



**Small Business Procurement  
Advisory Council (SBPAC)  
Report to Congress for  
Fiscal Year 2018**

**September 20, 2019**

The Small Business Procurement Advisory Council (SBPAC) was established by Section 7104(b) of the Federal Acquisition Streamlining Act of 1994 (15 U.S.C. 644 note). The SBPAC is required by Section 7104(b)(5) to submit an annual report to the Committee on Small Business of the House of Representatives and the Committee on Small Business and Entrepreneurship of the Senate. The annual report must include:

1. Comments submitted by SBPAC members to appropriate regulatory authorities reflecting positions on proposed procurement regulations affecting the small business community during the 1-year period ending on the date on which the report is submitted, including any outcomes related to the comments;
2. Results of reviews of each Office of Small and Disadvantaged Business Utilization (OSDBU) established under Section 644(k) of the Small Business Act to determine the compliance of each Office with requirements under such section; and
3. Best practices identified for maximizing small business utilization in Federal contracting that may be implemented by Federal agencies having procurement powers during such 1-year period.

As the Chairman of the SBPAC, the Small Business Administration (SBA) hereby provides the annual SBPAC report for Fiscal Year (FY) 2018.

During FY 2018, there were no comments submitted by SBPAC members to appropriate regulatory authorities reflecting positions on proposed procurement regulations affecting the small business community and consequently no reportable outcomes related to the comments.

For FY 2018, the SBPAC conducted peer reviews of each OSDBU established under Section 644(k) of the Small Business Act to determine their compliance with requirements using the FY 2018 OSDBU Requirements Check List developed by SBA (Figure 1).

The 22-page Compliance Worksheet requires each OSDBU Director to respond to 15 U.S.C. § 644(k) requirements in a "yes" or "no" question format. Also included are short answer questions enabling the OSDBU Director to provide supportive documentation for Section 644(k) of 15 United States Code. There is a total of 21 requirements for which a point value of 0.5 to 1 out of 1 is to be awarded: 15(k) through 15(k)12, 15(k)15, and 15(k)16. Section 15(k)13 is scored only if this optional training occurred. Sections 15(k)14 and 15(k)17 are scored and awarded a 0.5 to 1-point value unless, respective to the question, the OSDBU Director receives no unsolicited proposals or notifications and no policy or procedure is in place to manage such processes. If those two conditions apply in 15(k)14 and / or 15(k)17, the question(s) is not to be scored.

The results of reviews of each agency OSDBU is summarized in Table 1 from agency responses on the checklist and the related SBPAC peer reviews of agency responses to 15 U.S.C. § 644(k) Compliance Checklist summary is provided in Figure 1 and a quick reference guide to the assessed 15 U.S.C. § 644(k) subsections is provided in Table 2.

**Figure 1.**

15 U.S.C. § 644(k) Compliance Checklist for FY 2018

| <u>15 U.S. Code § 644(k) FY 2018 Compliance Checklist</u> |   |                      |  |
|---|---|----------------------|--|
|   | Requirement Title:  | Statutory Reference: | Did Agency Satisfy Requirement?<br><i>(Column responses auto-populate from completed compliance worksheet)</i> |
| 0)  | Office and Director Experience  | 15(k)                | 0.0  |
| 1)  | Director Title  | 15(k)1               | 0.0  |
| 2)  | Compensation and Seniority  | 15(k)2               | 0.0  |
| 3)  | Reporting (Head of Agency or Deputy Head)   | 15(k)3               | 0.0  |
| 4)  | Implementation and Execution of Business Development and Federal Contracting Responsibilities of the Small Business Act | 15(k)4               | 0.0  |
| 5)  | Identify and Address Bundling of Contracts  | 15(k)5               | 0.0  |
| 6)  | Provide Assistance on Payments  | 15(k)6               | 0.0  |
| 7)  | Supervisory Authority   | 15(k)7               | 0.0  |
| 8)  | Assign Small Business Technical Advisors  | 15(k)8               | 0.0  |
| 9)  | OSDBU Cooperation and Consultation  | 15(k)9               | 0.0  |
| 10)   | Recommendations to Contracting Officers   | 15(k)10              | 0.0  |
| 11)   | Activity Conversion   | 15(k)11              | 0.0  |
| 12)   | Advise CAO and SPE  | 15(k)12              | 0.0  |
| 13)   | SBC and Contracting Specialist Training   | 15(k)13              | <i>Optional (Not Mandatory) -</i> 0.0  |
| 14)   | Receive Unsolicited Proposals   | 15(k)14              | 0.0  |
| 15)   | Exclusive Duties and Title  | 15(k)15              | 0.0  |
| 16)   | Congressional Reporting   | 15(k)16              | 0.0  |
| 17)   | Respond to Undue Restriction Notifications  | 15(k)17              | 0.0  |
| 18)   | Purchase Card Summary Data Review   | 15(k)18              | 0.0  |
| 19)   | Vendor Compliance Education and Training  | 15(k)19              | 0.0  |
| 20)   | Subcontracting Plan Review  | 15(k)20              | 0.0  |
| <b>TOTAL:</b>   |   |                      | + 0.0  |

I, \_\_\_\_\_, as the \_\_\_\_\_ at \_\_\_\_\_ verify that this information is an accurate representation of my agency's compliance in FY 2018 with 15 U.S.C. § 644(k) and can, if requested, provide additional information to further corroborate responses.

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Small Business Procurement Advisory Committee 15 U.S.C. § 644(k) Compliance Review

Section I - Instructions
Section II - Compliance Checklist
Section III - Compliance Worksheet
15 U.S.C. § 644(k)

Table 1

FY 2018 OSDBU Compliance Review Summary

| FY 2018 15(k) PEER REVIEW SCORING SUMMARY            | 15(k)0 | 15(k)1 | 15(k)2 | 15(k)3 | 15(k)4 | 15(k)5 | 15(k)6 | 15(k)7 | 15(k)8 | 15(k)9 | 15(k)10 | 15(k)11 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|---------|---------|
| Department of Defense (9700)                         | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of Energy (8900)                          | 1      | 1      | 1      | 0.8    | 1      | 0.8    | 0.8    | 1      | 1      | 1      | 0       | 1       |
| Department of Health and Human Services (7500)       | 0.4    | 0.5    | 1      | 0      | 1      | 1      | 1      | 0.4    | 1      | 1      | 0.2     | 0       |
| Department of Veterans Affairs (3600)                | 1      | 0.9    | 1      | 1      | 1      | 1      | 1      | 0.2    | 0      | 1      | 1       | 1       |
| National Aeronautics and Space Administration (8000) | 1      | 0.7    | 1      | 0      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of Homeland Security (7000)               | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| General Services Administration (4700)               | 1      | 0.5    | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of Agriculture (1200)                     | 1      | 1      | 0.8    | 0.4    | 1      | 1      | 1      | 0.6    | 1      | 1      | 1       | 1       |
| Department of Justice (1500)                         | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of the Interior (1400)                    | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of State (1900)                           | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of Commerce (1300)                        | 1      | 1      | 0      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of the Treasury (2000)                    | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of Transportation (6900)                  | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Office of Personnel Management (2400)                | 1      | 1      | 0      | 0.8    | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of Labor (1600)                           | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Environmental Protection Agency (6800)               | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of Education (9100)                       | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Department of Housing and Urban Development (8600)   | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |
| Social Security Administration (2800)                | 1      | 1      | 0      | 0      | 1      | 1      | 1      | 0      | 1      | 1      | 1       | 0       |
| US Agency for International Development (7200)       | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 0       |
| National Science Foundation (4900)                   | 1      | 1      | 0.8    | 1      | 1      | 1      | 1      | 1      | 0      | 1      | 1       | 1       |
| Nuclear Regulatory Commission (3100)                 | 0      | 0      | 1      | 0      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 0       |
| Small Business Administration (7300)                 | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1      | 1       | 1       |

| FY 2018 15(k) PEER REVIEW SCORING SUMMARY            | 15(k)12 | 15(k)13 (Optional) | 15(k)14 | 15(k)15 | 15(k)16 | 15(k)17 | 15(k)18 | 15(k)19 | 15(k)20 | SCORING TOTAL: | Score   |
|--|---------|--------------------|---------|---------|---------|---------|---------|---------|---------|----------------|---------|
| Department of Defense (9700)                         | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| Department of Energy (8900)                          | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 19.4           | 92.38%  |
| Department of Health and Human Services (7500)       | 1       | 1                  | 1       | 0       | 1       | 1       | 0       | 1       | 1       | 14.5           | 69.05%  |
| Department of Veterans Affairs (3600)                | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 19.1           | 90.95%  |
| National Aeronautics and Space Administration (8000) | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 19.7           | 93.81%  |
| Department of Homeland Security (7000)               | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| General Services Administration (4700)               | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 20.5           | 97.62%  |
| Department of Agriculture (1200)                     | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 0       | 0       | 17.8           | 84.76%  |
| Department of Justice (1500)                         | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| Department of the Interior (1400)                    | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| Department of State (1900)                           | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| Department of Commerce (1300)                        | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 20             | 95.24%  |
| Department of the Treasury (2000)                    | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| Department of Transportation (6900)                  | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| Office of Personnel Management (2400)                | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 19.8           | 94.29%  |
| Department of Labor (1600)                           | 1       | 1                  | 1       | 0       | 1       | 1       | 1       | 1       | 1       | 20             | 95.24%  |
| Environmental Protection Agency (6800)               | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| Department of Education (9100)                       | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| Department of Housing and Urban Development (8600)   | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |
| Social Security Administration (2800)                | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 17             | 80.95%  |
| US Agency for International Development (7200)       | 1       | 1                  | 1       | 1       | 1       | 1       | 0       | 1       | 1       | 19             | 90.48%  |
| National Science Foundation (4900)                   | 1       | 0                  | 1       | 0       | 1       | 1       | 1       | 1       | 1       | 17.8           | 89.00%  |
| Nuclear Regulatory Commission (3100)                 | 1       | 1                  | 1       | 0       | 1       | 1       | 1       | 1       | 1       | 16             | 76.19%  |
| Small Business Administration (7300)                 | 1       | 1                  | 1       | 1       | 1       | 1       | 1       | 1       | 1       | 21             | 100.00% |

**Table 2.**  
Quick Reference Guide for U.S.C. § 644(k) Subsection

| Subsection | Requirement   |
|------------|---|
| (k)        | Office of Small and Disadvantaged Business Utilization; Director<br>There is hereby established in each Federal agency having procurement powers an office to be known as the “Office of Small and Disadvantaged Business Utilization.” The management of each such office shall be vested in an officer or employee of such agency[1] with experience serving in any combination of the following roles: program manager, deputy program manager, or assistant program manager for Federal acquisition program; chief engineer, systems engineer, assistant engineer, or product support manager for Federal acquisition program; Federal contracting officer; small business technical advisor; contracts administrator for Federal Government contracts; attorney specializing in Federal procurement law; small business liaison officer; officer or employee who managed Federal Government contracts for a small business; or individual whose primary responsibilities were for the functions and duties of Section 8, 15, 31, 36[2], or 44 of this Act. Such officer or employee— |
| (1)        | shall be known as the “Director of Small and Disadvantaged Business Utilization” for such agency;   |
| (2)        | shall be appointed by the head of such agency[1] to a position that is a Senior Executive Service position (as such term is defined under Section 3132(a) of title 5, United States Code), except that, for any agency in which the positions of Chief Acquisitions Officer and senior procurement executive (as such terms are defined under section 44(a) of this Act) are not Senior Executive Service positions, the Director of Small and Disadvantaged business Utilization may be appointed to a position compensated at not less than the minimum rate of basic pay payable for grade GS-15 of the General Schedule under Section 5332 of such title (including comparability payments under Section 5304 of such title);   |
| (3)        | be responsible only to (including with respect to performance appraisals), and report directly and exclusively to, the head of such agency or to the deputy of such head, except that the Director for the Office of the Secretary of Defense shall be responsible only to (including with respect to performance appraisals), and report directly and exclusively to, such Secretary or the Secretary's designee;  |
| (4)        | shall be responsible for the implementation and execution of the functions and duties under Sections 8[1], 15, 31, 36, and 44 of this Act which relate to such agency;  |
| (5)        | shall identify proposed solicitations that involve significant bundling of contract requirements, and work with the agency acquisition officials and the Administration to revise the procurement strategies for such proposed solicitations where appropriate to increase the probability of participation by small businesses as prime contractors, or to facilitate small business participation as subcontractors and suppliers, if a solicitation for a bundled contract is to be issued;  |
| (6)        | shall assist small business concerns to obtain payments, late payment interest penalties, or information due to such concerns from an executive agency or a contractor, in conformity with chapter 39 of title 31, United States Code, or any other protection for contractors or subcontractors (including suppliers) that is included in the Federal Acquisition Regulation or any individual agency supplement to such Government-wide regulation;   |

|      |   |
|------|---|
| (7)  | shall have supervisory authority over personnel of such agency to the extent that the functions and duties of such personnel relate to functions and duties under Sections 8 and 15 of this Act;  |
| (8)  | shall assign a small business technical adviser to each office to which the Administration has assigned a procurement center representative— (A) who shall be a full time employee of the procuring activity and shall be well qualified, technically trained and familiar with the supplies or services purchased at the activity; and (B) whose principal duty shall be to assist the Administration procurement center representative in his duties and functions relating to Sections 8 and 15 of this Act;   |
| (9)  | shall cooperate, and consult on a regular basis, with the Administration with respect to carrying out the functions and duties described in paragraph (4) of this subsection;   |
| (10) | shall make recommendations to contracting officers as to whether a particular contract requirement should be awarded pursuant to Subsection (a), Sections 8, 15, 31, or 36[1] of this Act, or section 2323 of title 10, United States Code, which shall be made with due regard to the requirements of subsection (m), and the failure of the contracting officer to accept any such recommendations shall be documented and included within the appropriate contract file;   |
| (11) | shall review and advise such agency on any decision to convert an activity performed by a small business concern to an activity performed by a Federal employee;  |
| (12) | shall provide to the Chief Acquisition Officer and senior procurement executive of such agency advice and comments on acquisition strategies, market research, and justifications related to Section 44 of this Act;  |
| (13) | may provide training to small business concerns and contract specialists, except that such training may only be provided to the extent that the training does not interfere with the Director carrying out other responsibilities under this subsection;  |
| (14) | shall receive unsolicited proposals and, when appropriate, forward such proposals to personnel of the activity responsible for reviewing such proposals;  |
| (15) | shall carry out exclusively the duties enumerated in this Act, and shall, while the Director, not hold any other title, position, or responsibility, except as necessary to carry out responsibilities under this subsection; and   |
| (16) | shall submit, each fiscal year, to the Committee on Small Business of the House of Representatives and the Committee on Small Business and Entrepreneurship of the Senate a report describing— (A) the training provided by the Director under paragraph (13) in the most recently completed fiscal year; (B) the percentage of the budget of the Director used for such training in the most recently completed fiscal year; and (C) the percentage of the budget of the Director used for travel in the most recently completed fiscal year; (D) any failure of the agency to comply with Sections 8, 15, 31, or 36 of this Act;  |
| (17) | shall, when notified by a small business concern prior to the award of a contract that the small business concern believes that a solicitation, request for proposal, or request for quotation unduly restricts the ability of the small business concern to compete for the award— (A) submit the notice of the small business concern to the contracting officer and, if necessary, recommend ways in which the solicitation, request for proposal, or request for quotation may be altered to increase the opportunity for competition; inform the advocate for competition of such agency (as established under Section 1705 of title 41, United States Code, or Section 2318 of title 10, United States Code) of such notice; and (C) ensure that the small business concern is aware of other resources and processes available to address unduly restrictive provisions in a solicitation, request for proposal, or request for quotation, even if such resources and processes are provided by such agency, the Administration, the Comptroller General, or a procurement technical assistance program established under chapter 142 of title 10, United States Code; |

|      |  |
|------|--|
| (18) | shall review summary data provided by purchase card issuers of purchases made by the agency greater than the micro-purchase threshold (as defined under Section 1902 of title 41, United States Code) and less than the simplified acquisition threshold to ensure that the purchases have been made in compliance with the provisions of this Act and have been properly recorded in the Federal Procurement Data System, if the method of payment is a purchase card issued by the Department of Defense pursuant to Section 2784 of title 10, United States Code, or by the head of an executive agency pursuant to Section 1909 of title 41, United States Code; |
| (19) | shall provide assistance to a small business concern awarded a contract or subcontract under this Act or under title 10 or title 41, United States Code, in finding resources for education and training on compliance with contracting regulations (including the Federal Acquisition Regulation) after award of such a contract or subcontract; and  |
| (20) | shall review all subcontracting plans required by paragraph (4) or (5) of Section 8(d) of 15 United States Code. to ensure that the plan provides maximum practicable opportunity for small business concerns to participate in the performance of the contract to which the plan applies.   |

The SBPAC establishes a 2-year schedule for monthly best practice presentations to provide each agency with an opportunity to discuss best practices that were implemented by the agency and that might be implemented by other agencies having procurement powers. In FY 2018, SBPAC members provided 12 best practice presentations for maximizing small business utilization in Federal contracting. A summary of the agency best practice presentations is provided in Table 3 and copies of the presentations are provided as an Enclosure to this report.



**Table 3.**  
Agency Best Practice Presentation Summary

| AGENCY  | PRESENTER                        | BEST PRACTICE(S)   |
|---|----------------------------------|--|
| Department of Veterans Affairs                | Thomas J. Leney, Director, OSDBU | <p><b>Strategy:</b> Established goals for VA component organizations to track performance of set-aside decisions below the Simplified Acquisition Threshold – Goals reflect statutory mandate to set-aside or document why not, Small Business Act mandate established presumptive set-aside unless market research indicates lack of two or more firms. Cannot automatically set goals at 100%; Purpose to heighten attention to transactions most amenable to small business participation – Seek to offset some impact of high-dollar non-VA medical care awards to large business; Measurement challenges for how to treat delivery orders against other contracts, purchase orders (mainly prosthetics) and express reports with aggregated transactions.</p> <p><b>VETS First Contracting Program:</b> Provides unique VA set-aside and sole source authority to SDVOSBs and VOSBs; prohibits awards to unverified SDVOSBs or unverified VOSBs under these authorities; requires priority to SDVOSBs first and VOSBs second, before other small business programs (instead of parity); requires Secretary to establish VA-specific SDVOSB and VOSB goals; heightens expectations for sound market research to document compliance with VA Rule of Two – Mandate reinforced in <i>Kingdomware Technologies v. United States</i> (U.S. Supreme Court, 2016).</p> |
| National Aeronautics and Space Administration | Glen Delgado, Director OSDBU     | <p><b>Strategy:</b> Section L provides RFP Instructions Language: Small Business Utilization Subfactor-Small Business Subcontracting Goals, Commitment to Small Business Program; Section M is Evaluation Factors-Small Business Subcontracting Plan; Additional Evaluation Factors. List Active Contract Listings; Highlight Centers joint counseling sessions.</p> <p><b>Outreach:</b> Industry Forum Meeting; KSC Expo; Virtual Small Business Specialist Council Meeting; Spring NASA Industry Forum Meeting; Regional Outreach Navy Gold Coast Small Business Specialist Council Meeting.</p>   |

**Table 3 – Agency Best Practice Presentation Summary (continued)**

| AGENCY                                  | PRESENTER                              | BEST PRACTICE(S)   |
|---|--|--|
| Department of Commerce                  | LaJuene Desmukes, Director, OSDBU      | <p><b>Strategy:</b> Continuously monitor performance; Identify barriers to small business participation; ensure FPDS data Quality; use data analytics to develop projections to calculate contract dollars based on goals; and, monitor performance based on projected dollars</p> <p><b>Organization:</b> OSDBU Director reports directly to Deputy Administrator.</p>  |
| Department of Justice                   | Robert Connolly Director, OSDBU        | <p><b>Strategy:</b> Leadership Support; Cooperation within Procurement Chain; Support for Small Business Programs and Small Business Achievements; Listening to Current Vendors; and Increased OSDBU inclusion in Procurement Planning;</p> <p><b>Outreach:</b> Aggressive Vendor Outreach Program.</p>  |
| Department of Education                 | Janet Scott, Director, OSDBU           | <p><b>Strategy:</b> Annual Acquisition Plan; Contract Review Board for all contracts over \$700,000; Deputy Secretary endorsement of OSDBU Programming; Annual Contract Management Review of all Procurements; Small Business Goals developed at Program Level; and Monthly Dashboard Report of Small Business Performance to Senior Officials.</p> <p><b>Outreach:</b> Sponsor matchmaking initiatives between prime contractors and well-qualified small business vendors for subcontracting opportunities; Webinars; Voice Pods; and Regional Awareness.</p>                                |
| Department of Health and Human Services | Andrea Brandon, Acting Director, OSDBU | <p><b>Strategy:</b> Subcontracting program training; Small Business Review System (SBRS) reviews; Small Business Management System-measure return on investment; Small Business Customer Experience; Weekly Report to Deputy Assistant Secretary, Department-wide goaling program; SBSTAT Presentations; Small Business Specialist (SBS) Standard Operating Procedure (SOP).</p> <p><b>Outreach:</b> Monthly Vendor Sessions; Four Regional “Getting Back to Business” small business training events; Speaking and matchmaking at small business and acquisitions conferences and events.</p> |

