
  
  – Improved 8(a) sole source award distribution amongst capable 8(a) firms, to include review of potential 8(a) firm awardee’s prior year NAVFAC award profile.
  
  – Consideration for award will include identifying what stage the 8(a) firm is in the 8(a) program (developmental or transitional) to ensure firm is capable to perform.
  
  – Increased use of competitive 8(a) actions.

• Results will be a more balanced program and balanced opportunities for business growth.
MILCON Project Solicitation & Award Forecast

- [www.navfac.navy.mil](http://www.navfac.navy.mil) → Small Business
- Opportunities
- Acquisition Strategies & Forecasts
- MILCON Solicitation & Award Forecast

**MILCON Solicitation/Award Forecast**

*FOR PLANNING PURPOSES ONLY*

<table>
<thead>
<tr>
<th>Responsible Component</th>
<th>P number</th>
<th>Project Name</th>
<th>Activity Name</th>
<th>Design Method</th>
<th>Acquisition Tool</th>
<th>Acquisition Method</th>
<th>Programmed Amount</th>
<th>Projected Solicitation Date</th>
<th>Projected Award Date</th>
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<tr>
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<td>31-Dec-2000</td>
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- Updated monthly
- For planning purposes
- See FEDBIZOPS for actual solicitations
## Long Range Acquisition Forecast

### Current NAVFAC IDIQ Contracts - Anticipated Long Range Acquisition Forecasts

<table>
<thead>
<tr>
<th>Contracting Officer Name</th>
<th>Contract Number</th>
<th>Description of Services</th>
<th>Description of Requirement</th>
<th>Multiple or Single Award</th>
<th>NAICS Code</th>
<th>NAICS Description</th>
<th>Description of Product or Services</th>
<th>Award Date</th>
<th>Estimated Ultimate Completion Date</th>
<th>Option Period</th>
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<th>Solicitation Procedures</th>
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<td>IDIQ AE Services for Material and Wastewater/Environmental Compliance Engineering Support at MIA</td>
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<td>IDIQ for Multimedia Camera</td>
<td>IDIQ For Multi-Media Camera</td>
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<td>5</td>
<td>4</td>
<td>OTHER THAN SMALL BUSINESS</td>
<td>Archit &amp; Eng Serv Agreements</td>
</tr>
</tbody>
</table>
NAVFAC Office of Small Business Webpage

- Program Information
- Regional SB Contacts
- Achievement Records
- Opportunity Information
  - MILCON Forecast List
  - Environmental Forecast List
  - Long Range Acquisition Forecast
- Subcontracting Opportunity Information
- SB Directories
  - SDVOSB
  - WOSB
- Contract Guidelines
- MUCH MORE!

Good Information for YOU

https://smallbusiness.navfac.navy.mil
Advocacy Across the Map

NAVFAC NORTHWEST
- Stephanie Higgins, Deputy, Silverdale, WA 360-396-0038

Engineering & Expeditionary Warfare Center
- Ray Brothers, Deputy, Port Hueneme, CA 805-982-1254

NAVFAC SOUTHWEST
- Lora Morrow, Deputy, San Diego, CA 619-532-2248
  - Patty Olivas Assistant Deputy San Diego, CA 619-532-2375

NAVFAC PACIFIC
- Jennifer McGuire, Deputy, Pearl Harbor, HI 808-472-1045

NAVFAC HAWAII
- Lisa Roth, 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
- Veneec McNeely, Director, Washington, DC 202-685-9129

NAVFAC WASHINGTON
- Nola Campbell, Deputy, Washington, D.C. 202-685-0088

NAVFAC MID ATLANTIC
- Joe McGreggor, 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 Call, Assistant Deputy, Norfolk, VA, 757-322-8308

NAVFAC SOUTHEAST
- Nelson Smith, Deputy, Jacksonville, FL 904-542-6624
  - Jennifer Reeder, Assistant Deputy, Jacksonville, FL 904-542-6234
Acquisition Strategies

Mary S Urey
Director, Small Business Programs
AFICA Small Business
Joint Base San Antonio Operating Location
November 2013
I cdnuolt blveiee that I cluod aulaclty uesdnatnrd what I was rdanieg. The phaonmneal pweor of the hmuan mnid, aoccdrnig to rscheearch taem at Cmabrigde Unervtisy, it deosn’t mttaer in what oredr the ltteers in a word are, the olny iprmoatnt tihng is that the frist and lsat ltteer be in the rghit pclae. The rset can be a taotl mses and you can still raed it wouthit a problem. This is bcuseae the huamn mnid deos not raed ervey lteter by istlef, but the word as a wlohe. Such a cdonition is arppoiately cllaed Typoglycemia. Amzanig huh? Yaeh and you awlyas thought slpeling ws ipmorantt.
Enterprise Sourcing Group (ESG)

