



NAVFAC Southwest

SAME Orange County

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NAVFAC Southwest**

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

Types of Contracts



- ***Basic Ordering Agreements (BOA)***
(Construction only)
- ***Job Order Contracts (JOC)***
(Construction)
- ***Base Operation and Support (BOS)***
(Services)
- ***Multiple-Award Contracts***
(Construction, Environmental, and Services)
- ***Indefinite Delivery Indefinite Quantity (IDIQ)***
***(Construction, Environmental, Services,
Architectural & Engineering Services)***
- ***Stand-Alone, Single Award Procurement***
(All types of services)

Multiple Award Contracts (MACs)



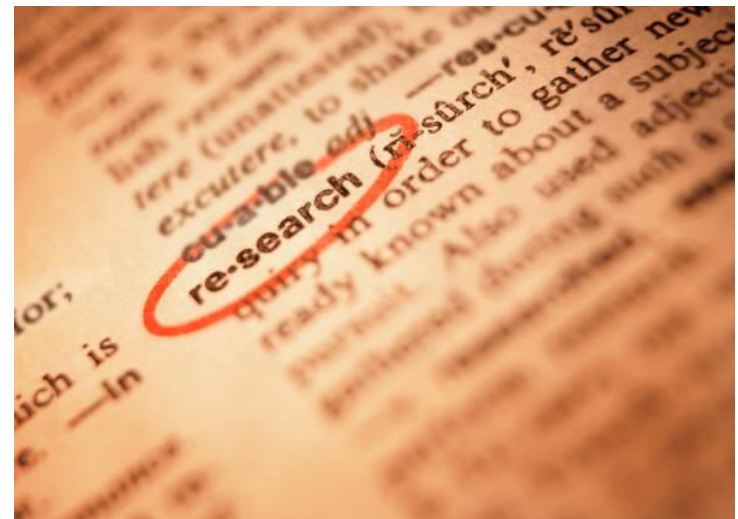
- ***NAVFAC Southwest has MACs for***
 - ***Construction (MACC),***
 - ***Environmental (EMAC), and***
 - ***Services (MASC)***
- ***MACs are awarded based on SOURCE SELECTION***
 - ***Limited number of awards per MAC (usually 3 – 5)***
- ***Types of MACs at NAVFAC Southwest***
 - ***8(a) MACs***
 - ***HUBZone/SDVOSB***
 - ***SB***
 - ***Unrestricted with SB Reserves***
 - ***Unrestricted w/o SB Reserves***
 - ***Wide Scope of Work***
 - ***Narrow/Specialty Scope of Work***

*Procurement strategy
is determined by
Market Research and
Agency need.*

Market Research



- **Sources Sought Announcements**
- **Dynamic Small Business Search (DSBS)**
- **Solicitation Websites (FBO and NECO)**
- **Historical Information**
- **Industry Forums**
- **Other**

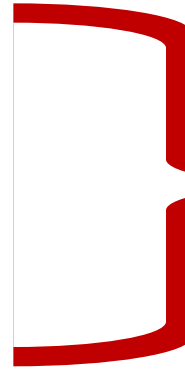


Set-Aside Priorities



1. Parity

- **HUBZone**
- **SDVOSB**
- **WOSB/EDWOSB**
- **8(a)**



*All are equal
first priority*

2. Small Business

3. Unrestricted (with SB reserves)

- **Set aside task orders for SB**

4. Unrestricted (without SB reserves)

What is a Small Business?



- ***Entity organized for profit***
- ***Place of business in U.S. and operates primarily in U.S.***
- ***Entity whose average annual revenues or number of employees are below the size limit set for NAICS Code.***
- ***Can be small business and large business at the same time.***
- ***Affiliations count toward size determination***

Types of Affiliation



–General Affiliation

- On going basis
- Common ownership, common control, economic dependence, etc.
- Ability of one entity to control another
- Applies to the company in all business transactions

–For a specific procurement

- Joint Venture
- Only applies to the instant contract

Types of Joint Ventures



Joint Ventures must...

- Be in writing
- **Conform to appropriate section of 13 CFR**
- Be approved prior to award
 - by SBA for 8(a) set-aside
 - by KO for all other set-asides
- Comply with limitations on subcontracting



- **SB**
 - 13 CFR 121
- **8(a)**
 - 13 CFR 124
- **SDVOSB**
 - 13 CFR 125
- **HUBZone**
 - 13 CFR 126
- **WOSB/EDWOSB**
 - 13 CFR 127

Mentor Protégé Agreements



- **DoD MPA**
 - **Mentor is LB**
 - **Protégé can be any type of SB**
 - **Mentor can chose reimbursement or subcontracting credit**
 - **If JV, affiliation is not waived (JV is LB)**

- **SBA MPA**
 - **Mentor can be any sized business except 8(a)**
 - **Protégé must be 8(a)**
 - **Can form JV on SBSA and 8(a) set-asides and rules of affiliation are waived**
 - JV maintains the size status of the protégé firm
 - **Maximum of 3 awards in 2 years**
 - Excessive use of JVA for contract awards may lead to a finding of general affiliation

Joint Venture Rules



- **Size of procurement matters.**
 - **Less than or equal to half the size standard: Affiliation not waived.**
 - **Greater than half the size standard – Affiliation may be waived IF:**
 - All parties to JV are small in NAICS
 - JVA complies with approved SBA MPP
 - JVA conforms to appropriate section of 13 CFR
- **SBA MPP JVAs**
 - **Can only JV on procurements set-aside for SB or 8(a)**
- **Ostensible subcontracting** – **SB prime relies too heavily on subcontractors. Parties may be considered JV. Affiliation not waived.**

Summary



- **Know the rules as they pertain to JVAs**
- **Understand how JVs will be evaluated on procurements**
- **Beware of Ostensible Subcontracting**
- **Be knowledgeable of 13 CFR requirements**

Additional Resources



Small Business Administration

<http://www.sba.gov>

Procurement Technical Assistance Center

<http://www.dla.mil/SmallBusiness/Pages/ProcurementTechnicalAssistanceCenter.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?