**Table 3 – Agency Best Practice Presentation Summary (continued)**

| AGENCY                         | PRESENTER                                      | BEST PRACTICE(S)  |
|--------------------------------|--|---|
| Nuclear Regulatory Commission  | Anthony Briggs, Small Business Program Manager | <p><b>Strategy:</b> Acquisition compliance reviews; subcontracting plan reviews; voting member with senior agency decision-makers for acquisitions exceeding \$1 million dollars; acquisition planning sessions; performing market research; and training;</p> <p><b>Performance:</b> Awarded the largest amount and percentage to date to SDVOSBs in 2017; Quadrupled goal for SDBs and nearly doubled goal for WOSBs in 2017; Led Market Research efforts to award two multi-million dollar contracts to HUBZones in 2018; and Awarded first WOSB sole-source under FAR 19.506 in FY2018 for \$1 million training contract.</p> <p><b>Outreach:</b> Exhibiting for Government and Industry; Contract Matchmaking sessions; Breakout sessions on how to conduct business with NRC; Expanded to include Regional Offices; and Dallas, TX Event.</p> |
| National Science Foundation    | Graciela Narcho Director, OSDBU                | <p><b>Organization:</b> Reports to NSF Director; Serves as Office of Small Business Research and Development</p> <p><b>Strategy:</b> High-level Procurement Management Involvement; Use of Annual Acquisition Forecast; Program Office Buy-in; Staff meetings; Training; Metric Updates; Contracts Branch Sharepoint site-Goals/Achievements</p> <p><b>Outreach:</b> MEGA Maryland Small Minority Business Conference; Federal Small Business Procurement and Technology Plus Expo; National HUBZone Conference; ChallengeHER; US Women’s Chamber of Commerce National Small Business Federal Contracting Summit; GovConectx Fall Showcase; GovConectx Maryland Outreach; Government Agency Procurement Outreach; 28<sup>th</sup> Annual Government Procurement Conference; and Third Annual HUBZone Small Business Conference.</p>                 |
| Office of Personnel Management | Desmond Brown, Director, OSDBU                 | <p><b>Strategy:</b> Identify key levers to impact the decision; Commit to execution; Measure; Assist; Advise; and Counsel.</p> <p><b>Outreach:</b> Learning Series for Industry and Contracting Professionals; Stay Ready: Q1 OnRamp to FY18 Success; Reverse Industry Day; Stay Ready: The Ins and Outs of Teaming; and Conferences/Matchmaking.</p>   |

**Table 3 – Agency Best Practice Presentation Summary (continued)**

| AGENCY                                      | PRESENTER   | BEST PRACTICE(S)  |
|---|---|---|
| Department of Defense                       | Janice Buffler,<br>Acting Deputy Director,<br>OSDBU | <b>Strategy:</b> Propose changes to FPDS and eSRS; Propose Policy Changes; Organize Subcontracting Program Writing Group; Organize SSR Team to review SSRs under Individual Subcontracting Plan; and Develop/post guidance documents on website.  |
| Department of Housing and Urban Development | Jean Lin Pao<br>Director,<br>OSDBU                  | <p><b>Organization:</b> Reports to the Secretary of HUD</p> <p><b>Leadership:</b> Four socio-economic programs have parity; socio-economic programs should be reviewed and considered before Small Business Concerns.</p> <p><b>Strategy:</b> Weekly Deputy Secretary’s Senior Team Meetings; Bi-weekly Meetings with CPO; Small Business Dashboard Reporting; Monthly distribution of Small Business Performance Reports; Annual OSDBU Report; Strategies for strengthening Market Research and Vendor Outreach Events; Annual Strategic Acquisition Plan Submission; and Integrated Acquisition Teams.</p> <p><b>Outreach:</b> Women-owned Small Business Session; HUBZone Program; SDVOSB Program; and Women-Owned Small Business Program Training Workshop.</p> |
| Social Security Administration              | Wayne McDonald<br>Director,<br>OSDBU                | <b>Strategy:</b> Mandatory use of SSA’s Streamlined Acquisition Systems (SSASY) to post notices to FBO and FedConnect; Contract Review Board (CRB) reviews for new acquisitions over \$7,000,000; OSDBU is a member of the CRB; Membership mandates concurrence by the OSDBU for justifications, determinations, business case analysis, cost/benefit analysis, solicitations, and terminations to contracts awarded to small business.   |

# ENCLOSURES

**VA Best Practices Briefing  
for the  
SMALL BUSINESS PROCUREMENT  
ADVISORY COUNCIL**

**August 28, 2018**

Thomas J. Leney, Executive Director  
Small and Veteran Business Programs



| Fiscal Year | Small Business |             | SDVOSB    |             | VOSB      |             |
|-------------|----------------|-------------|-----------|-------------|-----------|-------------|
|             | VA Goal %      | VA Actual % | VA Goal % | VA Actual % | VA Goal % | VA Actual % |
| 2017        | 28.50          | 29.37       | 10.0      | 19.5%       | 12.0      | 20.6%       |
| 2016        | 32.50          | 29.88       | 10.0      | 17.8%       | 12.0      | 19.1%       |
| 2015        | 32.00          | 30.80       | 10.0      | 16.8%       | 12.0      | 18.6%       |
| 2014        | 34.77          | 34.42       | 10.0      | 18.7%       | 12.0      | 21.0%       |
| 2013        | 34.00          | 36.21       | 10.0      | 19.4%       | 12.0      | 21.6%       |
| 2012        | 34.00          | 35.01       | 10.0      | 19.2%       | 12.0      | 21.8%       |
| 2011        | 33.50          | 33.66       | 10.0      | 18.2%       | 12.0      | 20.5%       |
| 2010        | 33.50          | 37.35       | 10.0      | 20.0%       | 12.0      | 23.1%       |
| 2009        | 28.71          | 34.94       | 7.0       | 17.0%       | 10.0      | 20.0%       |
| 2008        | 28.71          | 35.32       | 7.0       | 11.8%       | 10.0      | 14.9%       |
| 2007*       | 27.77          | 32.85       | 3.0       | 7.1%        | 7.0       | 10.4%       |
| 2006        | 27.77          | 28.71       | 3.0       | 3.6%        | 7.0       | 6.2%        |
| 2005        | 27.00          | 23.70       | 3.0       | 2.3%        | 7.0       | 4.5%        |

\*The Veterans Benefits, Health Care, and Information Technology Act of 2006 (Public Law 109-461) was signed into law December 22, 2006, in the First Quarter of Fiscal Year 2007.



08/21/2019 **Choose VA**

**VA**



U.S. Department  
of Veterans Affairs

- Provides unique VA set-aside and sole source authority to SDVOSBs and VOSBs
- Prohibits awards to unverified SDVOSBs or unverified VOSBs under these authorities
- Requires priority to SDVOSBs first and VOSBs second, before other small business programs (instead of parity)
- Requires Secretary to establish VA-specific SDVOSB and VOSB goals
- Heightens expectations for sound market research to document compliance with VA Rule of Two
  - Mandate reinforced in *Kingdomware Technologies v. United States* (U.S. Supreme Court, 2016)

38 U.S.C. 8127-28





# Department of Veterans Affairs

## FY 2017 Small Business Procurement Scorecard

|               |
|---------------|
| <b>B</b>      |
| <b>98.34%</b> |

FPDS-NG Prime Contracting Data as of Feb. 20, 2018  
 eSRS Subcontracting Data as of May 1, 2018

| Prime Contracting Achievement:                |                  |           | 54.78%               |
|---|------------------|-----------|----------------------|
|   | 2016 Achievement | 2017 Goal | 2017 Achievement     |
| Small Business                                | 29.88%           | 28.50%    | 29.72%<br>(\$7.8 B)  |
| Women Owned Small Business                    | 3.04%            | 5.00%     | 2.75%<br>(\$717.3 M) |
| Small Disadvantaged Business                  | 7.09%            | 5.00%     | 7.16%<br>(\$1.9 B)   |
| Service Disabled Veteran Owned Small Business | 17.76%           | 3.00%     | 19.70%<br>(\$5.1 B)  |
| HUBZone                                       | 1.58%            | 3.00%     | 2.15%<br>(\$560.1 M) |

| Subcontracting Achievement:                   |                  |           | 13.83%           |
|---|------------------|-----------|------------------|
|   | 2016 Achievement | 2017 Goal | 2017 Achievement |
| Small Business                                | 18.70%           | 17.00%    | 16.60%           |
| Women Owned Small Business                    | 2.20%            | 5.00%     | 2.30%            |
| Small Disadvantaged Business                  | 1.40%            | 5.00%     | 1.80%            |
| Service Disabled Veteran Owned Small Business | 0.30%            | 3.00%     | 0.50%            |
| HUBZone                                       | 0.50%            | 3.00%     | 0.20%            |



- In FY 2018, VA established goals for VA component organizations to track performance of set-aside decisions below the Simplified Acquisition Threshold
  - Goals reflect statutory mandate to set-aside or document why not
  - Small Business Act mandate established presumptive set-aside unless market research indicates lack of two or more firms
  - If market research shows lack of small firms to compete for set-aside, contracting officer shall document decision to contract file
  - Cannot automatically set goals at 100%
- Purpose to heighten attention to transactions most amenable to small business participation
  - Seek to offset some impact of high-dollar non-VA medical care awards to large business
- Measurement challenges for how to treat delivery orders against other contracts, purchase orders (mainly prosthetics) and express reports with aggregated transactions.



# VA Subcontracting Performance, FY 2015-17

| Total, All Plans                                 |                      |                |                             |             |                         |             |                         |            |            |             |             |             |             |      |
|--|----------------------|----------------|-----------------------------|-------------|-------------------------|-------------|-------------------------|------------|------------|-------------|-------------|-------------|-------------|------|
|  | Total Subcontracting |                | Small Business              |             | SDVOSB                  |             | VOSB                    |            | HUBZone    |             | SDB         |             | WOSB        |      |
| GOAL   |                      |                | 17% (FY16-17); 17.5% (FY15) |             | 5% (FY17); 3% (FY15-16) |             | 7% (FY17); 5% (FY15-16) |            | 3.0%       |             | 5.0%        |             | 5.0%        |      |
| FY 2017  | 18,183,370,554       | 3,020,574,429  | 16.6%                       | 84,820,742  | 0.5%                    | 169,817,752 | 0.9%                    | 37,662,066 | 0.2%       | 321,024,116 | 1.8%        | 420,338,951 | 2.3%        |      |
| FY 2016  | 20,810,879,012       | 3,864,730,321  | 18.6%                       | 107,698,865 | 0.5%                    | 243,469,969 | 1.2%                    | 50,027,486 | 0.2%       | 492,392,174 | 2.4%        | 531,772,666 | 2.6%        |      |
| FY 2015  | 17,637,127,599       | 3,133,074,173  | 17.8%                       | 237,916,493 | 1.3%                    | 312,015,466 | 1.8%                    | 83,646,718 | 0.5%       | 494,775,058 | 2.8%        | 491,910,154 | 2.8%        |      |
| Individual Subcontracting Plans on a VA Contract |                      |                |                             |             |                         |             |                         |            |            |             |             |             |             |      |
|  | Total Subcontracting | % of All Plans | Small Business              |             | SDVOSB                  |             | VOSB                    |            | HUBZone    |             | SDB         |             | WOSB        |      |
| FY 2017  | 303,210,603          | 1.7%           | 166,534,550                 | 54.9%       | 41,299,073              | 13.6%       | 61,421,930              | 20.3%      | 76,433     | 0.0%        | 20,226,152  | 6.7%        | 27,280,402  | 9.0% |
| FY 2016  | 454,525,345          | 2.2%           | 295,531,989                 | 65.0%       | 62,327,894              | 13.7%       | 97,345,759              | 21.4%      | 6,628,657  | 1.5%        | 71,945,608  | 15.8%       | 42,334,767  | 9.3% |
| FY 2015  | 1,775,756,727        | 10.1%          | 767,544,211                 | 43.2%       | 184,709,392             | 10.4%       | 246,916,475             | 13.9%      | 61,854,569 | 3.5%        | 158,018,489 | 8.9%        | 175,108,293 | 9.9% |
| Share Attributed to VA on Commercial Plans       |                      |                |                             |             |                         |             |                         |            |            |             |             |             |             |      |
|  | Total Subcontracting | % of All Plans | Small Business              |             | SDVOSB                  |             | VOSB                    |            | HUBZone    |             | SDB         |             | WOSB        |      |
| FY 2017  | 17,880,159,951       | 98.3%          | 2,854,039,879               | 16.0%       | 43,521,669              | 0.2%        | 108,395,822             | 0.6%       | 37,585,633 | 0.2%        | 300,797,964 | 1.7%        | 393,058,549 | 2.2% |
| FY 2016  | 20,356,353,667       | 97.8%          | 3,569,198,332               | 17.5%       | 45,370,971              | 0.2%        | 146,124,210             | 0.7%       | 43,398,829 | 0.2%        | 420,446,566 | 2.1%        | 489,437,899 | 2.4% |
| FY 2015  | 15,861,370,872       | 89.9%          | 2,365,529,962               | 14.9%       | 53,207,101              | 0.3%        | 65,098,991              | 0.4%       | 21,792,149 | 0.1%        | 336,756,569 | 2.1%        | 316,801,861 | 2.0% |



# VA Presents

## NVSBE Construction

TIE 2018



### SAVE THE DATE

DATE:

**Oct 31 – Nov 2, 2018**

LOCATION:

**New Orleans, LA**

## Do Not Miss the Opportunity to:

- Engage with Construction-related small businesses from all over the country
- Perform face-to-face Market Research
- Demonstrate your Agency's commitment to providing access to procurement opportunities to small businesses

## What You Need to Know

Registration Now Available at:

<https://nvsbe.com/>.

### Industry Focus:

Construction-related Small Businesses

### What's Different?

- Targeted Industry Engagement (TIE): "Construction"
- Co-location with the Society of American Military Engineers (SAME) Small Business Conference
- More VA TIE Events Proposed for FY19:
  - Medical Supplies and Services (MED TIE)
  - Information Technology Supplies and Services (IT TIE)

***Have your Construction-related Procurement Decision Makers Register Today!***



08/21/2018  
**Choose VA**

**VA**



U.S. Department  
of Veterans Affairs

Thomas J. (Tom) Leney  
Executive Director, Small and Veteran Business Programs

Office of Small and Disadvantaged Business Utilization (OSDBU)  
U.S. Department of Veterans Affairs  
810 Vermont Avenue NW, Mail code (00SB)  
Washington DC 20420

(800) 949-8387  
(202) 461-4300



08/21/2019  
**Choose VA**

**VA**



U.S. Department  
of Veterans Affairs



Office of  
**Small Business Programs** (OSBP)  
where small business makes a **big** difference



Glenn A. Delgado, Associate Administrator

NASA Small Business Best Practices  
Small Business Procurement Advisory Council  
Meeting  
June 26, 2018

# Announcement and Good News!



**Jim Bridenstine** ✓

@JimBridenstine

Great news! @NASA received an "A" rating for the FY 2017 @SBAgov Small Business Procurement Scorecard. Small businesses are a core contributor to NASA's missions. Thank you to the entire @NASA\_OSBP, our #SmallBiz team, for this tremendous achievement!

ment  
:ting  
ns  
v/contracting




**SBA** ✓ @SBAgov

Just in! Federal agencies award record breaking \$105 billion in small business contracts → [ow.ly/sjjg30k8600](https://ow.ly/sjjg30k8600)

10:49 AM - 23 May 2018

# SBA Scorecard Grades

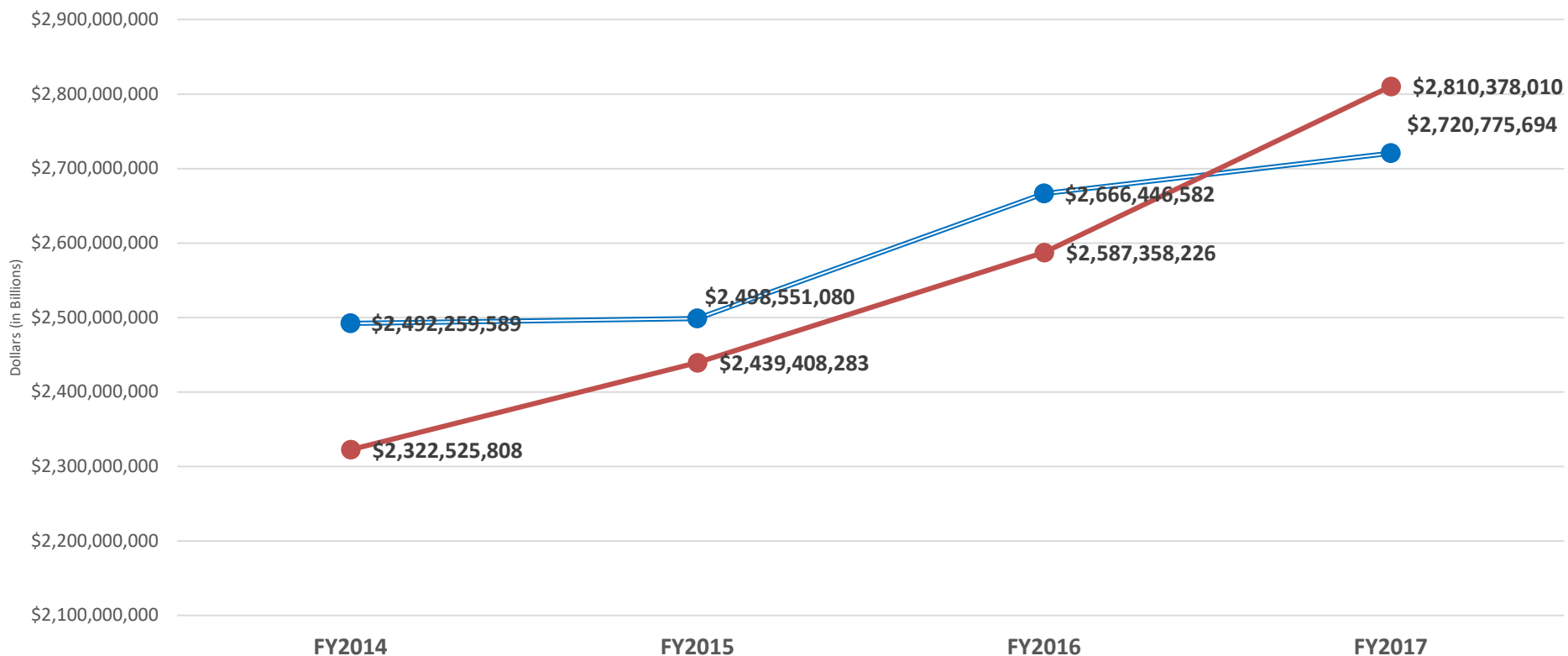
| Fiscal Year | SBA Grade | SBA Score |
|-------------|-----------|-----------|
| FY17        | A         | 105.68%   |
| FY16        | B         | 91.72%    |
| FY15        | B         | 90.90%    |
| FY14        | C         | 87.17%    |





# FY2014-FY2017 Trend Small Business Prime and Subcontracting Dollars

FY17 Data generated February 20, 2018 from FPDS-NG



|  | FY2014           | FY2015           | FY2016           | FY2017           |
|--|------------------|------------------|------------------|------------------|
| <b>Prime</b>                                 | \$2,492,259,589  | \$2,498,551,080  | \$2,666,446,582  | \$2,720,775,694  |
| <b>Subcontracting</b>                        | \$2,322,525,808  | \$2,439,408,283  | \$2,587,358,226  | \$2,810,378,010  |
| <b>Total SB</b>                              | \$4,814,785,397  | \$4,937,959,363  | \$5,253,804,808  | \$5,531,153,704  |
| <b>Total Spend</b> <small>08/21/2019</small> | \$13,597,154,582 | \$14,417,976,809 | \$15,993,717,656 | \$16,489,553,702 |

# Sections L & M

- Section L provides the RFP “INSTRUCTIONS” language:
  - SMALL BUSINESS UTILIZATION SUBFACTOR (See Handout)
    - (a) Small Business Subcontracting Goals
      - Recommended Goals based on Total Estimated Contract Value
      - Offerors goals must be expressed as a part of TCV and TSCV.
    - (b) Commitment to the Small Business Program
      - Offeror must describe work that will be performed by small businesses that will be considered High Technology. High Technology is defined but can be modified by the CO.
      - specify the extent of commitment to use the subcontractor(s) (enforceable vs. non-enforceable commitments).
    - (c) Example of how to calculate Subcontracting Goals base on TCV and TSCV.
      - An example table is provided.

# Sections L & M

- Section M are the Evaluation Factors for Award” Language:
  - Small Business Subcontracting Plan
    - The Offerors proposed Small Business goals in comparison to the Contracting Officer’s assessment of the appropriate subcontracting goals for this procurement.
    - In terms of meeting the requirements of FAR 19.704
  - Commitment to Small Businesses
    - Evaluate the extent to which any work performed by a small business subcontractor is identified as “High Technology”.
    - The extent of commitment to use the subcontractor(s) (enforceable vs. non-enforceable commitments).
    - The extent to which the identity of the small business subcontractor is specified in the proposal as well as the extent of the commitment to use small businesses.
    - Evaluate the Offeror’s established or planned procedures and organizational structure for small business outreach, assistance, participation in the Mentor Protégé program, etc.

# Additional Evaluation Factors

- NPD 5000.2D “Small Business Subcontracting Goals” Establishes steps to ensure that maximum practicable subcontracting opportunities are provided to SBs by developing recommended subcontracting goals.
- Small Business Specialist provide input to the CO on contractors compliance with their Small Business Plan for CPARs.
- 10% to 15% of Award Fee is based on the contractors compliance with their approved SB Plan.