- New organization aligned to AFMC to execute enterprise-wide strategic sourcing

- Leveraged AF-wide installation spend across 71 bases

- Contracting and Small Business Office resources supporting Air Force Center for Engineering and the Environment (AFCEE), Air Force Civil Engineering Support Agency (AFCESA), Defense Technical Information Center (DTIC), and the Air Force Medical Enterprise realigned 28 Oct 10 – 31 Mar 11
Air Force Installation Contracting Agency (AFICA)

- Headquarters AF-Level Field Operating Agency (FOA) created 1 Oct 13 (manpower transfer and standup of AFICA)

- Contracting took a cut of 35 positions 1 Oct 12. In response, FOA established to maintain the mission

- Realigns 8 MAJCOM Contracting staffs, the ESG, and 5 specialized execution units

- By design, AFICA assumes a role in Air Force contracting oversight, specialized execution, and strategic sourcing
AFICA/SB JBSA OL Manning

ESG/SB San Antonio Operating Location (ESG/SB SA OL)
- Support 770 BSS, 772 ESS including 772 ESS/PKH (Tyndall AFB), 773 ESS & Force Protection CC
- Director: Mary Urey (210-395-8907)
- Small Business Specialists:
  - Grace Elizalde (AFCEC/772 ESS and FPCC) (210-395-8818)
  - Debra Harber (Surgeon General/773ESS and FPCC) (210-395-8816)
  - Mere Rodriguez (Backup Support) (210-395-8819)

AFICA/SB Joint Base San Antonio Operating Location (AFICA/SB JBSA OL)
- Support 770 BSS, 772 ESS including 772 ESS/PKH (Tyndall AFB), 773 ESS, Force Protection CC, & AFICA/KT 338 SCONS (former AETC CONS)
- Director: Mary Urey (210-395-8907)
- Small Business Specialists:
  - Grace Elizalde (AFCEC/772 ESS and FPCC) (210-395-8818)
  - Debra Harber (Surgeon General/773ESS and FPCC) (210-395-8816)
  - Mere Rodriguez (Backup Support) (210-395-8819)
  - Vacant (Supports AFICA/KT 338 SCONS (former AETC CONS))
Enterpris SOURCING GROUP
Organization Chart (pre-AFICA)

Be America’s Best…War-Winning Capabilities, on Time, on Cost
My Major Customer = AFCEC

- AFCEC looking for more agility and efficiency
- Smaller, more agile IDIQ contracts awarded by various agencies
  - AFICA/772 ESS, USACE, and GSA (must be on schedule)
- Scopes of contracts changing as mission has shifted and to allow for agility and efficiency
  - 4PAE08 recompete broken into two scopes
    - AE13DCS and AE13ES
  - HERC and SATOC recompetes broken into two scopes
    - Worldwide and Regional
Typical AFCEC Acquisition Approach

- Full and Open Competition Multiple Award Indefinite Delivery Indefinite Quantity (IDIQ) Contracts
  - Small Business reserves (including sub-categories) included
  - Fair Opportunity for all at task order level
  - Small Business set-asides at task order level
- Small Business Set-Aside Multiple Award IDIQ Contracts
- 8(a) Business Development Program
- Stand Alone Contracts (Performance Based Remediation (PBR) Program)
Anticipated FY14 Funding

- FY14 Anticipated Program Funding Levels
  - MILCON ~$1.3B (based on Presidential Budget submission)
  - R&M ~$233M
  - Sustainment ~$93M
  - Demolition ~$3M
  - EQ ~$221M
  - No dorm or energy projects anticipated until EOY

- Thursday morning, 8:00, Mr. Joe Sciabica will provide additional information
Anticipated FY14 Funding (cont’d)

- FY14 SB Opportunities
  - MILCON ~25 projects totaling $171M
  - FSRM (AFCEC exec) ~$7.6M FY13; expect same in FY14
  - FRSM (other agent exec) Working to maximize SB ops
  - Environmental – Max use of AFCEC SB set-aside contracts; use market research for GSA & AFCEC IDIQs & PBRs

- View FY14 Plan and List of Projects at www.afcec.af.mil under Business Opportunities

- Thursday morning, 8:00, Mr. Joe Sciabica will provide additional information
## Small Business Goals and FY13 Actuals

<table>
<thead>
<tr>
<th>Unit</th>
<th>FY</th>
<th>Total $s</th>
<th>SB $s</th>
<th><strong>SB %</strong></th>
<th><strong>SDB%</strong></th>
<th><strong>WOSB%</strong></th>
<th><strong>HZ%</strong></th>
<th><strong>SDVOSB%</strong></th>
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<td>5.49%</td>
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<td>42.54%</td>
<td>10.76%</td>
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<td></td>
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<td>10.71%</td>
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<td>46.00%</td>
<td>0.59%</td>
<td>0.20%</td>
<td>43.12%</td>
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<tr>
<td>AFCEC as a whole</td>
<td>FY13</td>
<td>$591,039,691</td>
<td>$218,031,112</td>
<td>36.89%</td>
<td>6.69%</td>
<td>1.53%</td>
<td>3.28%</td>
<td>7.30%</td>
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</table>

