



***SMALL BUSINESS
WORKSHOP
SOURCE SELECTION***

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Deliberative Process – Pre-Decisional

OVERVIEW



- **Federal Government Policies**
- **Small Business Targets & Achievements**
- **Small Business Utilization**
 - **Source Selection Factor**
 - **Preparing Responsive Proposals**
- **Website**

FEDERAL GOVERNMENT POLICIES

FEDERAL GOVERNMENT POLICY FOR SMALL BUSINESSES



FAR 19.201(a)

It is the policy of the Government to provide maximum practicable opportunities in its acquisitions to small business, small disadvantaged business, women-owned small business, HUBZone small business, veteran-owned small business, and service-disabled veteran-owned small business concerns. Such concerns must also have maximum practicable opportunity to participate as subcontractors in the contracts awarded by any executive agency, consistent with efficient contract performance.

SUBCONTRACTING PROGRAM POLICY



Public Law 95-507

- Contractors receiving a federal contract >\$100K must agree to give small business concerns maximum practicable opportunity to participate in contract performance
- Large business concerns receiving a federal contract expected to exceed \$550K (\$1 Million for construction) must submit an acceptable subcontracting plan

SMALL BUSINESS

TARGETS & ACHIEVEMENTS

NAVFAC PACIFIC FY07 Prime Contracting Targets and Achievements



	Statutory	Target *	Achievements
Small Business (SB)	23%	40.6%	42.0%
Small Disadvantaged Business (SDB)	5%	18.8%	39.0%
Women-Owned SB	5%	6.9%	9.0%
HUBZone SB	3%	8.29%	25.00%
Service-Disabled Veteran-Owned SB	3%	0.61%	0.71%

** % of Total Contract Awards Dollar Value*

NOT VALIDATED

NAVFAC PACIFIC

Prime Contracting Targets



TYPES OF BUSINESS	Statutory Federal Agency Goals	NAVFAC TARGETS	
		FY08	FY09
Small Business (SB)	23%	41.03%	41.42%
Small Disadvantaged Business (SDB)	5%	19.0%	19.18%
Women-Owned SB (WOSB)	5%	7.19%	7.53%
Business Zone (HUBZone SB)	3%	8.68%	9.09%

NAVFAC PACIFIC

Sub-Contracting Targets



TARGETS

	FY08	FY09
Small Business (SB)	76.78%	77.51%
Small Disadvantaged Business (SDB)	16.03%	16.18%
Women-Owned SB	14.37%	14.53%
HUBZone SB	1.35%	1.42%
Service-Disabled Veteran-Owned SB	0.13%	0.14%

**** % of Total Subcontracted Dollar Values***

SMALL BUSINESS UTILIZATION

Source Selection Factor

SOURCE SELECTION FACTOR



TECHNICAL EVALUATION:

- **Two (2) sub-factors for Utilization of Small Businesses**

- 1) Past Performance in Utilization of SB Concerns
- 2) Participation of SB Concerns in this Project

Applicable to all Offerors, large and small business concerns

NAVFAC POLICY:

- **Subfactor for Utilization of Small Business equal in weight to the highest technical factor**

SUBFACTOR 1



PAST PERFORMANCE IN UTILIZATION OF SB CONCERNS

Evaluation criteria:

- **Past performance of the Offeror in subcontracting to SB concerns**
- **Past performance of the Offeror in meeting subcontracting goals**

SUBFACTOR 1



PAST PERFORMANCE IN UTILIZATION OF SB CONCERNS

Proposal Submission Requirements

- Historical Data
- National Awards
- Ratings (DD2626 and DD2631)
- Mentor-Protégé Agreements
- Use of Community Rehabilitation Programs
- Final SF294s

SUBFACTOR 2



PARTICIPATION OF SB CONCERNS IN THIS PROJECT

Evaluation Criteria:

- **Extent of participation of SBs in terms of the value of the total acquisition**
- **Extent to which SB concerns are specifically identified**
- **Extent of commitment to use SB concerns**
- **Complexity and variety of the work SBs are to perform**
- **Realism of the proposal**

SUBFACTOR 2



PARTICIPATION OF SB CONCERNS IN THIS PROJECT

Proposal Submission Requirement:

- **Large Businesses: Subcontracting Plan**
- **Small Businesses: Subcontracting Breakdown**

Include separate goals for option periods

SUBFACTOR 2



SUBCONTRACTING PLAN OR BREAKDOWN

- **Price proposal \$\$ = Subcontracting Plan \$\$**
- **Provide the name of the SB concern, type of service & \$value of subcontract**
- **Only SBA certified SDB & HUBZone SB concerns**
- **Some firms may fall under more than 1 SB category**
- **Consider exceeding the RFP minimum targets, if not provide explanation**
- **Get subcontracting plan from LB subcontractors & get credit**

PREPARING RESPONSIVE PROPOSALS



- Read the RFP
- Use the attachments provided in the RFP
 - Historical Data
 - LB - Subcontracting Plan
 - SB - Subcontracting Breakdown
- Address all elements
- Subcontracting Plan accurate & complete

WEBSITES



- **Federal Business Opportunities**
www.fedbizopps.gov
- **Navy Electronic Commerce Online**
www.neco.navy.mil
- **DoD, Office of Small Business Programs**
www.acq.osd.mil/osbp
- **DoN, Office of Small Business Program**
www.donhq.navy.mil/osbp
- **CCR Dynamic Small Business Search**
www.ccr.gov
- **HUBZone**
www.sba.gov/hubzone
- **SIC matched to NAICS**
www.metrocouncil.org/doing_business/WMBE_SBRA/SmBusSizeStds.pdf