# Active Contract Listings (ACL)

- Recurring Buys
- OSBP consolidated like items from all Centers onto a single sheet for use at outreach events and now available on OSBP Mobile App:
  - Accounting, Financial & Business Services
  - Administrative Services
  - Engineering Services
  - Environmental Remediation
  - Facilities
  - Information Technology
  - Multiple Award Construction
  - Occupational Health
  - Office Supplies
  - Protective Services

# Active Contract Listings (ACL)

## NASA ADMINISTRATIVE SERVICES CONTRACTS

| CENTER | NAICS  | CONTRACT NAME   | CONTRACTOR NAME<br>CONTRACT #                       | TYPE OF COMPETITION | POTENTIAL VALUE | ULTIMATE CONTRACT END<br>DATE    |
|--------|--------|---|---|---------------------|-----------------|----------------------------------|
| AFRC   | 561110 | Center Administrative & Technical Support Services (CATSS 2)              | Logical Innovations, Inc.<br>NND16AA03B             | 8(a) Competitive    | \$34 M          | 11/30/2020                       |
| AFRC   | 541690 | Safety and Environmental Onsite Support Services                          | MECX, Inc.<br>NND16SH03C                            | SDVOSB Set-Aside    | \$14 M          | 6/30/2021                        |
| ARC    | 561110 | Ames Professional Administrative Support Services (APASS)                 | Miracorp, Inc.<br>NNA15538623R                      | SDVOSB Set-Aside    | \$21 M          | 10/17/2020<br>Last Date to Order |
| GSFC   | 561110 | Goddard Logistics and Technical Information Support Services II (GLTI II) | TRAX International Corporation<br>NNG17AZ11C        | Full and Open       | \$294 M         | 7/31/2022                        |
| HQ     | 561110 | NASA Research and Education Support Services (NRESS)                      | Arctic Slope Technical Services, Inc.<br>NNH16CO92B | 8(a) Competitive    | \$130 M         | 1/31/2021<br>Last Date to Order  |
| LARC   | 541611 | Langley Administrative, Media, and Professional Services 2 (LAMPS 2)      | Alutiiq Fusion JV<br>80LARC18C0002                  | 8(a) Competitive    | \$91 M          | 5/31/2019<br>Last Date to Order  |
| MSFC   | 561110 | Center-wide Administrative Support Services                               | Hanks, Hanks & Associates, LLC<br>NNM16AA10C        | 8(a) Competitive    | \$26.9 M        | 6/30/2021<br>Last Date to Order  |
| NSSC   | 561110 | Next Generation Service Provider  | CSRA, LLC<br>NNX16MA01B                             | Full and Open       | \$480 M         | 9/30/2023                        |
| SSC    | 561110 | Administrative/Clerical Services  | Navar Inc. LLC<br>NNS14AA63C                        | 8(a) Competitive    | \$3.6 M         | 5/31/2019                        |

### REQUEST FOR PROPOSALS (RFPs)

| CENTER | NAICS  | CONTRACT NAME   | RFP STATUS                               | TYPE OF COMPETITION | POTENTIAL VALUE | ULTIMATE CONTRACT END<br>DATE |
|--------|--------|---|--|---------------------|-----------------|-------------------------------|
| GSFC   | 519120 | Goddard Information Collaboration (GIC2), Information Science and Library Services (ISLS) | RFP closed on 4/19/2018<br>80GSFC17R0019 | SB Set-Aside        | TBD             | TBD                           |
| NSSC   | 561110 | Acquisition Support Services  | RFP closed on 3/27/2018<br>80NSSC18R0025 | 8(a) Competitive    | TBD             | TBD                           |

# Active Contract Listings (ACL)

## NASA IT CONTRACTS

| CENTER             | NAICS  | CONTRACT NAME   | CONTRACTOR NAME<br>CONTRACT #                          | TYPE OF<br>COMPETITION                    | POTENTIAL<br>VALUE | ULTIMATE CONTRACT<br>END DATE    |
|--------------------|--------|---|--|---|--------------------|----------------------------------|
| AFRC               | 541513 | Research Facilities & Engineering Support Services (RF&ESS)                     | Inuteq, LLC<br>NND14AA72C                              | SB Set-Aside                              | \$78.2 M           | 10/31/2019                       |
| GRC                | 541519 | Professional Administrative Computational & Engineering Services PACE IV        | Peerless Technologies, Inc.<br>NNC14BA04B              | SB Set-Aside                              | \$114.3 M          | 5/31/2020<br>Last Date to Order  |
| GRC                | 541519 | NASA Safety Center Technical Support 2 (NSCTSS2)                                | Banner Quality Management, Inc.<br>NNC16ZNA009R        | WOSB Set-Aside                            | \$27.4 M           | 1/31/2022<br>Last Date to Order  |
| HQ                 | 541512 | Headquarters IT Services (HITTS)  | Digital Management Incorporated<br>NNH12CF39C          | 8(a) Competitive                          | \$178.1 M          | 3/31/2019<br>Last Date to Order  |
| KSC                | 541511 | Information Technology Support Services (ITSS 2)                                | New Directions Technologies, Inc. (NDTI)<br>NNK17OK01Z | SDVOSB Set-Aside under<br>GSA Schedule 70 | \$40 M             | 9/30/2021<br>Last Date to Order  |
| KSC                | 541512 | Kennedy Infrastructure, Applications and Communications Support Services (KIAC) | ASRC Federal Data Solution, LLC<br>80KSC017C0011       | 8(a) Competitive                          | \$88.5 M           | 9/30/2022<br>Last Date to Order  |
| LARC               | 541512 | Langley Information Technology Enhanced Services II (LITES II)                  | SAIC<br>NNL15AA03B                                     | Full & Open                               | \$200 M            | 10/31/2020<br>Last Date to Order |
| SSC                | 541512 | ITS   | SaiTech, Inc.<br>NNS16AA25T<br>GS35F0491L              | SB Set-Aside under GSA<br>Schedule 70     | \$43.2 M           | 4/30/2021                        |
| Agency-wide (NSSC) | 541512 | Enterprise Applications Services Technologies 2 (EAST 2)                        | SAIC<br>NNX16MB01C                                     | Full & Open                               | \$388.4 M          | 6/30/2024                        |
| Agency-wide (NSSC) | 541512 | NASA Integrated Communications Services (NICS)                                  | SAIC<br>NNM11AA04C                                     | Full & Open                               | \$1.4 B            | 5/31/2021<br>Last Date to Order  |

# Active Contract Listings (ACL)

## NASA FACILITIES CONTRACTS

| CENTER    | NAICS                | CONTRACT NAME   | CONTRACTOR NAME<br>CONTRACT #                                | TYPE OF COMPETITION | POTENTIAL VALUE | ULTIMATE CONTRACT END DATE       |
|-----------|----------------------|---|--|---------------------|-----------------|----------------------------------|
| AFRC      | 561210               | Facilities Operations and Maintenance Services                              | Helix Management Services, LLC<br><b>NND13AD53C</b>          | 8(a) Competitive    | \$33.6 M        | 5/31/2019<br>Last Date to Order  |
| ARC       | 561210               | Aerospace Testing & Facilities O&M (ATOM-4)                                 | Jacobs Technology<br><b>NNA16BD26C</b>                       | Full & Open         | \$269.5 M       | 02/01/2021                       |
| ARC       | 561210               | Ames Facilities Maintenance Support Services (AFSS)                         | Jacobs Technology<br><b>NNA15BB23C</b>                       | Full & Open         | \$228 M         | 7/31/2025                        |
| ARC       | 561210               | Logistics Management Services (LMS)   | Lockwood Hills, LLC<br><b>80ARC017C0001</b>                  | SB Set-Aside        | \$31.5 M        | 8/15/2022                        |
| GRC       | 561210               | Facilities Operations Repair and Maintenance (FORM)                         | Wolf Creek Federal Services<br><b>NNC14BA11B</b>             | SB Set-Aside        | \$73.7 M        | 9/30/2019<br>Last Date to Order  |
| GRC       | 561210               | Central Process Recertification, Operations and Maintenance Contract (CROM) | Mainthia Technologies, Inc.<br><b>NNC16CA12C</b>             | SB Set-Aside        | \$64.2 M        | 11/30/2020<br>Last Date to Order |
| GRC       | 561210               | Technical Info, Admin, Logistics Svcs II (TIALS 2)                          | Alcyon Technical Services (ATS) JV, LLC<br><b>NNC15CA30C</b> | SB Set-Aside        | \$175.6 M       | 9/30/2022                        |
| GRC       | 561210               | Technical, Facilities, O&M, & Engineering (TFOME)                           | HX5 Sierra, LLC<br><b>NNC15BA02B</b>                         | SB Set-Aside        | \$379.9 M       | 5/31/2025                        |
| GSFC      | 561210               | Range Maintenance at the Poker Flat Research Range                          | University of Alaska<br><b>NNG12WA28C</b>                    | Sole Source         | \$17.1 M        | 01/01/2019                       |
| GSFC      | 561210               | Bridge Contract for Facilities Operations and Maintenance Services          | Chugach Federal Solutions<br><b>80GSFC18R0020</b>            | Sole Source         | \$14.1 M        | 5/14/2018                        |
| GSFC      | 561210               | Facilities Operations and Maintenance Services (FOMS) III                   | Akima Support Operations, LLC<br><b>NNG16572637R</b>         | 8(a) Competitive    | TBD             | TBD                              |
| JSC       | 561730               | Grounds Maintenance and Pest-Control Services (GMAPS)                       | Prodyn, LLC<br><b>NNJ14JM01C</b>                             | Full & Open         | \$6.2M          | 5/31/2019                        |
| MSFC      | 561210               | Facilities Operations and Maintenance Support Services (FOMSS)              | URS Federal Services Inc.<br><b>80MSFC17C0007</b>            | Full & Open         | \$439.3 M       | 12/30/2025                       |
| SSC & MAF | 561210<br>08/21/2019 | Synergy Achieving Consolidated Operations and Maintenance (SACOM)           | Syncom Space Services (S3), LLC<br><b>NNS15AA01C</b>         | Full & Open         | \$1.3 B         | 6/30/2025<br>Date to Order       |



# NASA OSBP Mobile App

- Lists Active Contract Listings
- Highlights centers joint counseling sessions
- Highlights location and contact information of:
  - Center Small Business Specialists
  - Center Small Business Technical Advisors
  - Center Small Business Technical Coordinators
  - Center PCR's
  - Center Ombudsman
- Highlights NASA Agency prime contract metrics
- Feature a “Fact or Fiction” Small Business game
- Available on iOS and Android Tablets – just search “NASA OSBP Mobile in the Apple App or Google Play Stores



# Small Business Learning Series: Webinars and Podcasts

- OSBP will host two hour long webinars a month featuring NASA personnel
  - A live web-based event that connects host to an audience
- OSBP will produce audio podcasts featuring industry guests.



# Small Business Learning Series

| Date           | Topic   | Guest  | Type    |
|----------------|---|--|---------|
| April 3        | Category Management 101: What Small Businesses Need to Know   | Stacy Swann<br>National Account Manager<br>GSA                             | Webinar |
| June 28        | Small Business Lending: Harnessing Available Opportunities or Financing Options for Small Businesses  | Jackie Robinson-Burnette<br>Government Contracting Expert<br>Live Oak Bank | Webinar |
| July 24        | Navigating the World of Simplified Acquisitions & Purchase Cards  | Troy Miler<br>Small Business Specialist<br>NSSC                            | Webinar |
| July 26        | Utilizing Federal Government Mentor-Protégé Programs: The Small Business Administrations All Small Mentor-Protégé Program & the NASA Mentor Protégé Program | Holly Schick<br>Director, All Small Mentor Protégé Program<br>SBA          | Webinar |
| August 2018    | NASA Strategic Sourcing - What Small Businesses Need to Know  | Monica Manning<br>Assistant Administrator for Procurement                  | Webinar |
| September 2018 | Responding Strategically To NASA Market Research and RFPs   | Charles T. Williams<br>Program Manager<br>NASA OSBP                        | Webinar |
| June 2018      | A HBCUs Perspective on How to become a viable NASA Subcontractor  | LaTonia Jones<br>Alabama A&M   | Podcast |
| July 2018      | Minority Serving Institution Opportunities at NASA  | Dr. Dan Cherry<br>Education Director<br>Langley Research Center            | Podcast |

Keep up to date with upcoming webinars and register at:

<https://osbp.nasa.gov/knowledge-portal.html>.

08/21/2019

Page 35 of 174

# Social Media



- Twitter – @NASA\_OSBP
  - 12K Followers



- Facebook – @NASASmallBusiness
  - 273K Followers (Likes)



- Blogger (Glenn Delgado's Blog)
  - 1,086 Page Views in the Last Month
  - 80K All Time Pageviews

# FY19 Small Business Meetings & Outreach Events

| Date                | Mandatory FY19 Small Business Meetings & Outreach Events  | Location           |
|---------------------|---|--------------------|
| October 2-4, 2018   | <ul style="list-style-type: none"> <li>Fall FY19 NASA Industry Forum Meeting</li> </ul>   | Cleveland, OH      |
| October 23-25, 2018 | <ul style="list-style-type: none"> <li>KSC Expo</li> <li>NASA Construction and Environment Meeting</li> <li>Small Business Specialist Council Meeting</li> </ul>              | Cape Canaveral, FL |
| February 13, 2019   | <ul style="list-style-type: none"> <li>Virtual Small Business Specialist Council Meeting</li> </ul>   | Virtual            |
| April 8-12, 2019    | <ul style="list-style-type: none"> <li>Spring FY19 NASA Industry Forum Meeting</li> <li>Regional Outreach Event</li> <li>Small Business Specialist Council Meeting</li> </ul> | Phoenix, AZ        |
| June 2019           | <ul style="list-style-type: none"> <li>Prairie View A&amp;M University</li> <li>FY20/21 Small Business Improvement Plan Meeting</li> </ul>                                    | Houston, TX        |
| August 2019*        | <ul style="list-style-type: none"> <li>Regional Outreach: Department of Navy Gold Coast</li> <li>Small Business Specialist Council Meeting</li> </ul>                         | San Diego, CA      |

| Date            | Voluntary Center Supported FY19 Small Business Outreach Event(s)                        | Location     |
|-----------------|---|--------------|
| May 21-23, 2019 | <ul style="list-style-type: none"> <li>HBCU/MI Technology Infusion Road Tour</li> </ul> | San Juan, PR |

\* Tentative. Date to be confirmed via Fiscal Year 2019 NASA Small Business Mandatory Meeting and Travel memo.  
08/21/2019

# Questions





# U.S. Department of Commerce

Best Practice Presentation  
December 2017



# Mission

**Commerce promotes job creation and economic growth by ensuring fair and secure trade, providing the data necessary to support commerce, and fostering innovation by setting standards and conducting foundational research and development.**



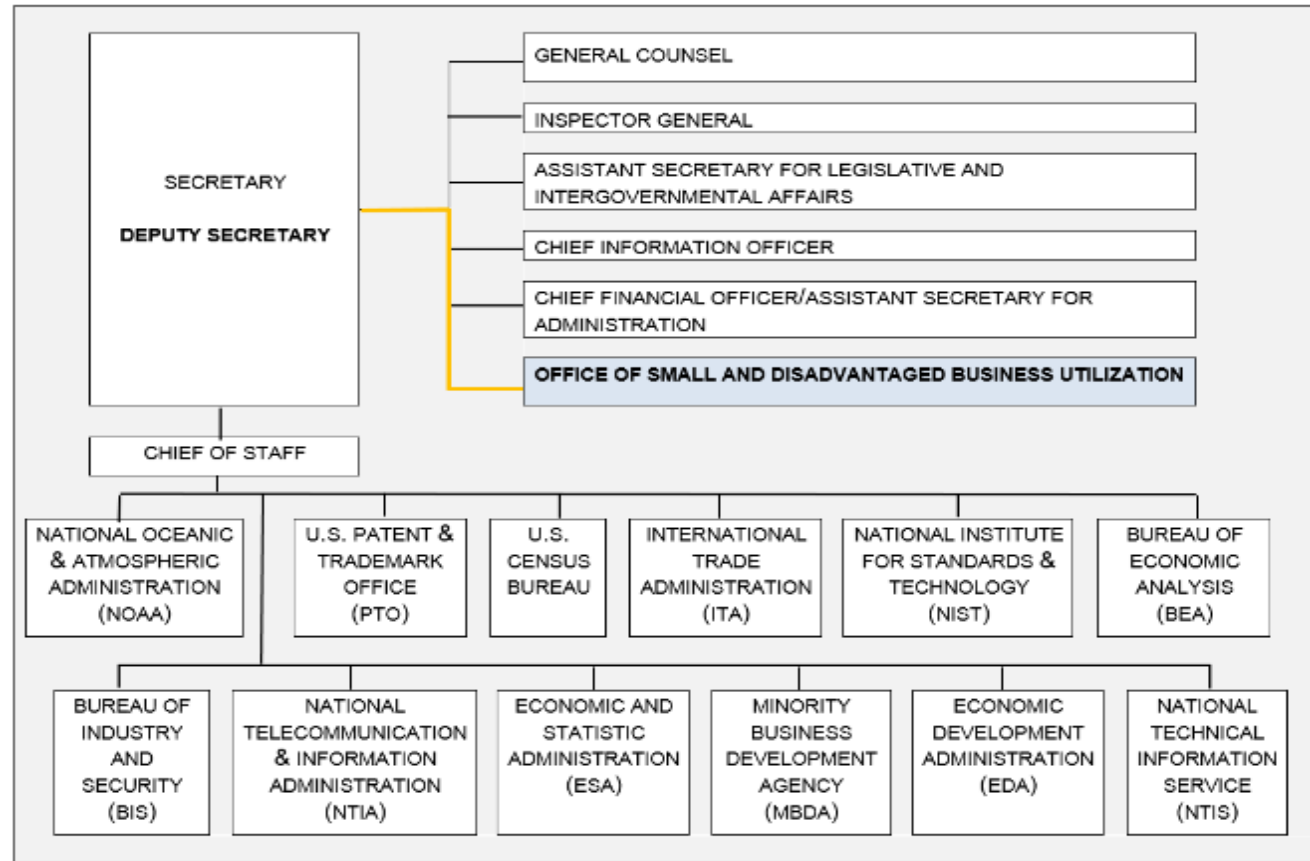


# About Us

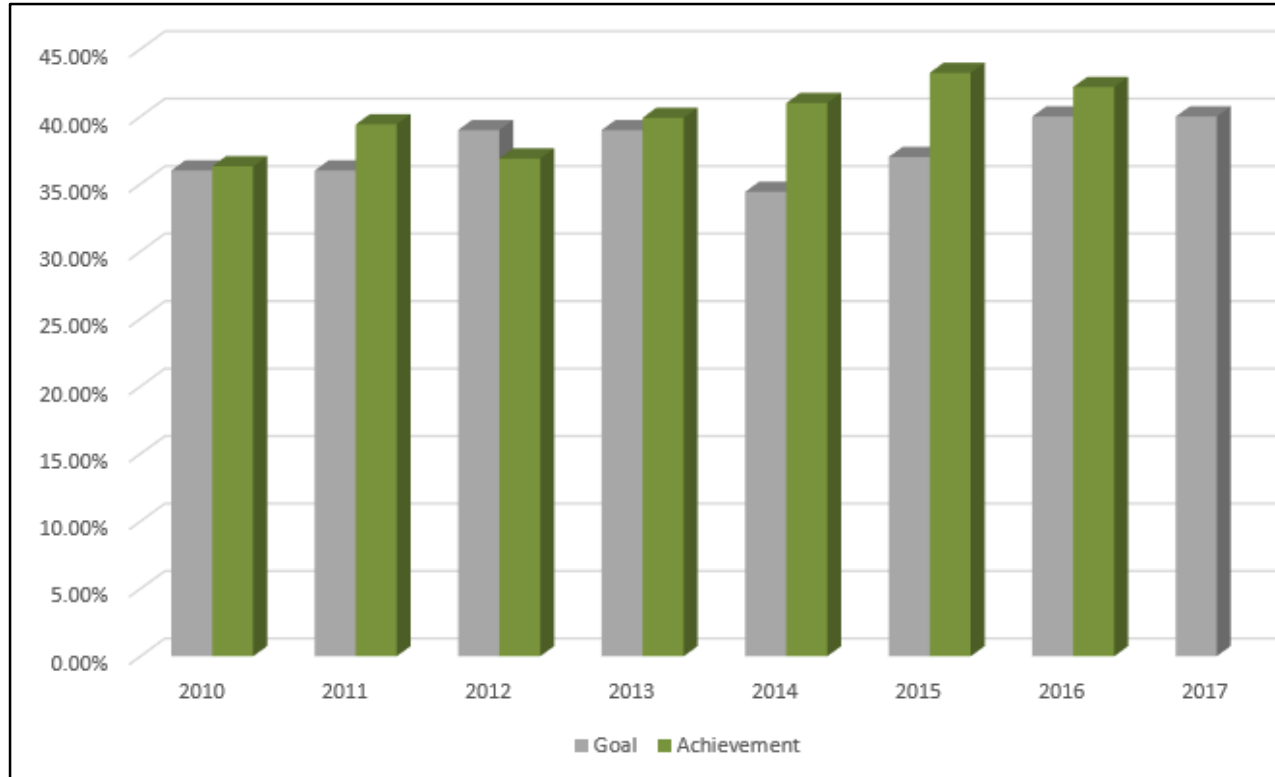
- **Cabinet-level agency**
- **12 Bureaus**
- **47,000 employees**
- **Offices and facilities in 50 states and over 86 countries**



