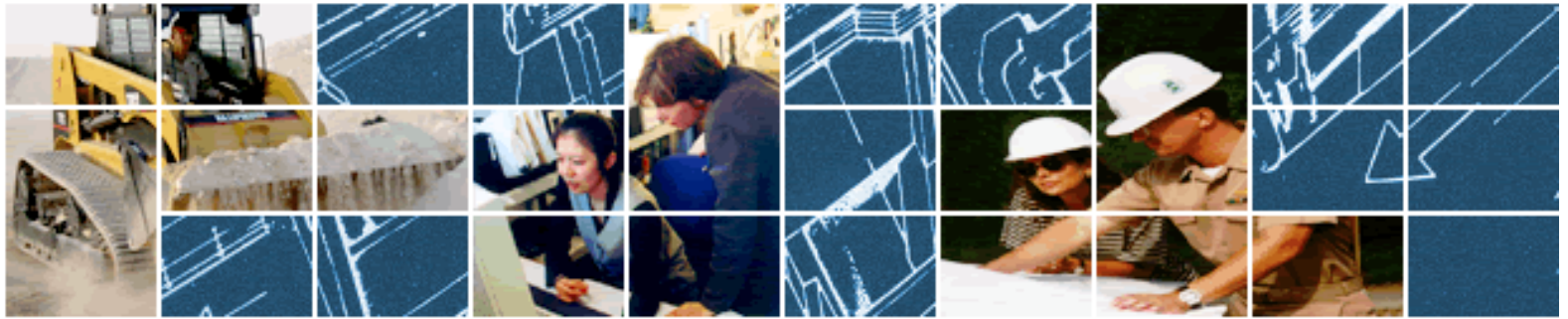


THE SOCIETY OF AMERICAN MILITARY ENGINEERS



375th Contracting Squadron **Construction Flight** *Partnering With Small Business*

Ted Bealer
Chief, Acquisition Flight
375th Contracting Squadron

Scott Field Post

8/26/09



OVERVIEW

- Description of Scott AFB Construction Programs
- Bidders Lists
- Market Research
- Joint Ventures
- 8(a) Program



Scott AFB Construction Programs

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- IDIQ – Indefinite Quantity-Indefinite Delivery
 - Line item pricing, single/multiple source, task order projects
 - SABER – Simplified Acquisition of Base Engineering Requirements
 - Single Source, small projects, usually >\$500K, single source, Native American Set-aside
 - MACC – Multiple award Construction Contracts
 - Larger projects, task orders competed

Bidders Lists

- Government does not maintain bidders mailing lists!
- Opportunities are driven by competing requirements, priorities, and funding constraints (and they change all the time)
- Need to be dialed in to FedBizOpps!
- Local companies may self-market



Market Research

- Mandatory front end activity
 - Used to develop small business and acquisition strategy
- Decisions are based CCR active registrations
- NAICS
- Decisions can be challenged

Joint Ventures

- Regional SBA is best source for rules
- Hot topic for SB set-asides
- Need to understand size standards and affiliation rules
 - See SBA Guide to Definitions of Small Business
- SBA approves all 8(a) and HUB Zone JVs
- Other JVs can self-certify size status
- Can be challenged – referred to SBA for determination



Small Business Act, Section 8(a) Program

- Managed by Regional SBA Offices
- Status Certified by SBA
- Authority to Negotiate direct-award for projects \leq \$3.5M
- Local companies usually self-market capabilities

Questions?