*Legend*
- **Red**: FY13-YTD% Less Than FY13 SLPE and FY13-YTD% Less Than FY12-YTD%
- **Yellow**: FY13-YTD% Less Than FY13 SLPE and FY13-YTD% Greater Than FY12-YTD%
- **Lt Green**: FY13-YTD% Greater Than FY13 SLPE and FY13-YTD% Less Than FY12-YTD%
- **Lt Blue**: FY13-YTD% Greater Than FY13 SLPE and FY13-YTD% Greater Than FY12-YTD%
- **Dk Blue**: FY13 SB Senior Leader Performance Expectation (SLPE)
This represents what our goals would have been using old goaling methodology.
AFCEC Best Practices

- With few exceptions, all source selections are 100% Small Business Set-aside or have partial set-asides

- Small Business Participation subfactor weighted with equal importance as other three technical subfactors in all RFPs

- Small Business Subcontracting Plan has been added as a task order evaluation criteria

- Subcontracting goals are based on total obligated dollars rather than anticipated subcontracted dollars

- AFICA/SB JBSA OL monitors eSRS data and reports to AFCEC/CL and cognizant Contracting Officers

- Post award issues treated as importantly as pre-award planning
Language has been added to basic contracts to allow small business set-asides at task order level

All RFIs are reviewed by AFICA/SB JBSA OL prior to public release

AFICA/SB JBSA OL is standing member of AFCEC Process Improvement Teams

AFICA/SB JBSA OL attends and participates in AFCEC staff and corporate board meetings

Contracting interns have four month rotation through small business office as part of training
The Locate a Small Business Specialist tool enables you to reach out to personnel in your geographic region and explore opportunities to interact with Air Force personnel dedicated to your area of expertise.

You can search for a small business specialist by state as well as by Air Force Base, and you can view business opportunities and contacts specific to your line of business. Using the Locator, you'll find the names and contact information for people who can help you.

Sources Sought Synopsis or Request For Information

- Sources sought synopsis = your opportunity to influence acquisition strategy

- Questions on NAICS code, small business goals, teaming, number of contracts, costing type

- CO reviews & prepares market research report

- Coordinates with small business office and acquisition strategy is finalized

- Must have two or more in a size category to have a set-aside
  - Looking for technical capability, capacity and financial viability - cannot merely answer yes or no and expect it to count

- Typically these are for new contracts, but you may see RFIs at the task order level
Role of Small Business Office

- Manage Outreach Program
  - Attend Procurement conferences
  - Provide counseling on how to do business with AFICA at matchmaking, outreach events, via telecom and email
  - Provide public with small business information via ESG/SB website

- Counsel Contractors
  - Provide one on one counseling to small and large businesses
  - Provide process guidance and insight into Opportunities
  - Coordinate inquiries/guidance requests
  - Interface with AFICA Squadrons/SCONS/SCONF/ Directorates
  - Small Business Liaison Officer List
Role of Small Business Office (cont’d)

- Small Business Goals /Metrics
  - Provide AFICA’s Small Business Goal information via FPDS-NG
  - Provide AFICA’s Annual Small Business Scorecard information
  - Report AFICA’s progress against small business goals quarterly to AFICA Commanders/Directors

- Market Intelligence/Market Research Support
  - Review RFIs to maximize small business participation
  - Teach how to use various tools to research small business:
    - Small Business Dynamic Research tool
    - Assist Market Intelligence/Research
Role of Small Business Office (cont’d)

- Provide Source Selection Support
  - Evaluators on Source Selection Team
  - Advisors to the Source Selection Team or the Source Selection Authority
  - Member of the Source Selection Advisory Council
  - Member of Multi-Functional Independent Review Team (MIRT)

- Advise & assist COs/Buyers & Program Managers on Small Business matters

- Maintain Education Program

- Provide one-on-one or group Small Business Awareness Training
Role of Small Business Office (cont’d)

- Acquisition Team Support
  - Provide small business and contracting policy & regulation guidance
  - Review Subcontracting Plans
  - Review DD 2579s & supporting data prior to forwarding to the SBA-PCR
  - Attend/Present at Industry Days
  - Attend Commodity Sourcing Strategies, Early Strategy and Issues Sessions, Acquisition Strategy Panels
  - Review/coordinate on acquisition documents (Commodity Management Plans, Acquisition Plans, Consolidation D&Fs, Bundling D&Fs)
  - Attend program reviews стратегических сортировочных обзоров
Acquisition Team Support (cont’d)

- Make set-aside/reserve recommendations
- Provide sample language for RFI’s, RFP’s and contracts.
  - On/Off Ramps, Subcontracting language & goals
  - Section L and M language
- Use eSRS to research a contractor’s compliance with subcontracting goals
- Advisor at Clearinghouse and Contract Business Board

Coordinate with SBA Procurement Center Representative

- Acquisition strategy
- DD 2579 & Subcontracting plan Reviews
Questions?
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