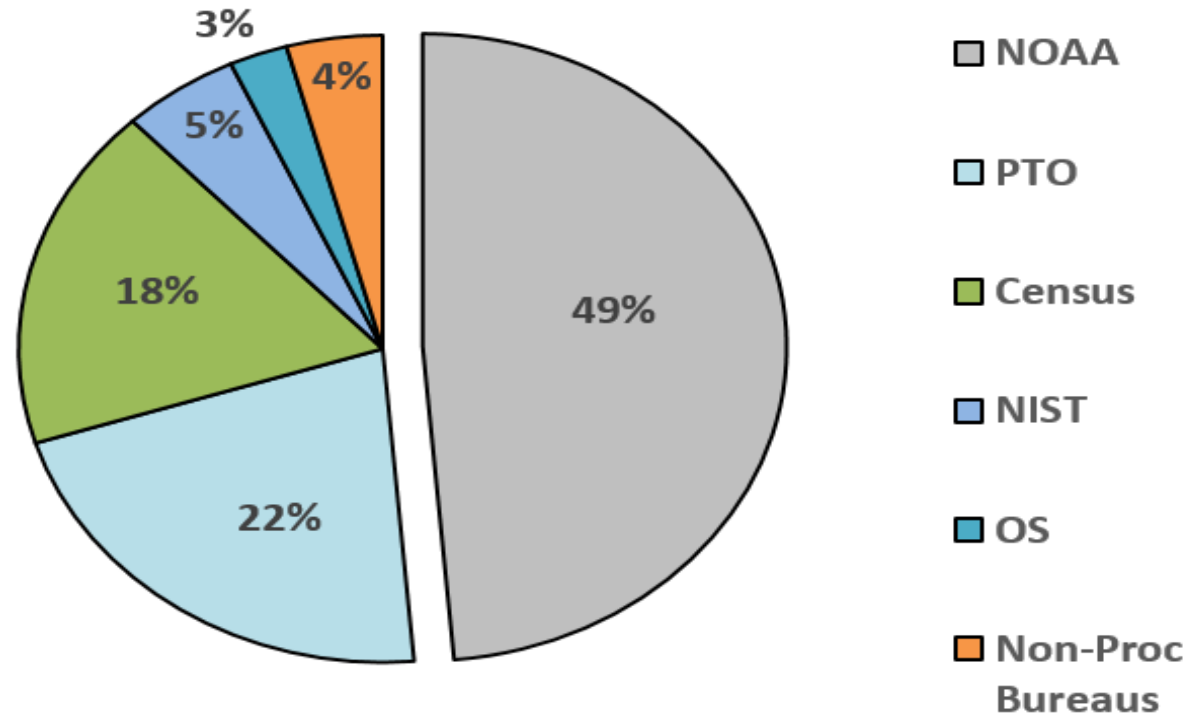
# OSDBU Reporting Structure



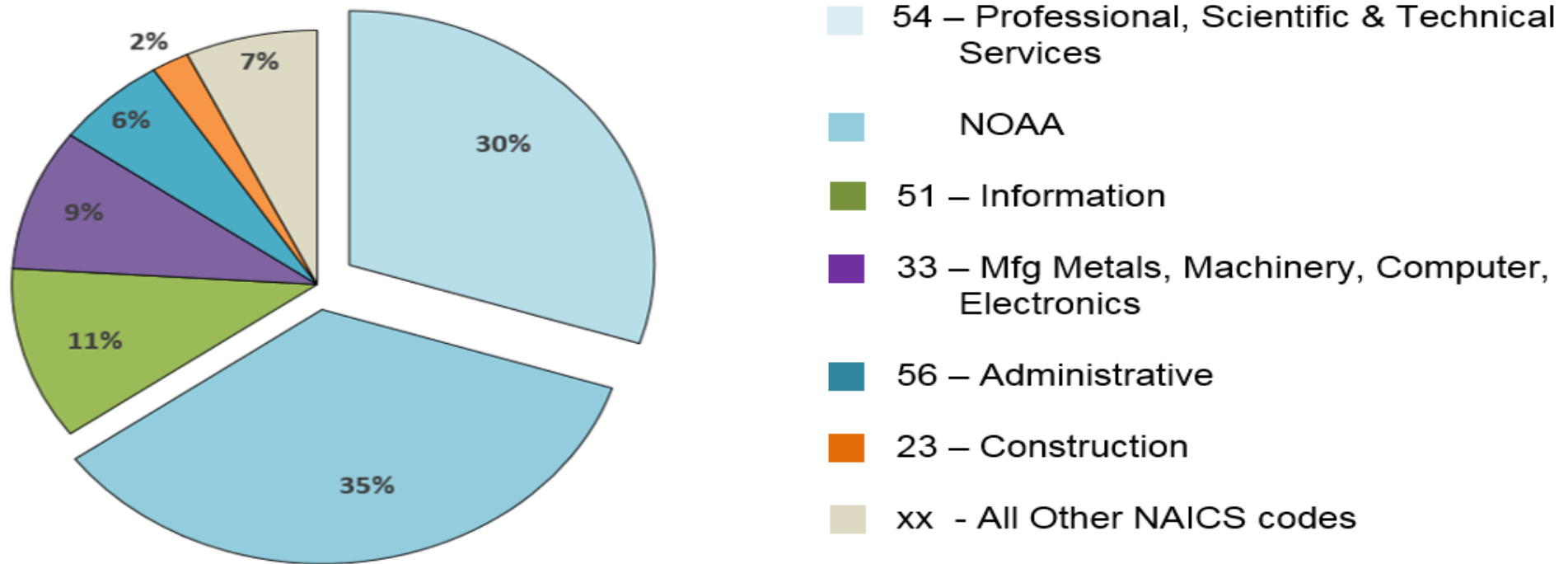
# History of Goal Achievement



# Contract Obligation By Bureau



# What Commerce Buys



# Best Practice

## **Reliance on analytics to:**

- **Continuously monitor performance;**
- **Identify barriers to small business participation; and**
- **Ensure FPDS Data Quality**

# Analytics: Used to Develop Projections

- Calculate projected contract dollars based on goals
- Monitor performance based on projected dollars

*Snap shot:*

|   | A  | B               | C                  | D        | E                  | F        | G                      | H        | I                  | J        | K |
|---|--|-----------------|--------------------|----------|--------------------|----------|------------------------|----------|--------------------|----------|---|
| 5 | <b>Total "Eligible" Contract Obligation</b>                        |                 |                    |          |                    |          |                        |          |                    |          |   |
| 6 | <b>FY 2017</b>   |                 | <b>1st Quarter</b> |          | <b>2nd Quarter</b> |          | <b>mid-3rd Quarter</b> |          | <b>4th Quarter</b> |          |   |
| 7 |  |                 | <b>Actual</b>      | <b>%</b> | <b>Actual</b>      | <b>%</b> | <b>Actual</b>          | <b>%</b> | <b>Actual</b>      | <b>%</b> |   |
| 8 | Projected Obligation   | \$4,300,000,000 | \$525,772,611      | 12%      | \$2,401,418,218    | 56%      | \$3,235,111,053        | 75%      |                    |          |   |
| 9 | <i>"Eligible" now includes contracts performed outside of U.S.</i> |                 |                    |          |                    |          |                        |          |                    |          |   |

**Year-end total FY 17 obligation is around 4.8 Bil.**



# Analytics: Used to Monitor Performance

## Monitor at Department and bureau level

| Measured Progress. Target Dollar Obligation |                  |               |     |               |     |               |     |         |   |
|---|------------------|---------------|-----|---------------|-----|---------------|-----|---------|---|
| Program                                     | Department Goals | 1st Qtr       |     | 2nd Qtr       |     | 3rd Qtr       |     | 4th Qtr |   |
|   |                  | \$            | %   | \$            | %   | \$            | %   | \$      | % |
| SB  | \$1,720,000,000  | \$221,218,030 | 13% | \$587,491,364 | 34% | \$902,631,895 | 52% |         |   |
| SDB   | \$516,000,000    | \$83,818,779  | 16% | \$253,975,562 | 49% | \$356,270,465 | 69% |         |   |
| 8a  | \$258,000,000    | \$28,150,187  | 11% | \$94,849,207  | 37% | \$123,436,581 | 48% |         |   |
| WOSB  | \$430,000,000    | \$75,148,806  | 17% | \$179,818,288 | 42% | \$271,777,458 | 63% |         |   |
| HUBZ  | \$129,000,000    | \$4,823,325   | 4%  | \$44,238,188  | 34% | \$97,987,346  | 76% |         |   |
| SDVOSB                                      | \$129,000,000    | \$45,234,297  | 35% | \$89,178,756  | 69% | \$119,216,973 | 92% |         |   |
| <i>(Cumulative Stats)</i>                   |                  |               |     |               |     |               |     |         |   |

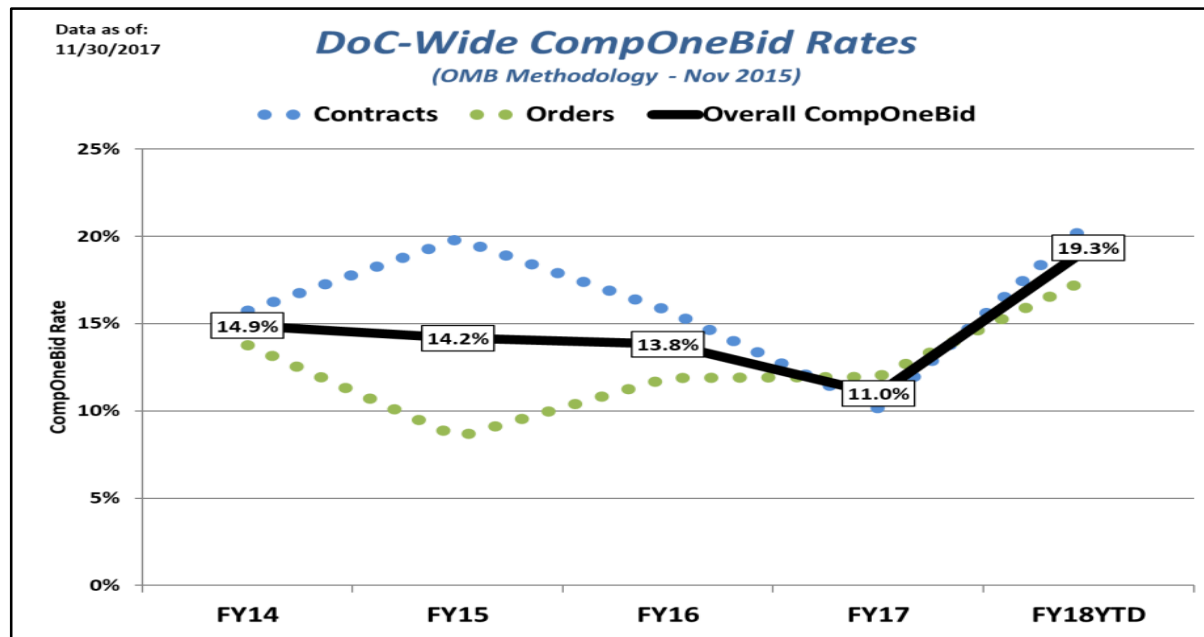
**Year-end total FY 17 obligation: exceeded projections in all categories**

|               |                        |   |
|---------------|------------------------|---|
| <b>SB</b>     | <b>\$1,756,090,215</b> | ✓ |
| <b>SDB</b>    | <b>\$ 702,036,066</b>  | ✓ |
| <b>8a</b>     | <b>\$259,518,145</b>   | ✓ |
| <b>WOSB</b>   | <b>491,752,629</b>     | ✓ |
| <b>HUBZ</b>   | <b>\$242,459,028</b>   | ✓ |
| <b>SDVOSB</b> | <b>\$189,325,134</b>   | ✓ |



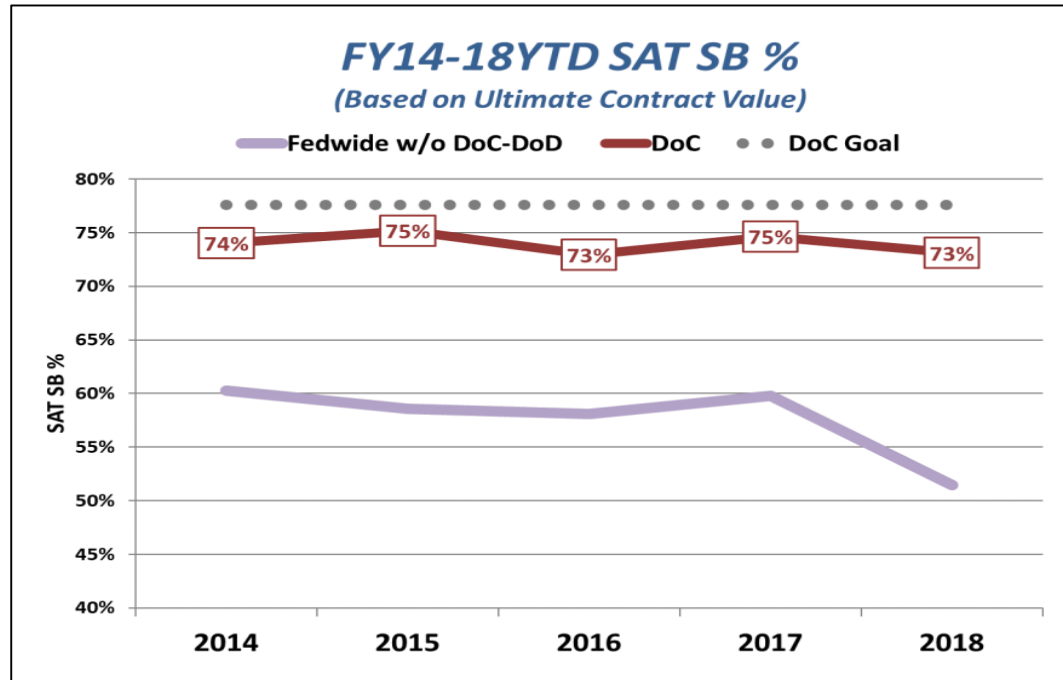
# Performance Analytics - Cont.

**Monitor actions that were competed but received only one bid (Department and bureau level):**



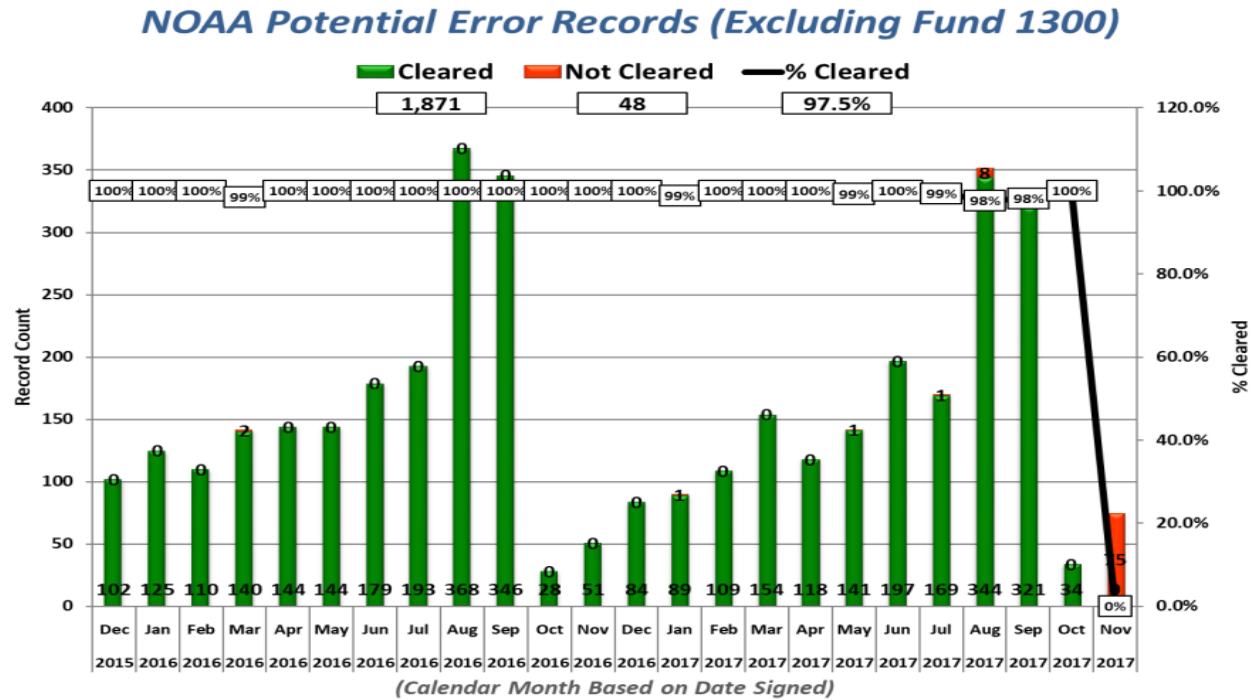
# Performance Analytics - Cont.

## Spend at the SAT Level:



# Continuous Monitoring of FPDS Data

Snap shot:



# Summary

- **To the maximum extent possible, Commerce has eliminated the use of broad estimates and guess work to manage acquisitions, especially spend and small business goal achievement.**
- **Commerce relies on analytics to assess past and future acquisition performance.**
- **Results:**
  - **Consistent and predictable small business goal performance;**
  - **Improved FPDS data quality**
  - **Managed acquisition spend**



# Questions?



# Contact Information

**LaJuene Desmukes**

**Director**

**Office of Small and Disadvantaged**

**Business Utilization**

**U.S. Department of Commerce**

**202-482-1472**

**[ldesmukes@doc.gov](mailto:ldesmukes@doc.gov)**



# U.S. Department of Justice Best Practices



U.S. Department of Justice  
Office of Small and Disadvantaged Business Utilization  
<http://www.justice.gov/osdbu>

October 2017

# DOJ's Organization

Headquartered in Washington, DC with offices across the United States

## DOJ's Mission/Priorities:

- to enforce the law and defend the interests of the United States according to the law;
- to ensure public safety against threats foreign and domestic;
- to provide federal leadership in preventing and controlling crime;
- to seek just punishment for those guilty of unlawful behavior;
- and to ensure fair and impartial administration of justice for all Americans.



# DOJ's Major Buying Activities

- Federal Bureau of Investigation (FBI)
- Drug Enforcement Administration (DEA)
- Bureau of Alcohol, Tobacco, Firearms, and Explosives (ATF)
- The U. S. Marshals Service (USMS)
- The Federal Bureau of Prisons (BOP)
- Federal Prison Industries (FPI)/UNICOR
- The Office of Justice Programs (OJP)
- The Justice Management Division (JMD)

# Annual Procurement Budget

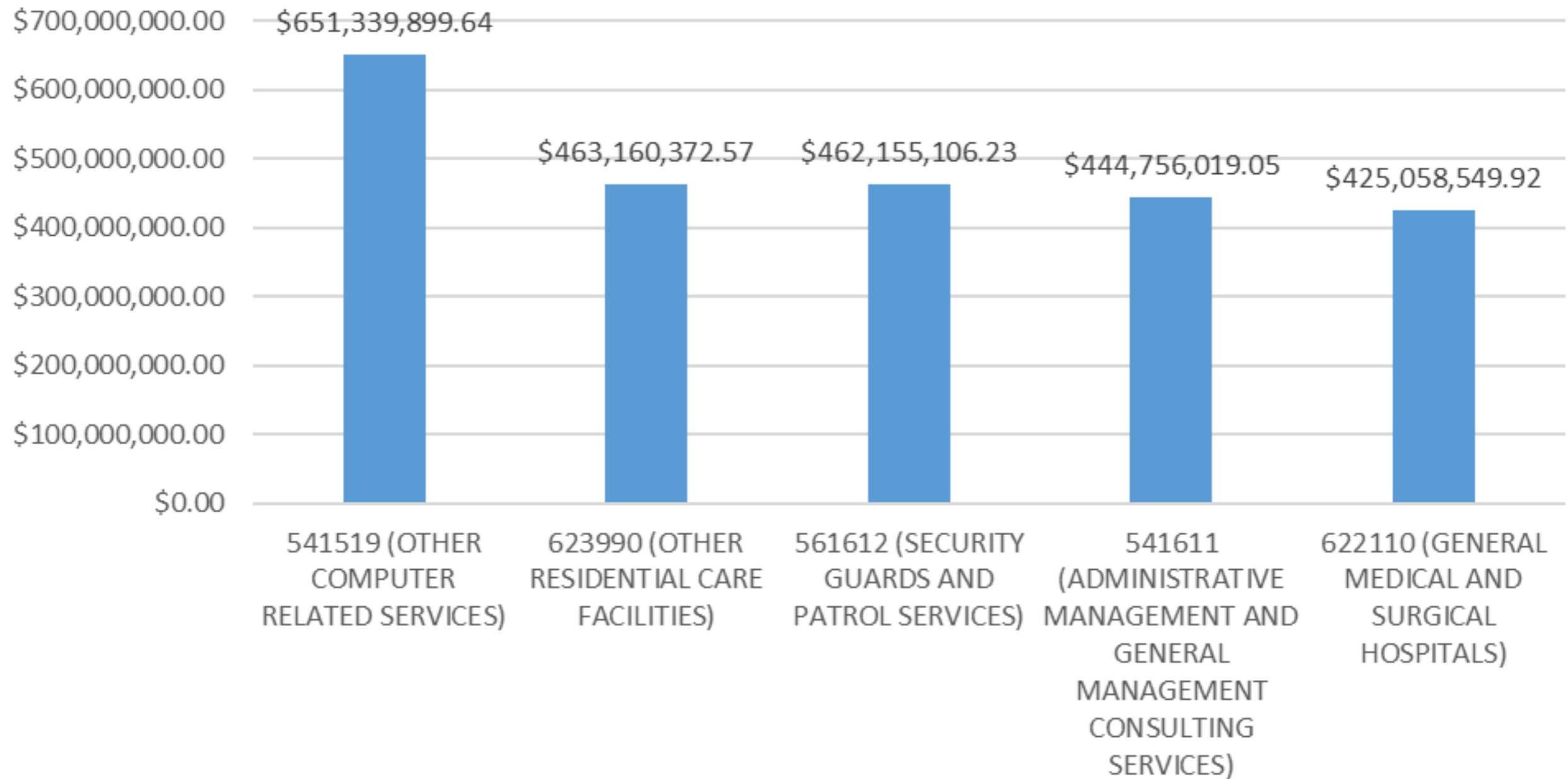
- About \$6.0 - \$7.5 Billion per year

- Including \$400-\$600 Million in Subcontracting

Q. What Does DOJ Procure?

A. Pretty Much Everything, from “A” to “Z”

## FY 2016 DOJ Top 5 NAICS Codes



# DOJ Small Business Accomplishments and SB Procurement Scorecard Grades

| <b>Fiscal Year</b> | <b>SB Goal</b> | <b>SB Accomplishments</b> | <b>Scorecard Grade</b> |
|--------------------|----------------|---------------------------|------------------------|
| 2012               | 29.00%         | 29.82%                    | A                      |
| 2013               | 29.00%         | 26.16%                    | B                      |
| 2014               | 29.23%         | 32.45%                    | A                      |
| 2015               | 27.50%         | 29.79%                    | A                      |
| 2016               | 31.00%         | 31.72%                    | A                      |

# DOJ's FY 2016 Small Business Prime Goals/Accomplishments

| <b>Category</b> | <b>Prime Goals</b> | <b>FY 2016 Accomplishments</b> |
|-----------------|--------------------|--------------------------------|
| Small           | 30.00%             | 31.72%                         |
| SDB             | 5.0%               | 12.13%                         |
| WOSB            | 5.0%               | 6.52%                          |
| SDVOSB          | 3.0%               | 3.69%                          |
| HUBZone         | 3.0%               | 1.05%                          |

# DOJ's FY 2017 Small Business Accomplishments

| Category | Prime Goals | Accomplishments<br><small>as of 10-15-2017</small> |
|----------|-------------|--|
| Small    | 31.00%      | 29.47%   |
| SDB      | 5.00%       | 10.62%   |
| WOSB     | 5.00%       | 6.55%  |
| HUBZone  | 3.00%       | 1.06%  |
| SDVOSB   | 3.00%       | 4.99%  |

# DOJ's Best Practices

- Leadership Support
- Cooperation among all in the Procurement Chain
  - Close working relationships with the CAO, SPE, Procurement Chiefs, and Small Business Specialists
- Support for the small business programs and small business goal achievement is in the performance work plans of Executive Staff, Procurement and program officials
- Aggressive Vendor Outreach Program
- Listening to our Current Vendors
- Increased Inclusion of OSDBU in Procurement Planning
- Proximity

# OSDBU Contact Info

Bob Connolly,  
Director, OSDBU  
U.S. Department of Justice  
[Robert.L.Connolly@usdoj.gov](mailto:Robert.L.Connolly@usdoj.gov)  
Phone: (202) 616-6596  
Mobile 202-598-7249  
[www.justice.gov/osdbu](http://www.justice.gov/osdbu)





**U.S. Department of Education  
Office of Small & Disadvantaged Business Utilization  
Small Business Best Practices**

# U.S. Department of Education

## Mission and Overview

The U.S. Department of Education's mission is to promote student achievement and preparation for global competitiveness by fostering educational excellence and ensuring equal access.

