

# Office of Small Business Programs NAVFAC Southwest

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# What NAVFAC Southwest Buys



## Capital Improvements

- -Construction Services
- -Architect & Engineering Services
- -Design In-House
- -Specialized Technical Services
- -Ocean Engineering

#### Environmental

- -Environmental Planning/NEPA
- -Environmental Compliance & Conservation
- -Environmental Restoration
- -Sustainable Solid Waste Management

#### Public Works

- -Facility Sustainment
- -Utility & Energy Management
- -Base Operation and Maintenance
- -Facility Services

## Asset Management

- -Real Estate
- -Land & Installation Planning
- -Facilities Planning
- -Encroachment Management
- -Facilities Integrated Logistics Support
- -Real Property Acq, Mgmt & Disposal

# **Top 10 NAICS Codes for FY2013**



NAICS	Description	# of Actions	\$000
236220	Commercial and Institutional Building Construction	1725	450,118
238220	Plumbing, Heating and Air Conditioning	248	145,856
562910	Remediation Services	459	122,128
561210	Facility Support Services	805	121,828
237990	Heavy Civil Engineering Construction	150	100,995
541330	Engineering Services	779	88,389
237310	Highway, Street, and Bridge Construction	392	85,407
237120	Oil and Gas Pipeline Construction	48	32,707
561720	Janitorial Services	120	30,251
237130	Power and Communication Line Construction	143	23,472

## So how'd we do?



Category	Prime Award Target (Goal)	Actual # Prime Awards	Actual Total \$000	Actual % Awards	% Above or Below Prime Award Target
Small Business	36.00%	5,163	736,185	54.30%	50.8% Above
HUBZone	10.00%	893	156,620	11.55%	15.5% Above
SDVOSB	3.00%	513	68,863	5.08%	69.3% Above
SDB	22.83%	4,156	548,463	40.45%	77.2% Above
WOSB	6.50%	1,055	128,055	9.44%	45.2% Above

Totals for FY2013: 7,018 Actions, \$1,355,821,440.

# **Important Websites**



North American Industrial Classification System (NAICS) http://www.cencus.gov/eos/www/naics/

System for Award Management (SAM) http://www.sam.gov

Small Business Administration (SBA) http://www.sba.gov

Dynamic Small Business Search (DSBS) Database http://dsbs.sba.gov

Procurement Technical Assistance Centers (PTAC)
http://www.dla.mil/db/procurem.htm
http://www.ptac-sandiego.org (San Diego PTAC)

# Register on Solicitation Websites



## **Solicitation Websites**

http://www.neco.navy.mil (NECO)

http://www.fbo.gov (Fed Biz Ops)

## Register for individual solicitations

- -- Prime Contractor
- -- Subcontractor
- -- Vendor
- -- Interested Party

## Monitor solicitation websites manually!

-- spend at least one hour per week mining sites.

# **Forecasting Tools**



# **Sources Sought Announcements**

**Requests for Interest** 

**Industry Forums** 

Publicized Forecast Announcements for MILCON and other special programs.

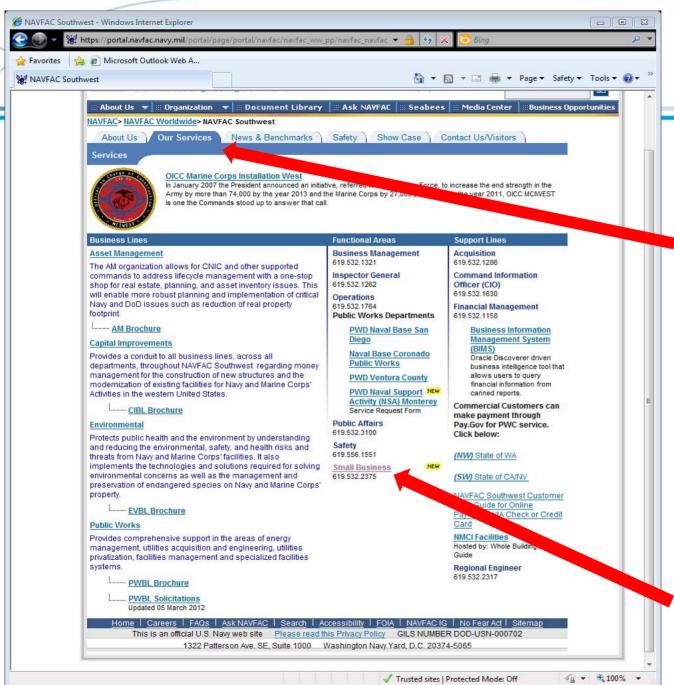
Special Notices publicized on solicitation websites.

# Learn more about NAVFAC ...





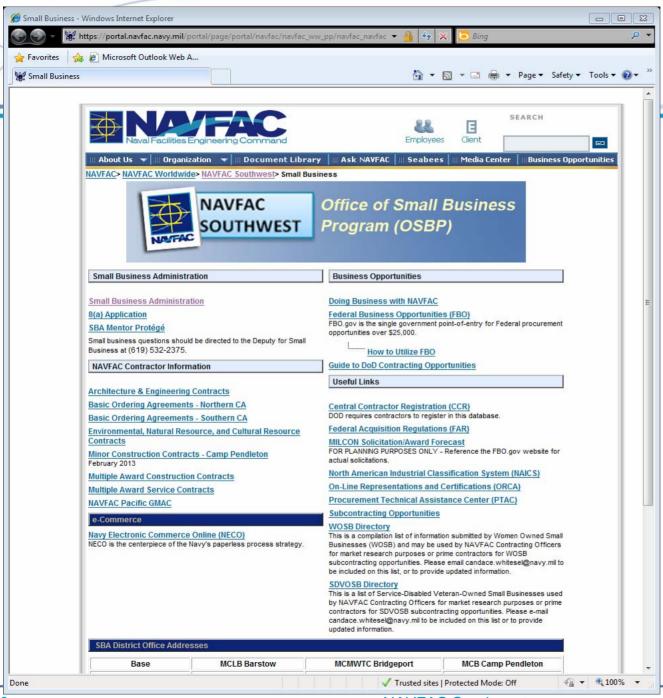
- 1. Visit our webpage at: http://www.navfac.navy.mil
- 2. Go to "Organization" Tab
- 3. Select desired NAVFAC component
  - **4.** Go to "Contact Us/Visitors"





Click on the "Our Services" Tab

Click on the link for "Small Business"





Tons of useful information including:

- How to do business with NAVFAC
- •List of Prime Contractors
- •WOSB and SDVOSB Directories \*
- Useful links and resources

# **Additional Resources**



#### **Small Business Administration**

http://www.sba.gov

#### **Procurement Technical Assistance Center**

http://www.dla.mil/SmallBusiness/Pages/Procurement TechnicalAssistanceCenter.aspx

### **DoD Small Business Professionals**

http://www.acq.osd.mil/osbp/doing\_business/DoD\_Contracting\_Guide.htm

## **NAVFAC Small Business Websites**

https://smallbusiness.navfac.navy.mil

https://portal.navfac.navy.mil/portal/page/portal/navfac/navfac\_ww\_pp/navfac\_navfacsw\_pp/sw\_sb

# **Questions?**