The U.S. Department of Education was created in 1980 by combining offices from several federal agencies. Education's 4,400 employees and \$68 billion budget are dedicated to:

- Establishing policies on federal financial aid for education, and distributing as well as monitoring those funds.
- Collecting data on America's schools and disseminating research.
- Focusing national attention on key educational issues.
- Prohibiting discrimination and ensuring equal access to education.

## Contract Operation Groups

Federal  
Student Aid  
(FSA)

- 77% of overall ED budget (2017)
- Federal Student Aid administers programs that are designed to provide financial assistance to students enrolled in postsecondary education institutions as well as collecting outstanding student loans.

Contracts and  
Acquisition  
Management  
(CAM)

- 23% of overall ED budget(2017)
- Contracts and Acquisition Management proactively leads the acquisition process, planning, negotiating, awarding and administering contracts related to various education program areas, advancing the Department's mission to serve America's students.

# What We Buy

## CAM

- Research and Development
- Educational Technical Support Services
- Computer Systems and Design Services
- Other Scientific and Consulting Services

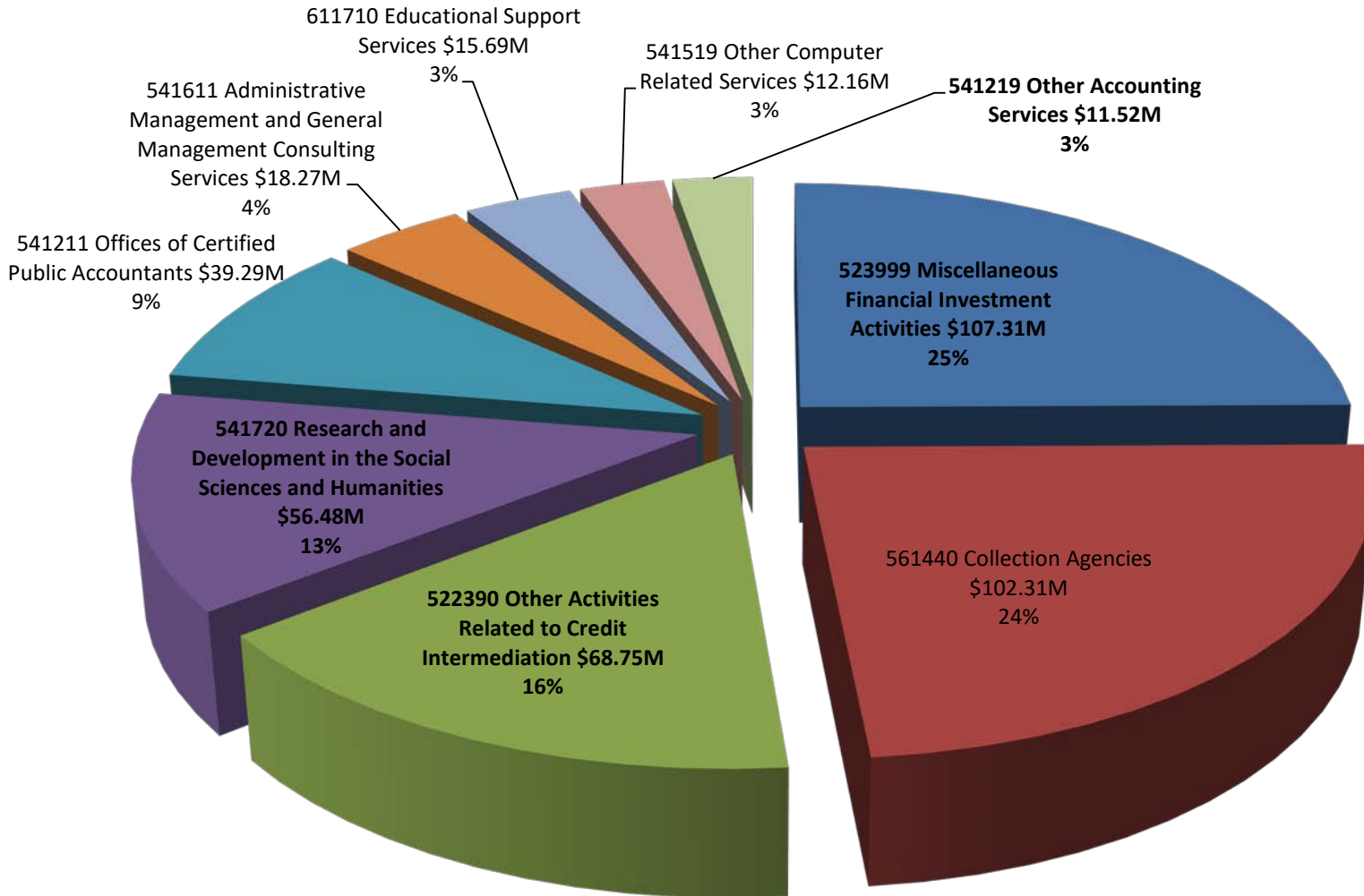
## FSA

- Loan Initiation, Processing and Collection
- Miscellaneous Financial Investment Activities
- Delinquent Debt Collection
- Data Processing, Hosting, and Related Services

# Small Business Best Practices

- Annual Acquisition Plan Submission
- Contract Review Board for all contract actions over \$700,000
- Acquisition Procedures Manual (APM) Chapters
- Deputy Secretary Endorsements of OSDBU Programming
- Annual Contract Management Review of all Procurement
- Daily Invoice Status Report
- Small Business Goals Developed at Program Level
- Improved Outreach via Webinars, Voice pods and Regional awareness
- Monthly Dashboard Report of Small Business Performance to Senior Officials
- Sponsor matchmaking initiatives between prime contractors and well-qualified small businesses vendors for subcontracting opportunities

# Top Spend By Industry Code



# Small Business Achievement History

| Year | Eligible Dollars | Agency Goal | Achievement (%) | Achievement (\$) | Scorecard Grade |
|------|------------------|-------------|-----------------|------------------|-----------------|
| 2013 | 2.6B             | 18.50%      | 23.36%          | \$612.0M         | A               |
| 2014 | 2.8B             | 19.92%      | 28.68%          | \$820.9M         | A               |
| 2015 | 2.5B             | 20.0%       | 28.44%          | \$733.5M         | A               |
| 2016 | 2.3B             | 25.5%       | 23.4%           | \$556.2M         | C               |
| 2017 | 2.4B             | 22.50%      | 26.89%          | \$657.4M         | TBD             |

# Questions, Comments, or Concerns??

Please Contact:

Janet D. Scott

Director, OSDBU

U.S. Department of Education

550 12th Street, SW - Room 10115

Washington, DC 20202

[Janet.Scott@ed.gov](mailto:Janet.Scott@ed.gov)

(202) 245-6216







**OSDBU**

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

# HHS SBPAC Best Practice Presentation

**February 27, 2018**

# Mission

It is the mission of the U.S. Department of Health & Human Services (HHS) to enhance and protect the health and well-being of all Americans.

We fulfill that mission by providing for effective health and human services and fostering advances in medicine, public health, and social services.

# HHS Agencies

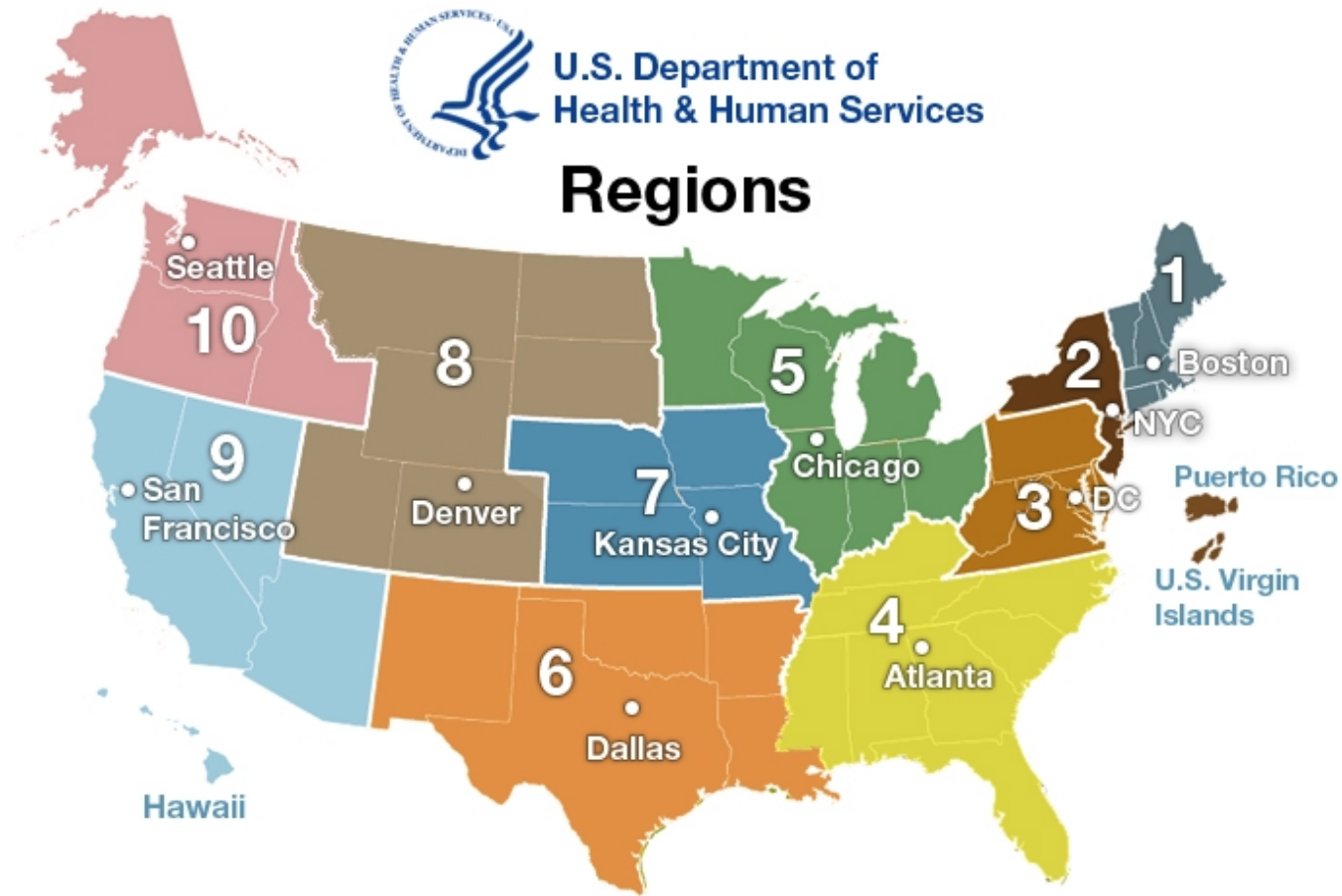
## 11 Operating Divisions

- Administration for Children and Families (ACF)
- Administration for Community Living (ACL)
- Agency for Healthcare Research and Quality (AHRQ)
- Agency for Toxic Substances and Disease Registry (ATSDR)
- Centers for Disease Control and Prevention (CDC)
- Centers for Medicare & Medicaid Services (CMS)
- Food and Drug Administration (FDA)
- Health Resources and Services Administration (HRSA)
- Indian Health Services (IHS)
- National Institutes of Health (NIH)
- Substance Abuse and Mental Health Services Administration (SAMHSA)

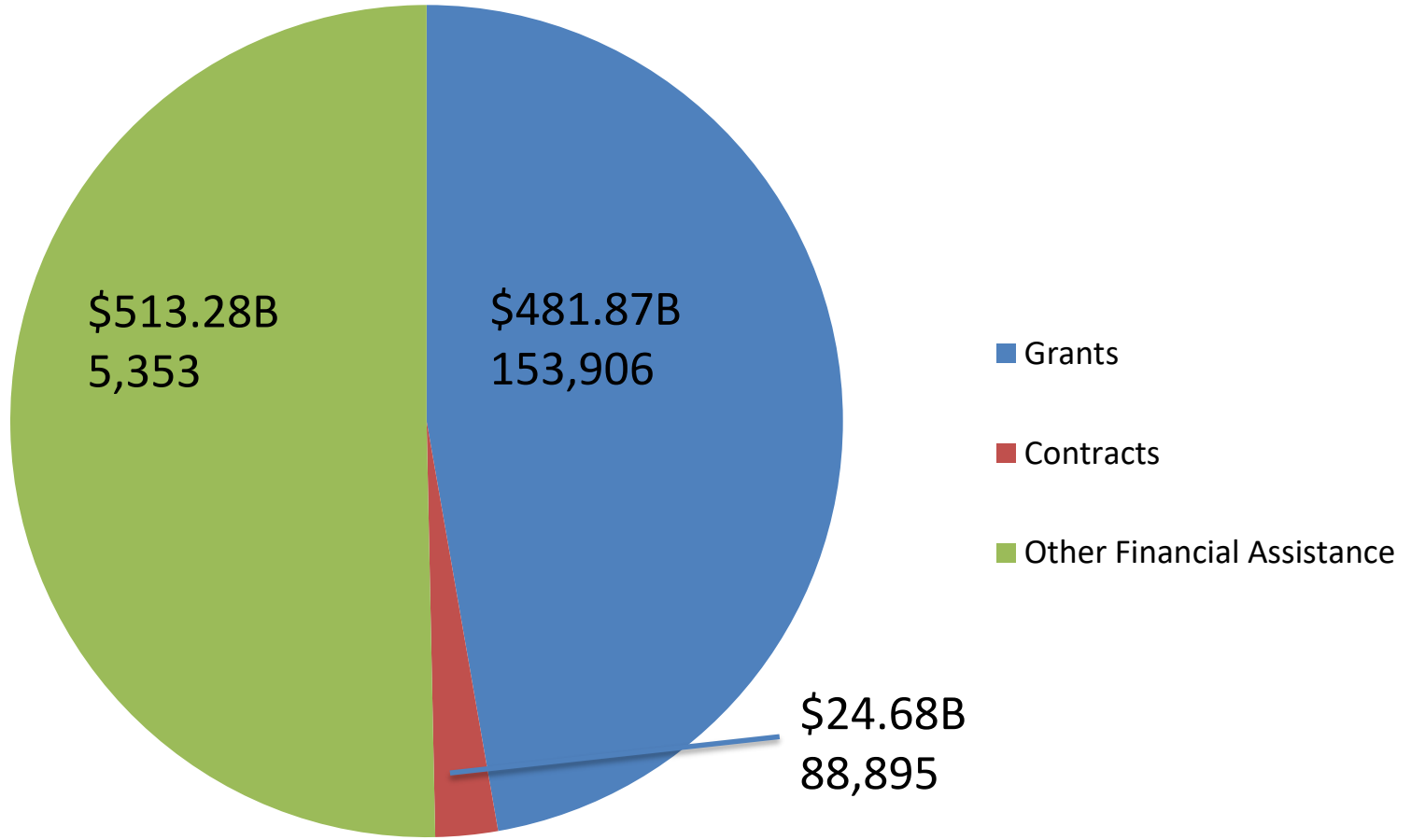
## 18 Staff Divisions

- Office of Health Reform (OHR)
- Office of Intergovernmental and External Affairs (IEA)
- Assistant Secretary for Administration (ASA)
- Program Support Center (PSC)
- Assistant Secretary for Financial Resources (ASFR)
- Assistant Secretary for Health (OASH)
- Assistant Secretary for Legislation (ASL)
- Assistant Secretary for Planning and Evaluation (ASPE)
- Assistant Secretary for Public Affairs (ASPA)
- Assistant Secretary for Preparedness and Response (ASPR)
- Center for Faith-Based and Neighborhood Partnerships (CFBNP)
- Departmental Appeals Board (DAB)
- Office for Civil Rights (OCR)
- Office of the General Council (OGC)
- Office of Global Affairs (OGA)
- Office of Inspector General (OIG)
- Office of Medicare Hearings and Appeals (OMHA)
- Office of the National Coordinator for Human Information Technology (ONC)

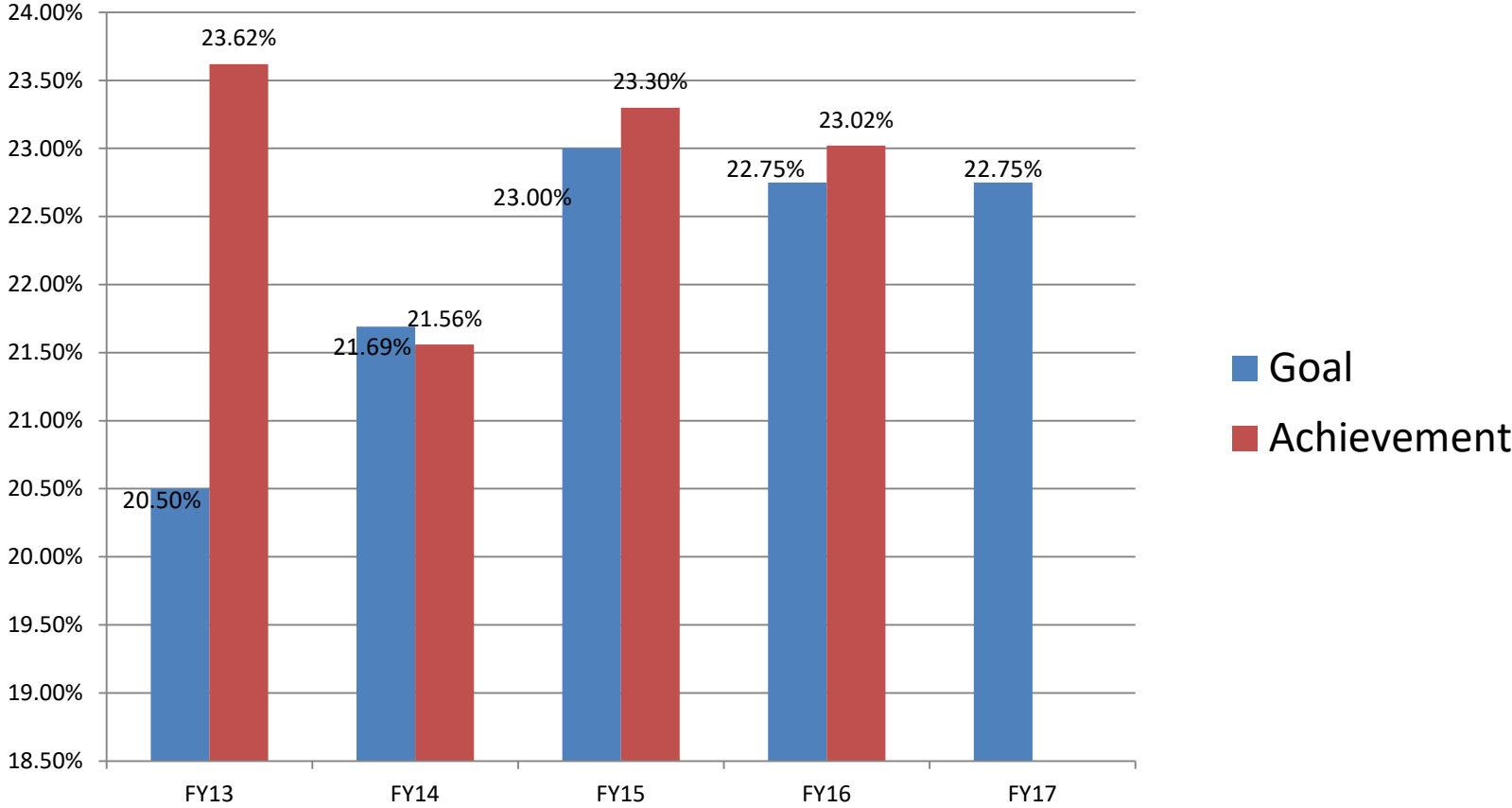
# HHS Regions



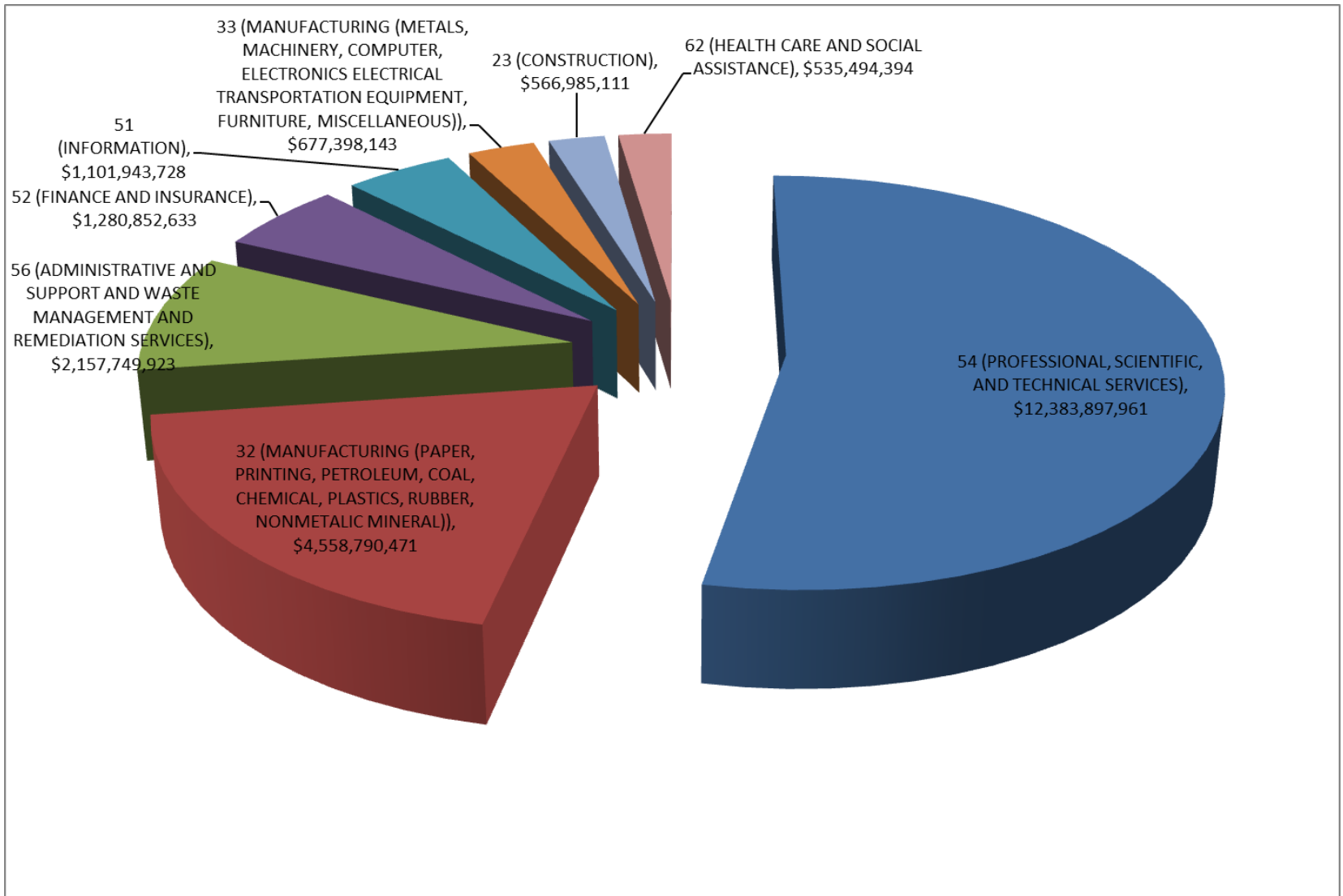
# HHS Total Funds Awarded By Type (FY17)



# HHS Small Business Goal Achievement (5 Year Trend)



# HHS Top Spend by Industry (FY17)



# HHS Top Spend by 6 Digit NAICS (FY17)

| 6 digit NAICS Code (Description)  | Total Dollars   |
|---|-----------------|
| 541512 (COMPUTER SYSTEMS DESIGN SERVICES)                                     | \$3,046,140,495 |
| 325412 (PHARMACEUTICAL PREPARATION MANUFACTURING)                             | \$2,396,145,136 |
| 541611 (ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES) | \$2,091,207,747 |
| 541711 (RESEARCH AND DEVELOPMENT IN BIOTECHNOLOGY)                            | \$1,253,953,998 |
| 541990 (ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES)           | \$1,181,242,900 |
| 524114 (DIRECT HEALTH AND MEDICAL INSURANCE CARRIERS)                         | \$1,127,559,227 |
| 325411 (MEDICINAL AND BOTANICAL MANUFACTURING)                                | \$1,107,234,064 |
| 541519 (OTHER COMPUTER RELATED SERVICES)                                      | \$1,016,381,237 |
| 561210 (FACILITIES SUPPORT SERVICES)  | \$1,002,473,049 |
| 325414 (BIOLOGICAL PRODUCT (EXCEPT DIAGNOSTIC) MANUFACTURING)                 | \$942,866,792   |



# The HHS OSDBU Small Best Practices

- Monthly Vendor Outreach Sessions
- Four regional “Getting Back to Business” small business training events. FY18 locations are as follows:
  - Detroit, MI (March 28<sup>th</sup>), Denver, CO (April 25<sup>th</sup>), Columbia, SC (May 23<sup>rd</sup>), Rockville, MD (June 5<sup>th</sup>)
- Speaking and matchmaking at small business and acquisition conferences and events
- Monthly small business webinar trainings for acquisition and program community SBRS
- Subcontracting program trainings
- Small Business Review System (SBRS) – 653 reviews
- Small Business Management System – Measure return on investment
- Small Business Customer Experience (SBCX) – System rewrite to single platform
- Weekly report to the Deputy Assistant Secretary (DAS), Office of Grants and Acquisition Policy and Accountability (OGAPA)
- Department-wide goaling program
- SBSTAT Presentations
- Small Business Specialist (SBS) Standard Operating Procedure (SOP)



# OSDBU

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

[www.hhs.gov/smallbusiness/](http://www.hhs.gov/smallbusiness/)

SMALL BUSINESSES ARE THE  OF THE ECONOMY



**U.S.NRC**

UNITED STATES NUCLEAR REGULATORY COMMISSION

*Protecting People and the Environment*

# ***Best Practices Presentation***

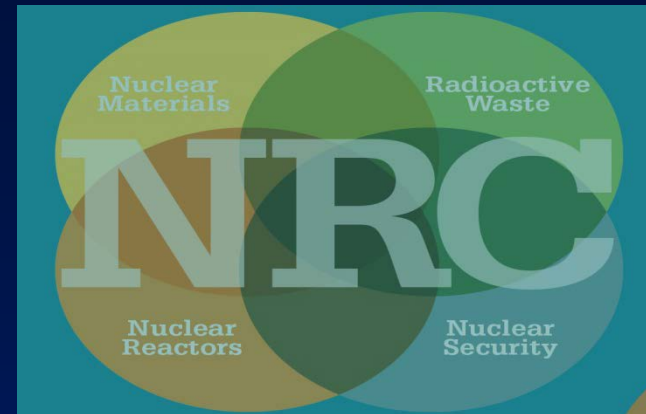
## **SBPAC Meeting**

**5/1/2018**

# Agenda

- Agency Introduction
  - Mission
  - Profile
  - What We Buy and How We Buy It
- Small Business Program
  - What We Do
  - How We Do It
- Performance

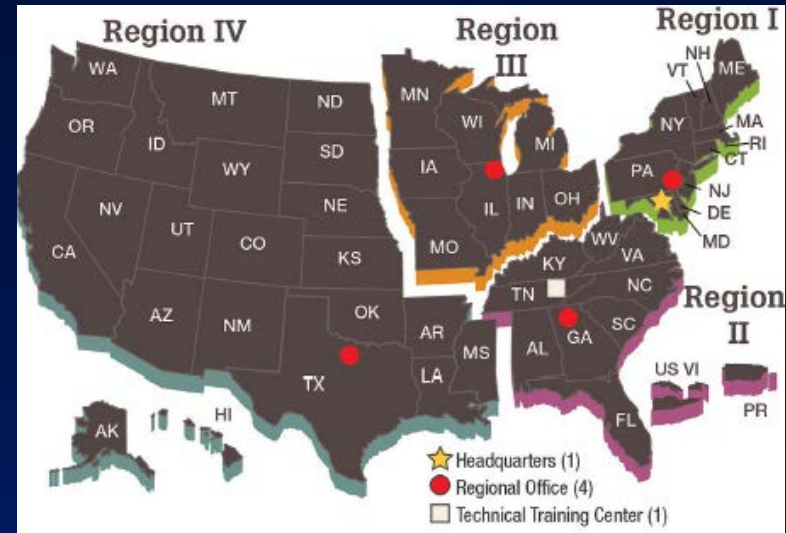
## Mission



To license and regulate the civilian use of radioactive materials in the United States to protect public health and safety, promote the common defense and security, and protect the environment.

# NRC Profile

- FY 2017 Contract Spending
  - ❖ \$220 million
  - ❖ 1,792 acquisition actions
- NRC Headquarters - Rockville, Maryland
- 3,396 employees
- Region I - King of Prussia, Pennsylvania
- Region II - Atlanta, Georgia
- Region III - Lisle, Illinois
- Region IV - Arlington, Texas



# What We Buy

- **Information Technology/Cybersecurity**
- **Corporate Support**
  - Building Operations and Maintenance
  - Financial services
  - Administrative Support
  - Training
- **Engineering**

# How We Buy It

- **Open Market**
- **GSA Federal Supply Schedule**
  - IT services and software
  - Financial audits
- **Alliant Small Business GWAC**
  - Cybersecurity
- **NASA SEWP**
  - Multi-functional devices
  - Desktops, laptops, docking stations, monitors, etc.
- **8(a) STARS II**
  - Telecommunications operations and maintenance
- **Agency EWCs**
  - Technical assistance for reactor and environmental programs



- Compliance – acquisition compliance reviews, subcontracting plan reviews, and voting member with senior agency decision-makers for acquisitions exceeding \$1 million
- Technical Assistance – acquisition planning sessions, performing market research, and training
- Outreach – small business counseling sessions, participating at conferences, and hosting agency small business events



## Information for Small Businesses

*This page includes links to files in non-HTML format. See Plugins, Viewers, and Other Tools for more information.*

The U.S. Nuclear Regulatory Commission (NRC) is committed to ensuring that small businesses are afforded the maximum practicable prime and subcontract opportunities in support of agency mission operations. The Small Business Program takes the lead in this effort by serving the NRC and the business community by advocating for small businesses, including businesses owned by the disadvantaged, women, veterans, and service-disabled veterans, as well as companies located in Historically Underutilized Business Zones (HUBZones). In addition, the NRC's Small Business Program hosts an Annual Small Business Seminar and Matchmaking Event to explore the marketplace, introduce the agency, and its contract opportunities.

For more information, please see the following pages:

- [Overview of the Small Business Program](#)
- [Tips for Conducting Business with NRC](#)
- [Small Business Contracting Programs](#)
- [NRC Small Business Contracting Goals and Accomplishments](#)
- [Annual Small Business Seminar and Matchmaking Event](#)
- [Other Useful Small Business and Acquisition Links](#)
- [Find an OSDBU EXIT](#)
- [Find a Forecast EXIT](#)
- [Request a Small Business Counseling Session](#)

Contact us to learn more about opportunities:

- Phone: (800) 903-SBCR
- TDD: (301) 415-5244
- Email: [smallbusiness@nrc.gov](mailto:smallbusiness@nrc.gov)

**TOOLBOX**

- [Forecast of Contracting Opportunities](#)
- [Electronic Bulletin Board](#)
- [Calendar of Events](#)
- [Current FBO Opportunities](#)
- [Subcontracting Opportunities](#)
- [How to View an NRC Contract](#)

**NATIONAL LAB OPPORTUNITIES**

- [Pacific Northwest National Lab \(PNNL\) EXIT](#)
- [Sandia National Lab \(SNL\) EXIT](#)
- [Brookhaven National Lab \(BNL\) EXIT](#)
- [Oak Ridge National Lab \(ORNL\) EXIT](#)



### Spotlight

CHOOSE A SECTION

# Viewing NRC Contracts



**U.S.NRC**  
 United States Nuclear Regulatory Commission  
*Protecting People and the Environment*

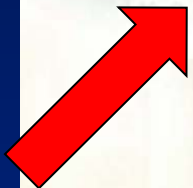
**Fiscal Year 2018  
 Forecast of Contract  
 Opportunities**

Small Business Program  
 Office of Small Business and Civil Rights  
 11555 Rockville Pike, Mailstop O-3G04  
 Rockville, MD 20852  
 Phone: (301) 415-7381

08/21/2019

**TABLE OF CONTENTS**


|   |    |
|---|----|
| 1. FOREWORD   | 2  |
| 2. DISCLAIMER   | 3  |
| 3. PART I OF THE FORECAST OF CONTRACT OPPORTUNITIES: NEW ACQUISITIONS                 | 4  |
| 4. PART II OF THE FORECAST OF CONTRACT OPPORTUNITIES: CURRENT ACTIVE CONTRACT LISTING | 12 |



# Viewing NRC Contracts

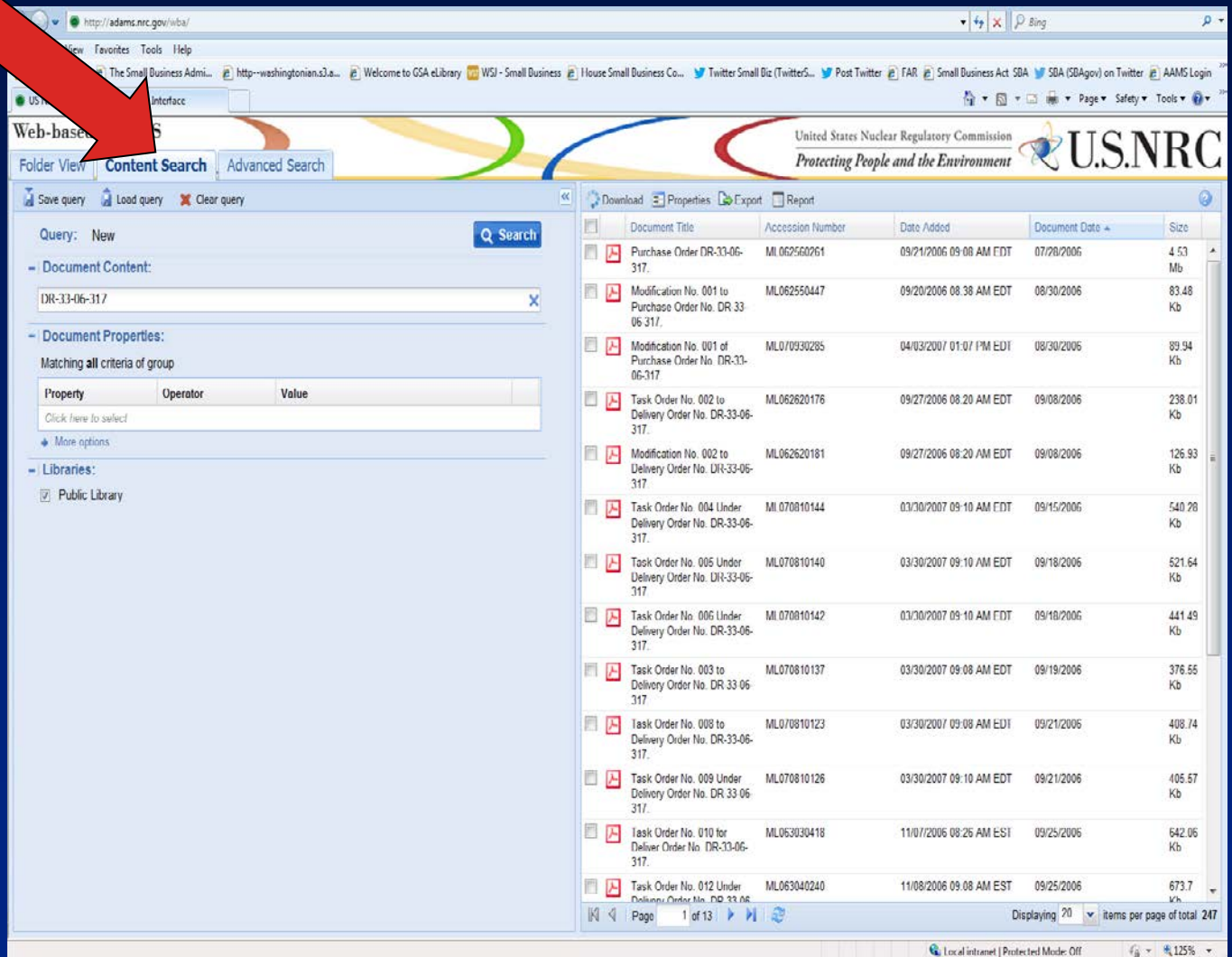
| Contract Number     | Order Number        | Contract Type         | Commodity Code | NAICS Code | Description  | Vendor Name                             | DUNS Number | Contract Start Date | Contract End Date | Estimated Value |
|---------------------|---------------------|-----------------------|----------------|------------|--|---|-------------|---------------------|-------------------|-----------------|
| NRC-HQ-60-17-P-0004 | N/A                 | Purchase Order        | IT             | 334614     | PTV Visam is a microscopic multi-modal traffic flow simulation software.                   | PTV AMERICA INC                         | 054513721   | 07/03/17            | 07/02/18          | \$18,360        |
| NRC-HQ-60-17-P-0005 | N/A                 | Purchase Order        | IT             | 334614     | Purchase software maintenance and two new licenses of Matlab from Mathworks for RES staff. | THE MATHWORKS INC                       | 131142747   | 08/14/17            | 06/30/18          | \$13,132        |
| NRC-R2-92-17-P-0003 | N/A                 | Purchase Order        | IT             | 335911     | Procure Maintenance Agreement for Region II Data Power System                              | Weisaco Power Limited Liability Company | 079363083   | 08/25/17            | 08/24/18          | \$23,896        |
| GS03F072AA          | NRC-HQ-40-17-T-0001 | Delivery / Task Order | FACILITIES     | 336999     | IGF:OT:IGF Electric vehicles for use by maintenance and housekeeping                       | JH Global Services, Inc.                | 153076695   | 09/06/17            | 09/05/18          | \$25,757        |
| NRC-HQ-12-A-10-0014 | N/A                 | BPA Setup             | FACILITIES     | 337122     | Systems furniture, ergonomic equipment and furniture support services.                     | PRICE MODERN OF WASHINGTON              | 003073525   | 07/22/12            | 01/21/18          | \$4,301,985     |
| NRC-HQ-12-A-10-0014 | NRC-HQ-12-O-10-0001 | BPA Call              | FACILITIES     | 337122     | Systems furniture, ergonomic equipment and furniture support services.                     | PRICE MODERN OF WASHINGTON              | 003073525   | 07/22/12            | 01/21/18          | \$4,378,985     |
| NRC-HQ-40-15-E-0005 | N/A                 | Firm-fixed-price      | FACILITIES     | 337214     | NRC Enterprise-wide Furniture and Installation Services                                    | TALU, LLC                               | 079187285   | 09/30/15            | 09/29/18          | \$20,000,000    |
| GS02F0110P          | NRC-HQ-40-17-T-0001 | Delivery / Task Order | OTHER/MISC     | 339944     | IGF:CT:IGF Krug Priester Destroyl 2603/25MC NSA Shredders                                  | WHITAKER BROTHERS BUSINESS MACHINES INC | 024292732   | 10/01/17            | 09/30/18          | \$18,585        |
| NRC-HQ-84-17-P-0002 | N/A                 | Purchase Order        | OTHER/MISC     | 339999     | Medallions and Lapel Pins for the Annual Awards Ceremony.                                  | CLASSIC MEDALLICS INC                   | 061936712   | 07/03/17            | 07/02/18          | \$25,035        |
| GS29F0023R          | NRC-R1-61-17-T-0001 | Delivery / Task Order | FACILITIES     | 423210     | Remove and Reinstall overhead cabinets in 181 offices at NRC Region I<br>IGF:OT:IGF        | FENS ASSOCIATES, LLC                    | 794512509   | 09/13/17            | 10/31/17          | \$18,010        |
| GS35F0251V          | NRC-R2-92-16-T-0001 | Delivery / Task Order | IT             | 423420     | Two Lync compatible conference room devices for Region II                                  | IRON BOW TECHNOLOGIES, LLC              | 827714507   | 09/29/16            | 12/28/17          | \$9,094         |
| GS-35F-0111K        | NRC-R2-92-16-T-0001 | Delivery / Task Order | IT             | 423430     | Visual Studio Enterprise with 12 month MSDN Subscription                                   | SHI International Corp.                 | 611429481   | 10/01/16            | 09/30/19          | \$7,039         |
| GS35F0153M          | NRC-HQ-7N-16-T-0001 | Delivery / Task Order | IT             | 423430     | Oracle PeopleSoft Enterprise   | MYTHICS, INC                            | 013358002   | 12/02/16            | 12/01/18          | \$625,307       |
| GS35F0265X          | NRC-HQ-7S-14-T-0001 | Delivery / Task Order | IT             | 423430     | EnCase Enterprise and associated software.   | IMMIXTECHNOLOGY, INC.                   | 098692374   | 09/30/14            | 09/29/19          | \$251,814       |
| GS35F0889N          | NRC-HQ-10-17-T-0001 | Delivery / Task Order | IT             | 423430     | IT Equipment for SLES Region IV Site   | Mcp Computer Products Inc.              | 022567908   | 02/24/17            | 02/23/18          | \$98,406        |
| NRC-HQ-50-17-P-0001 | N/A                 | Purchase Order        | IT             | 423430     | IGF:CT:IGF Annual Purchase of maintenance and upgrades for Sinda/Fluint                    | C & R TECHNOLOGIES                      | 797847258   | 05/16/17            | 05/15/18          | \$4,349         |

# Viewing NRC Contracts



| Contract Number     | Contract Type         | Commodity Code | NAICS Code | Description  | Vendor Name                             | DUNS Number | Contract Start Date | Contract End Date | Estimated Value |
|---------------------|-----------------------|----------------|------------|--|---|-------------|---------------------|-------------------|-----------------|
| NRC-HQ-60-17-P-0004 | Purchase Order        | IT             | 334614     | PTV Visim is a microscopic multi-modal traffic flow simulation software.                   | PTV AMERICA INC                         | 054513721   | 07/03/17            | 07/02/18          | \$18,360        |
| NRC-HQ-60-17-P-0005 | Purchase Order        | IT             | 334614     | Purchase software maintenance and two new licenses of Matlab from Mathworks for RES staff. | THE MATHWORKS INC                       | 131142747   | 08/14/17            | 06/30/18          | \$13,132        |
| NRC-R2-92-17-P-0003 | Purchase Order        | IT             | 335911     | Procure Maintenance Agreement for Region II Data Power System                              | Weisaco Power Limited Liability Company | 079363083   | 08/25/17            | 08/24/18          | \$23,896        |
| GS03F072AA          | Delivery / Task Order | FACILITIES     | 336999     | IGF:OT:IGF Electric vehicles for use by maintenance and housekeeping                       | JH Global Services, Inc.                | 153076695   | 09/06/17            | 09/05/18          | \$25,757        |
| NRC-HQ-12-A-10-0014 | BPA Setup             | FACILITIES     | 337122     | Systems furniture, ergonomic equipment and furniture support services.                     | PRICE MODERN OF WASHINGTON              | 003073525   | 07/22/12            | 01/21/18          | \$4,301,985     |
| NRC-HQ-12-A-10-0014 | BPA Call              | FACILITIES     | 337122     | Systems furniture, ergonomic equipment and furniture support services.                     | PRICE MODERN OF WASHINGTON              | 003073525   | 07/22/12            | 01/21/18          | \$4,378,985     |
| NRC-HQ-40-15-E-0005 | Firm-fixed-price      | FACILITIES     | 337214     | NRC Enterprise-wide Furniture and Installation Services                                    | TALU, LLC                               | 079187265   | 09/30/15            | 09/29/18          | \$20,000,000    |
| GS02F0110P          | Delivery / Task Order | OTHER/MISC     | 339944     | IGF:CT:IGF Krug Priester Destroyl 2603/25MC NSA Shredders                                  | WHITAKER BROTHERS BUSINESS MACHINES INC | 024292732   | 10/01/17            | 09/30/18          | \$18,585        |
| NRC-HQ-84-17-P-0002 | Purchase Order        | OTHER/MISC     | 339999     | Medallions and Lapel Pins for the Annual Awards Ceremony.                                  | CLASSIC MEDALLICS INC                   | 061936712   | 07/03/17            | 07/02/18          | \$25,035        |
| GS29F0023R          | Delivery / Task Order | FACILITIES     | 423210     | Remove and Reinstall overhead cabinets in 181 offices at NRC Region I<br>IGF:OT:IGF        | FENS ASSOCIATES, LLC                    | 794512509   | 09/13/17            | 10/31/17          | \$18,010        |
| GS35F0251V          | Delivery / Task Order | IT             | 423420     | Two Lync compatible conference room devices for Region II                                  | IRON BOW TECHNOLOGIES, LLC              | 827714507   | 09/29/16            | 12/28/17          | \$9,094         |
| GS-35F-0111K        | Delivery / Task Order | IT             | 423430     | Visual Studio Enterprise with 12 month MSDN Subscription                                   | SHI International Corp.                 | 611429481   | 10/01/16            | 09/30/19          | \$7,039         |
| GS35F0153M          | Delivery / Task Order | IT             | 423430     | Oracle PeopleSoft Enterprise   | MYTHICS, INC                            | 013358002   | 12/02/16            | 12/01/18          | \$625,307       |
| GS35F0265X          | Delivery / Task Order | IT             | 423430     | EnCase Enterprise and associated software.   | IMMIXTECHNOLOGY, INC.                   | 098692374   | 09/30/14            | 09/29/19          | \$251,814       |
| GS35F0889N          | Delivery / Task Order | IT             | 423430     | IT Equipment for SLES Region IV Site   | Mcp Computer Products Inc.              | 022567908   | 02/24/17            | 02/23/18          | \$98,406        |
| NRC-HQ-50-17-P-0001 | Purchase Order        | IT             | 423430     | IGF:CT:IGF Annual Purchase of maintenance and upgrades for Sinda/Fluint                    | C & R TECHNOLOGIES                      | 797847258   | 05/16/17            | 05/15/18          | \$4,349         |

# Viewing NRC Contracts

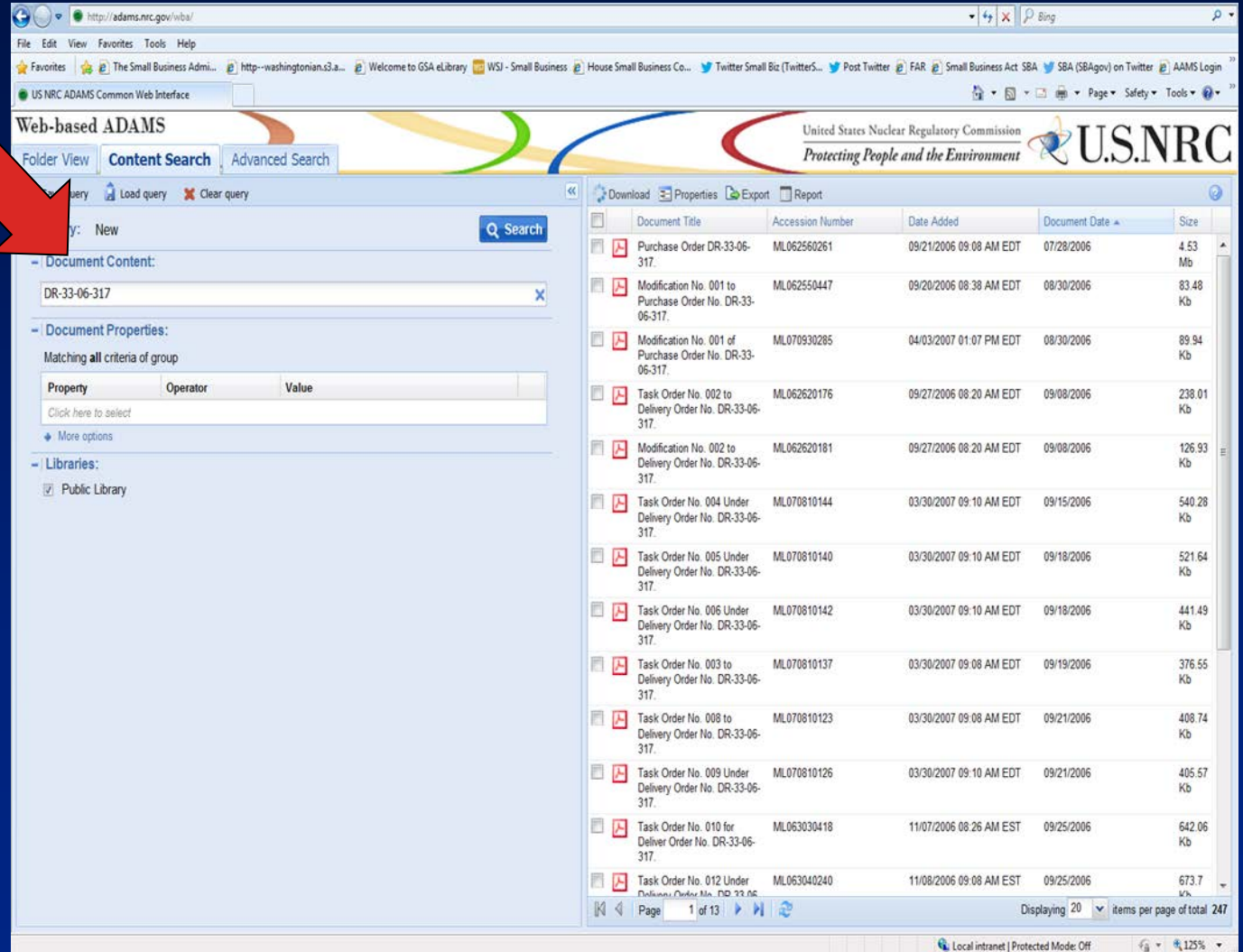


The screenshot shows the NRC's web-based search interface. A red arrow points to the 'Content Search' tab. The search query is 'DR-33-06-317'. The results table is as follows:

| Document Title  | Accession Number | Date Added              | Document Date | Size      |
|---|------------------|-------------------------|---------------|-----------|
| Purchase Order DR-33-06-317.                              | ML 062560261     | 09/21/2006 09:08 AM EDT | 07/28/2006    | 4.53 Mb   |
| Modification No. 001 to Purchase Order No. DR 33 06 317.  | ML062550447      | 09/20/2006 08:38 AM EDT | 08/30/2006    | 83.48 Kb  |
| Modification No. 001 of Purchase Order No. DR-33-06-317   | ML070930285      | 04/03/2007 01:07 PM EDT | 08/30/2006    | 89.94 Kb  |
| Task Order No. 002 to Delivery Order No. DR-33-06-317.    | ML062620176      | 09/27/2006 08:20 AM EDT | 09/08/2006    | 238.01 Kb |
| Modification No. 002 to Delivery Order No. DR-33-06-317   | ML062620181      | 09/27/2006 08:20 AM EDT | 09/08/2006    | 126.93 Kb |
| Task Order No. 004 Under Delivery Order No. DR-33-06-317. | ML 070810144     | 03/30/2007 09:10 AM EDT | 09/15/2006    | 540.28 Kb |
| Task Order No. 005 Under Delivery Order No. DR-33-06-317. | ML070810140      | 03/30/2007 09:10 AM EDT | 09/18/2006    | 521.64 Kb |
| Task Order No. 006 Under Delivery Order No. DR-33-06-317. | ML 070810142     | 03/30/2007 09:10 AM EDT | 09/18/2006    | 441.49 Kb |
| Task Order No. 003 to Delivery Order No. DR 33 06 317     | ML070810137      | 03/30/2007 09:08 AM EDT | 09/19/2006    | 376.55 Kb |
| Task Order No. 008 to Delivery Order No. DR-33-06-317.    | ML070810123      | 03/30/2007 09:08 AM EDT | 09/21/2006    | 408.74 Kb |
| Task Order No. 009 Under Delivery Order No. DR 33 06 317. | ML070810126      | 03/30/2007 09:10 AM EDT | 09/21/2006    | 406.57 Kb |
| Task Order No. 010 for Deliver Order No. DR-33-06-317.    | ML063030418      | 11/07/2006 08:26 AM EST | 09/25/2006    | 642.06 Kb |
| Task Order No. 012 Under Delivery Order No. DR 33 06 317  | ML0630402240     | 11/08/2006 09:08 AM EST | 09/25/2006    | 673.7 Kb  |

public  
reading  
room and  
 select the  
 “Content  
 Search” tab

# Viewing NRC Contracts



The screenshot shows the 'Web-based ADAMS' interface. A search query 'DR-33-06-317' is entered in the search bar. The left sidebar shows 'Document Content' with the search results, 'Document Properties' (Matching all criteria of group), and 'Libraries' (Public Library checked). The main area displays a table of search results:

| Document Title  | Accession Number | Date Added              | Document Date | Size      |
|---|------------------|-------------------------|---------------|-----------|
| Purchase Order DR-33-06-317.                              | ML062560261      | 09/21/2006 09:08 AM EDT | 07/28/2006    | 4.53 Mb   |
| Modification No. 001 to Purchase Order No. DR-33-06-317.  | ML062550447      | 09/20/2006 08:38 AM EDT | 08/30/2006    | 83.48 Kb  |
| Modification No. 001 of Purchase Order No. DR-33-06-317.  | ML070930285      | 04/03/2007 01:07 PM EDT | 08/30/2006    | 89.94 Kb  |
| Task Order No. 002 to Delivery Order No. DR-33-06-317.    | ML062620176      | 09/27/2006 08:20 AM EDT | 09/08/2006    | 238.01 Kb |
| Modification No. 002 to Delivery Order No. DR-33-06-317.  | ML062620181      | 09/27/2006 08:20 AM EDT | 09/08/2006    | 126.93 Kb |
| Task Order No. 004 Under Delivery Order No. DR-33-06-317. | ML070810144      | 03/30/2007 09:10 AM EDT | 09/15/2006    | 540.28 Kb |
| Task Order No. 005 Under Delivery Order No. DR-33-06-317. | ML070810140      | 03/30/2007 09:10 AM EDT | 09/18/2006    | 521.64 Kb |
| Task Order No. 006 Under Delivery Order No. DR-33-06-317. | ML070810142      | 03/30/2007 09:10 AM EDT | 09/18/2006    | 441.49 Kb |
| Task Order No. 003 to Delivery Order No. DR-33-06-317.    | ML070810137      | 03/30/2007 09:08 AM EDT | 09/19/2006    | 376.55 Kb |
| Task Order No. 008 to Delivery Order No. DR-33-06-317.    | ML070810123      | 03/30/2007 09:08 AM EDT | 09/21/2006    | 408.74 Kb |
| Task Order No. 009 Under Delivery Order No. DR-33-06-317. | ML070810126      | 03/30/2007 09:10 AM EDT | 09/21/2006    | 405.57 Kb |
| Task Order No. 010 for Deliver Order No. DR-33-06-317.    | ML063030418      | 11/07/2006 08:26 AM EST | 09/25/2006    | 642.06 Kb |
| Task Order No. 012 Under Delivery Order No. DR-33-06-317. | ML063040240      | 11/08/2006 09:08 AM EST | 09/25/2006    | 673.7 Kb  |

At the bottom of the results table, it indicates 'Page 1 of 13' and 'Displaying 20 items per page of total 247'.





**ATTACHMENT 2  
STATEMENT OF WORK (SOW)**

**C.1 Title of Project**

Federal Identity, Credential, and Access Management (FICAM) Modernization and Operations and Maintenance of NRC Security System.

**C.2 Introduction**

The contractor shall provide all personnel, equipment, supplies, facilities, transportation, tools, materials, supervision, and other items and non-personal services necessary to perform operations and maintenance of NRC Security System at all NRC facilities as defined in this SOW, except for those items specified as Government-furnished property and services. The contractor shall perform to the standards in this contract/order.

This contract will support the NRC physical security system including physical access control, closed circuit television (CCTV) and intrusion detection for the protection of NRC personnel, facilities and information. The contract will comprise of the following three main tasks:

Task 1. Operations and maintenance (O&M) of the agency-wide NRC security system in its current state. Services will include but are not limited to providing general upkeep of the system and its parts, commissioning and decommissioning equipment, providing/installing supplies and equipment, and providing training of the system.

Task 2. Implementation of the modernized Physical Access Control System (PACS) (hardware and software) to meet the Federal Information Processing Standard Publication 201-2 (FIPS 201-2) and Federal Identity, Credential, and Access Management (FICAM) transition plan requirements.

Task 3. O&M of the modernized security system.

**C.3 Background**

The NRC FICAM Transition Plan calls for the development of a Personal Identity Verification (PIV) Enablement Strategy for NRC facilities based on National Institute of Standards and Technology (NIST) Special Publication (SP) 800-116, FIPS 201-2 and "ICAM PIV in E-PACS Guidance v2.0.2" framework. As part of the FICAM transition plan, the NRC has been actively engaged in reviewing the NIST SP 800-116 guidance to improve the security access controls for all NRC facilities.

A separate order or contract will be competitively awarded to provide for (1) an independent assessment of the current security system, and (2) to develop recommendations for modernizing PACS to meet FIPS 201-2 compliance (hereinafter "Order/Contract for the Modernized Design"). Modernizing PACS will utilize existing NRC system equipment to the greatest extent practical. The COR will evaluate the recommendations and determine the final modernized design solution that will be implemented as a task order under this FICAM Modernization and Operations and Maintenance of NRC Security System contract. Neither the contractor nor any subcontractor for this FICAM Modernization and Operations and Maintenance of NRC

|   |   |  |   |   |  |
|---|---|--|---|---|--|
| SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS<br>OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, 6, 30  |   | 1 REQUISITION NUMBER   | PAGE OF   |   |  |
| 2 CONTRACT NO<br>NRC-HQ-40-15-E-0006  |   | 3 AWARD EFFECTIVE DATE<br>09/30/2015   | 4 ORDER NUMBER  | 5 SOLICITATION NUMBER   | 6 SOLICITATION ISSUE DATE                      |
| 7 FOR SOLICITATION INFORMATION CALL:  | 8 NAME<br>NANCY LAMON-KRITIKOS  | 9 TELEPHONE NUMBER   | 10 (NO CONTACT CALL)  | 11 OFFER DUE DATE/LOCAL TIME  |  |
| 9 ISSUED BY   | CODE NRCHQ  | 10 THIS ACQUISITION IS UNRESTRICTED OR SET ASIDE   | 10A % FOR WOMEN-OWNED SMALL BUSINESS (WHIS) ELIGIBLE UNDER THE WOMEN-OWNED SMALL BUSINESS PROGRAM (WOSB) (56162)                                      | 10B % FOR SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS (SDV) (56162) | 10C % FOR VETERAN-OWNED SMALL BUSINESS (56162) |
| 11 DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED SEE SCHEDULE   | 12 DISCOUNT TERMS   | 13a THIS CONTRACT IS A RATED OFFER UNDER OMB (15 CFR 702)  | 13b RATING  | 14 METHOD OF SOLICITATION RFP   | 14b RFP  |
| 15 DELIVER TO   | CODE NRCHQ  | 16 ADMINISTERED BY   | CODE NRCHQ  |   |  |
| US NUCLEAR REGULATORY COMMISSION-MAIL PROCESSING CENTER<br>4930 BOILING BROOK PARKWAY<br>ROCKVILLE MD 20852   |   | US NRC - HQ<br>ACQUISITION MANAGEMENT DIVISION<br>MAIL STOP TWEN-503<br>WASHINGTON DC 20555-0001   |   |   |  |
| 17a CONTRACTOR/OFFEROR  | CODE 171856222  | FACILITY CODE  | 18a PAYMENT WILL BE MADE BY   | CODE NRCPAYMENTS  |  |
| SIGNET TECHNOLOGIES INC<br>12300 KILN CT STE E<br>BELTSVILLE MD 20705-1357  |   |  | US NUCLEAR REGULATORY COMMISSION<br>ONE WHITE FLINT NORTH<br>11555 ROCKVILLE PIKE<br>MAIL STOP 03-E17A<br>NRCPAYMENTSNRGOV<br>ROCKVILLE MD 20852-2738 |   |  |
| 17b CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER  | 17c SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a UNLESS BLOCK BELOW IS CHECKED   | 17d SEE ADDENDUM   |   |   |  |
| 19 ITEM NO  | 20 SCHEDULE OF SUPPLIES/SERVICES  | 21 QUANTITY  | 22 UNIT   | 23 UNIT PRICE   | 24 AMOUNT                                      |
|   | NRC COR: Denis Brady, Denis.Brady@nrc.gov,<br>301-415-5768<br>Contractor POC: Gary Harmon,<br>Gary.Harmon@signetinc.com, (240) 264-3295 |  |   |   |  |
| The contractor shall provide Federal Identity, Credential, and Access Management (FICAM) Modernization and Operations and Maintenance of NRC Security System, in accordance with the Statement of Work and all requirements herein.<br><br>(Use Reverse end/or Attach Additional Sheets as Necessary) |   |  |   |   |  |
| 25 ACCOUNTING AND APPROPRIATION DATA<br>See schedule  |   | 26 TOTAL AWARD AMOUNT (For Govt Use Only)<br>\$3,223,323.40  |   |   |  |
| 27a SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1, 52.212-4, FAR 52.212-3 AND 52.212-5 ARE ATTACHED   |   | ADDENDA  | ARE   | ARE NOT ATTACHED  |  |
| 27b CONTRACT/PURCHASE ORDER INCORPORATES BY REFERENCE FAR 52.212-4, FAR 52.212-5 IS ATTACHED  |   | ADDENDA  | X ARE   | ARE NOT ATTACHED  |  |
| 28 CONTRACTOR IS REQUIRED TO SIGN THIS DOCUMENT AND RETURN COPIES TO ISSUING OFFICE. CONTRACTOR AGREES TO FURNISH AND DELIVER ALL ITEMS SET FORTH OR OTHERWISE IDENTIFIED ABOVE AND ON ANY ADDITIONAL SHEETS SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED  |   | 29 AWARD OF CONTRACT REF DATED YOUR OFFER ON SOLICITATION (BLOCK 5) INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN, IS ACCEPTED AS TO ITEMS OFFER |   |   |  |
| 30c SIGNATURE OF OFFEROR/CONTRACTOR<br>Digitally signed by Bill Burgess<br>DN: dc=local, dc=signetnc, ou=Signet Beltsville<br>User: cn=Bill Burgess,<br>email=Bill.Burgess@signetnc.com   |   | 30a UNITED STATES OF AMERICA (IDENTITY OF CONTRACTING OFFICER)<br><i>Adelis M. Rodriguez</i>   |   |   |  |
| 30b NAME AND TITLE OF SIGNER (Type in full) (Date of Signature)<br>William Burgess, President<br>9-29-15  |   | 30d NAME OF CONTRACTING OFFICER (Type or Print)<br>ADELIS M. RODRIGUEZ   |   | 30e DATE SIGNED<br>9/29/15  |  |
| AUTHORIZED FOR LOCAL REPRODUCTION<br>PREVIOUS EDITION 08/21/2019<br>STANDARD FORM 1449 (REV. 2/2002)<br>Prescribed by GSA - FAR (48 CFR) 53.212   |   |  |   |   |  |

# Outreach Participation

- Exhibiting for Government and industry
- Contract connection sessions (Matchmaking)
- Breakout sessions on how to conduct business with the NRC
- Expanded to include regional Offices
- Dallas, Texas event scheduled for June 6<sup>th</sup>



# Performance

- Received first Scorecard letter grade of A+ for FY 2016
- Awarded the largest amount and percentage to date to SDVOSBs in FY 2017
- Quadrupled the goal for SDBs and nearly doubled the goal for WOSBs in FY 2017
- Led market research efforts to award two multi-million dollar contracts to HUBZones in FY 2018
- Awarded first WOSB sole source under FAR 19.1506 in FY 2018 for \$1 million training contract

08/21/2019

## Nuclear Regulatory Commission FY2016 Small Business Procurement Scorecard

**A+**

122.52%

FPDS-NG Prime Contracting Data as of Feb. 20, 2017  
eSRS Subcontracting Data as of Mar. 14, 2017

| Prime Contracting Achievement:                |                  |           | 98.98%               |
|---|------------------|-----------|----------------------|
|   | 2015 Achievement | 2016 Goal | 2016 Achievement     |
| Small Business                                | 31.14%           | 32.25%    | 37.12%<br>(\$84.4 M) |
| Women Owned Small Business                    | 8.78%            | 5.00%     | 10.20%<br>(\$23.2 M) |
| Small Disadvantaged Business                  | 16.99%           | 5.00%     | 20.32%<br>(\$46.2 M) |
| Service Disabled Veteran Owned Small Business | 3.89%            | 3.00%     | 6.14%<br>(\$14.0 M)  |
| HUBZone                                       | 3.09%            | 3.00%     | 2.90%<br>(\$6.6 M)   |

| Subcontracting Achievement:                   |                  |           | 14.17%           |
|---|------------------|-----------|------------------|
|   | 2015 Achievement | 2016 Goal | 2016 Achievement |
| Small Business                                | 87.70%           | 40.00%    | 86.90%           |
| Women Owned Small Business                    | 14.60%           | 5.00%     | 20.80%           |
| Small Disadvantaged Business                  | 18.80%           | 5.00%     | 14.70%           |
| Service Disabled Veteran Owned Small Business | 3.00%            | 3.00%     | 3.40%            |
| HUBZone                                       | 2.80%            | 3.00%     | 3.10%            |

| Success Factors  |  | 9.37%             |
|--|--|-------------------|
| <u>Plan Progress Success Factor Grading Scale:</u><br>Factor Subtotal Score / 7  |  | Peer Review Score |
| 1. Commitment to Small Business Utilization - The Agency demonstrated, through action and documented evidence, a commitment to utilize small businesses to obtain goods and services.  |  | 0.93              |
| 2. Effective Engagement of Senior Level Management in Achieving Small Business Goals - The Agency's senior leadership (i.e. Deputy Secretary, Chief Acquisition Officer, Senior Procurement Executive, senior program managers, and OSD/DBU Director) demonstrated, through action and documented evidence, that they have clearly communicated the importance of achieving the agency's Small Business contracting goals through the chain of command to the contracting officer level. |  | 0.97              |
| 3. Data Quality of Small Business Contracting - The Agency demonstrated, through action and documented evidence, a commitment to small business contracting data quality.  |  | 1.00              |
| 4. Training of Acquisitions Staff - The Agency demonstrated a commitment to small business utilization through regular training of acquisitions staff on the issues/procedures/policies/regulations impacting small businesses.  |  | 0.97              |
| 5. Outreach to Small Business - The Agency demonstrated, through action and documented evidence, a commitment to growing their small business supplier base and increasing awareness of contracting opportunities for small businesses.  |  | 0.93              |
| 6. Bundling Avoidance, Justification and Mitigation - The Agency demonstrated, through action and documented evidence, a clearly communicated policy to address and mitigate the adverse effects of contract bundling on small businesses. (For applicable dollar threshold for the agency, see FAR subpart 7.104)   |  | 0.93              |
| 7. OSD/DBU Organization - The Agency demonstrated, through action and documented evidence, compliance with Section 1691 - Offices of Small and Disadvantaged Business Utilization - of the National Defense Authorization Act (NDAA) of 2013.  |  | 0.83              |
| <u>Prime and Subcontracting Grading Scale:</u>   |  | Total             |
| A+ <= 150% but >= 120%   |  | 6.56              |
| A < 120% but >= 100%   |  |                   |
| B < 100% but >= 90%  |  |                   |
| C < 90% but >= 80%   |  |                   |
| D < 80% but >= 70%   |  |                   |

## Contact Information:

### NRC's Small Business Program

**(301) 415-7381**

**(800) 903-SBCR (7227)**

**TDD: (301) 415-5244**

**[smallbusiness@nrc.gov](mailto:smallbusiness@nrc.gov)**



# National Science Foundation (NSF) Best Practices in Meeting Small Business (SB) Goals

Gracie Narcho, Director, OSDBU

Richard Pihl, Procurement Analyst

May 22, 2018



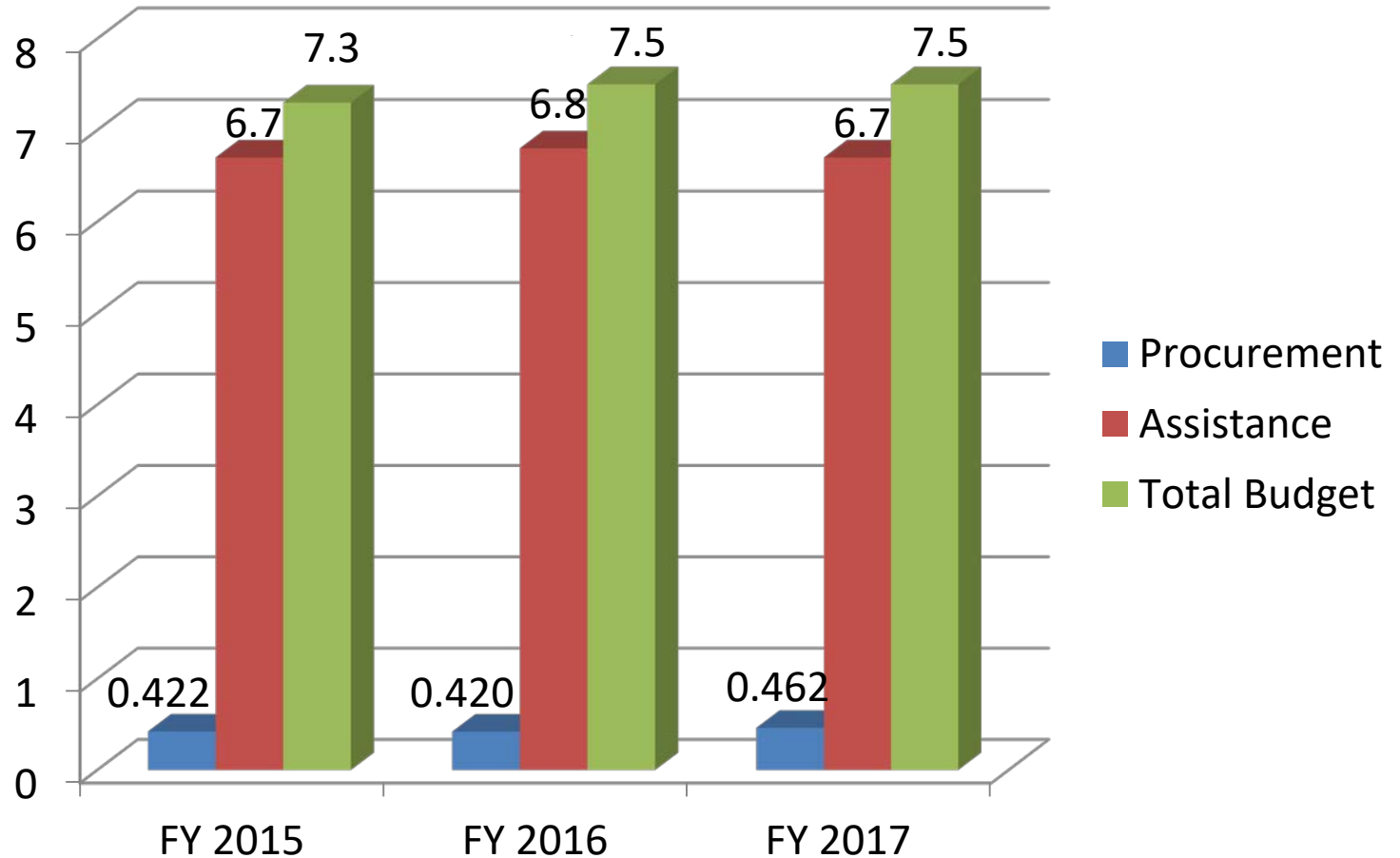
# NSF Act of 1950 (Public Law 81-507)

- NSF's mission

*“to promote the progress of science; to advance the national health, prosperity, and welfare; to secure the national defense; and for other purposes.”*



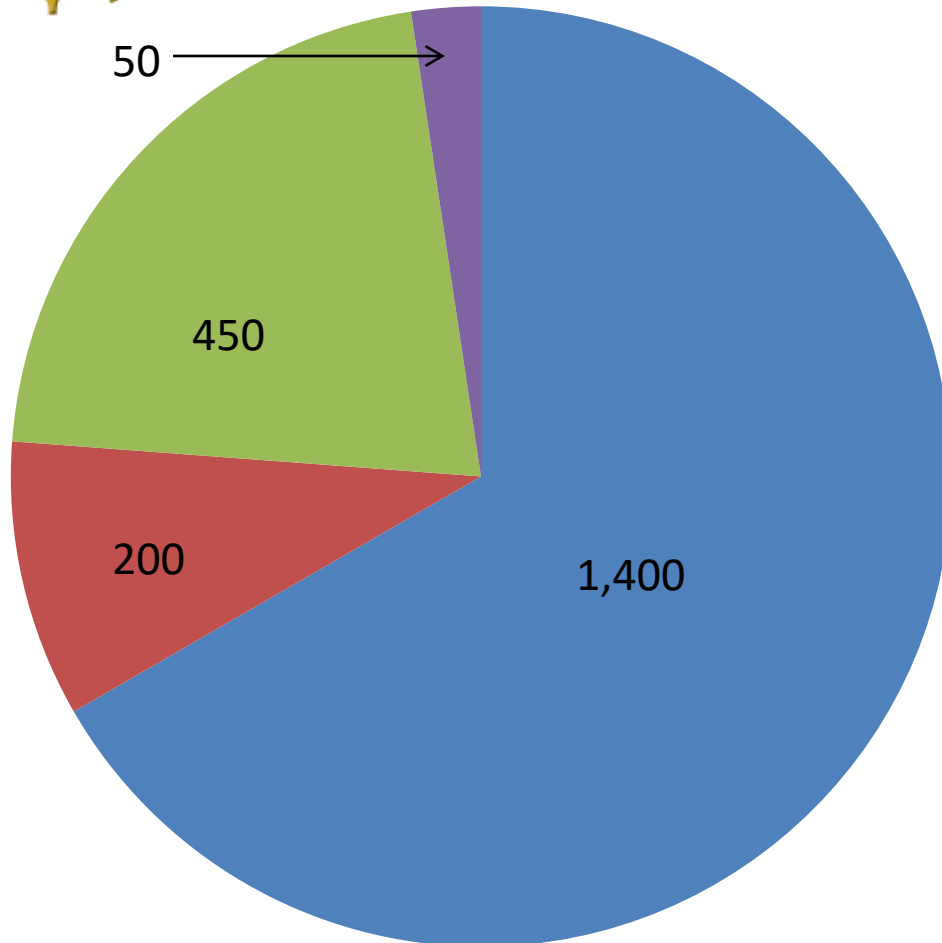
# NSF Procurement/Assistance Total Budget and Obligations (in Billions)





# NSF Staffing

**Total NSF Staffing = 2,100**



- Career Employees
- Scientists from Research Institutions (Temporary Duty)
- Contract Workers
- Staff of National Science Board and Office of the Inspector General





# NSF OSDBU

- Located in Engineering Directorate but reports to NSF Director
- Also serves as the Office of Small Business Research and Development
  - fosters communication between the NSF and the SB community;
  - insures that set-asides for SB are effectively utilized;
  - collects, analyzes, compiles, and publishes information concerning grants and contracts awarded to SB concerns by the NSF, and the procedures for handling proposals submitted by SB business concerns;
  - assists individual SB concerns in obtaining information regarding programs, policies, and procedures of the NSF;
  - assures expeditious processing of proposals by SB concerns based on scientific and technical merit; and
  - recommends to the Director and NSB such changes in the procedures and practices of NSF as may be required to draw fully on the resources of the SB research and development community.



# Procurement

- Division of Acquisition and Cooperative Support (DACCS) Contracts Branch
  - 20 FTEs, 2 contractors and 1 student intern



# What We Buy

- Antarctic and Arctic Support
- Science and Engineering Statistical Support Services
- Information and Resource Management Support Services and Products
- Other Professional Services
  - Financial Management Support
  - HR Support



## NSF Small Business Prime Achievement History

| FY   | SB (Goal/Achievement) | SDB (Goal/Achievement) | WOSB (Goal/Achievement) | HUBZone (Goal/Achievement) | SDVOSB (Goal/Achievement) | Scorecard Letter Grade |
|------|-----------------------|------------------------|-------------------------|----------------------------|---------------------------|------------------------|
| 2012 | 20%/15.1%             | 5%/5.8%                | 5%/5%                   | 3%/.7                      | 3%/2.3%                   | C                      |
| 2013 | 20%/18.8%             | 5%/10.8%               | 5%/5.4%                 | 3%/.6%                     | 3%/2.8%                   | B                      |
| 2014 | 15.89%/17.0%          | 5%/9.2%                | 5%/4.8%                 | 3%/1.9%                    | 3%/3.2%                   | A                      |
| 2015 | 18%/21.7%             | 5%/12.3%               | 5%/6.1%                 | 3%/2.1%                    | 3%/3.6%                   | A                      |
| 2016 | 12.75%/18.6%          | 5%/11.2%               | 5%/2.7%                 | 3%/2.4%                    | 3%/3.1%                   | A+                     |
| 2017 | 14.63%/18.8%          | 5%/13.0%               | 5%/3.6%                 | 3%/2.7%                    | 3%/2.8%                   | A                      |



## NSF Small Business Subcontract Achievement History

| FY   | SB (Goal/<br>Achievement) | SDB (Goal/<br>Achievement) | WOSB (Goal/<br>Achievement) | HUBZone (Goal/<br>Achievement) | SDVOSB<br>(Goal/<br>Achievement) |
|------|---------------------------|----------------------------|-----------------------------|--------------------------------|----------------------------------|
| 2012 | 19%/27.9%                 | 5%/9.2%                    | 5%/9%                       | 3%/.1                          | 3%/1.3%                          |
| 2013 | 19%/24.1%                 | 5%/8.6%                    | 5%/6%                       | 3%/.3%                         | 3%/2.9%                          |
| 2014 | 24.3%/26.6%               | 5%/6.8%                    | 5%/7.0%                     | 3%/.3%                         | 3%/3.6%                          |
| 2015 | 24%/39.2%                 | 5%/11.9%                   | 5%/7.9%                     | 3%/.5%                         | 3%/4.6%                          |
| 2016 | 24%/50.3%                 | 5%/9.9%                    | 5%/27.5%                    | 3%/.9%                         | 3%/2.8%                          |
| 2017 | 29.97%/37.0%              | 5%/13.1%                   | 5%/10.1%                    | 3%/.6%                         | 3%/5.1%                          |



# NSF SB Best Practices

## – Results

- Goal Achievements
  - Achieved “A” Scorecard grade in FY 2017 for the 4<sup>th</sup> year in a row
  - Making progress towards achieving HubZone goal
- Category Management
- Moved to New NSF Headquarters Building
  - \$69M Indefinite Delivery Indefinite Quantity (IDIQ)
  - 8(a) Alaskan Native



# NSF SB Best Practices

- NSF Small Business Improvement Initiative (Proactive/Strategic Planning)
  - High-level Procurement Management Involvement
  - Use of Annual Acquisition Forecast
  - Targeting
  - Program Office Buy-in



# NSF SB Best Practices

- Acquisition Staff Knowledge/Awareness
  - Staff Meetings
  - Training
  - Policy NewsFlashes/E-mails
  - Contracts Branch Sharepoint Site
    - Goals/Achievements/POCs
  - Metric Updates





# NSF SB Best Practices

- Outreach
  - Targeted Attendance at Conferences
  - Contractor Direct access to OSDBU Director
  - Small Business Liaison in Contracts Branch



# NSF SB Best Practices

## – Small Business Programs Website

The screenshot shows the NSF SB Best Practices website. At the top left is the NSF logo with the tagline "WHERE DISCOVERIES BEGIN". To the right is a search bar and "Contact | Help" links. Below the header is a navigation bar with tabs for "NSB", "Research Areas", "Funding", "Awards", "Document Library", "News", and "About NSF". The "Funding" tab is active, and a dropdown menu is open, listing various funding-related links. A blue arrow points to the "Small Business" link in the dropdown menu. Below the navigation bar is a large image of a bird's nest with a chick, overlaid with a dark box containing the text "UNFUNDED RESEARCH" and "g the economy on awks' wings" with a "FULL STORY" button. At the bottom, there are two news snippets: "How turning down the heat makes a baby turtle male" and "Neuroscientists find first evidence animals can mentally replay past events", both dated May 10, 2018. A URL bar at the bottom left shows "https://www.nsf.gov/funding/smallbusiness.jsp".

NSF National Science Foundation WHERE DISCOVERIES BEGIN

Contact | Help

Search

NSB Research Areas Funding Awards Document Library News About NSF

About Funding

Browse Funding Opportunities A-Z

Due Dates

Find Funding

Merit Review

Policies and Procedures

Preparing Proposals

Recent Opportunities

Transformative Research

RELATED LINKS

Proposal and Award Policies and Procedures Guide (PAPPG)

Research.gov

FastLane

FUNDING OPPORTUNITIES FOR

Graduate Students

K-12 Educators

Postdoctoral Fellows

Undergraduate Students

Small Business

UNFUNDED RESEARCH

g the economy on awks' wings

FULL STORY

- HIDE

How turning down the heat makes a baby turtle male  
May 10, 2018

Neuroscientists find first evidence animals can mentally replay past events  
May 10, 2018

https://www.nsf.gov/funding/smallbusiness.jsp



# NSF SB Best Practices

## – Small Business Programs Website

- <https://www.nsf.gov/funding/smallbusiness.jsp>

08/21/2019



# NSF SB Best Practices

– OSDBU Website

- <https://www.nsf.gov/about/contracting/osdbu.jsp>

**NSF** National Science Foundation  
WHERE DISCOVERIES BEGIN

Contact | Help

Search

NSB Research Areas Funding Awards Document Library News About NSF

Home > About NSF

Email Print Share

## Office of Small and Disadvantaged Business Utilization (OSDBU)

Graciela Narcho, Director  
[gnarcho@nsf.gov](mailto:gnarcho@nsf.gov)  
(703) 292-4825

The National Science Foundation (NSF) Office of Small and Disadvantaged Business Utilization (OSDBU) helps increase contract and subcontract awards to small and disadvantaged businesses, and identifies potential businesses to support the NSF.

OSDBU also serves as an advocate for small and disadvantaged businesses. It creates internal NSF awareness of the benefits of working with small businesses through marketing and training. OSDBU monitors and reports data regarding NSF's subcontracting program. Additionally, OSDBU develops annual goals for contracting and subcontracting with small business concerns. OSDBU participates in outreach activities (i.e., exhibiting, one-on-one counseling, and serving on panel discussions) at local, regional, and national events.

Small and disadvantaged businesses interested in selling to the NSF should first register on the NSF Vendor Resource Library located at <https://www.nsf.gov/about/contracting/vendorlibrary.jsp>. Next, interested businesses should review the Contracting Opportunities page at <https://www.nsf.gov/about/contracting/>.

To see a list of NSF's projected contractual actions for the current fiscal year with an estimated value of \$150,000 or above, visit the Forecast of Contracting Opportunities at <https://www.nsf.gov/about/contracting/forecast.jsp>.

NSF will also attend events in Fiscal Year 2018 and speak about opportunities for small and disadvantaged businesses. Find our booth at any of the events below:

1. MEGA Maryland Small Minority Business Conference for AEC, October 11, 2017; <http://www.same.org/Get-Connected/Find-a-Post/Baltimore/Calendar/MEGA-MD-SBC>
2. Federal Small Business Procurement and Technology Plus Expo, October 11, 2017

08/21/2019

# NSF SB Best Practices

- FY 2017 Outreach
  - Government Agency Procurement (GAP) Conference, Bowie, MD; 10/12/2016
  - U.S. Department of Transportation's (USDOT) DBE Summit, Washington, DC, 10/26/2016
  - GovConectx Contracting Cornucopia, Falls Church, VA; 11/17/2016
  - USPAACC Business Roundtable Matchmaking; Arlington, VA; 1/25/2017
  - Fort Belvoir Tech Expo; Fairfax County, VA, 2/16/2017
  - WAVE 7<sup>th</sup> Annual veteran women owned small business seminar; Arlington, VA; 3/16/2017
  - 2<sup>th</sup> annual veterans in business conference; Arlington, VA; 3/23/2017
  - Hispanic Chamber of Commerce Minority Business Expo; Washington, DC; 4/17/2017
  - 27<sup>th</sup> Annual Government Procurement Conference; Washington, DC; 4/19/2017

# NSF SB Best Practices

- FY 2018 Outreach
  - MEGA Maryland Small Minority Business Conference for AEC, 10/11/2017
  - Federal Small Business Procurement and Technology Plus Expo, 10/11/2017
  - National HUBZone Conference, 10/11/2017
  - ChallengeHER, 10/19/2017
  - US Women's Chamber of Commerce National Small Business Federal Contracting Summit, 11/1/2017
  - GovConectx Fall Showcase, 11/16/2017
  - GovConectx Maryland Outreach, 12/7/2017
  - Government Agency Procurement Outreach event, 12/14/2017
  - 28th Annual Government Procurement Conference, 04/19/2018
  - Third Annual HUBZone Small Business Conference, 05/10/2018

# NSF SB Best Practices

- Contracting Officer/Specialist proactive in recommending Small Business to Program Office
- Collaborative Relationship between NSF OSDBU and Contracts Branch
  - Open Communication



# NSF Contact

Graciela (Gracie) Narcho

Office of Small and Disadvantaged Business Utilization

2415 Eisenhower Avenue

Alexandria, VA 22314

gnarcho@nsf.gov

703-292-4825

NSF Contracting Opportunities Website:

<http://www.nsf.gov/about/contracting/>







# AGENCY MISSION

We lead and serve the Federal Government in enterprise human resources management by delivering policies and services to achieve a trusted effective civilian workforce.



# OSDBU MISSION

OPM's OSDBU was created in March 2011 as part of the Small Business Act to ensure that small and disadvantaged businesses are provided maximum practicable opportunity to participate in the agency's contracting process.



# OPM SERVICES

- Retirement Services
- Federal Benefits
- Human Capital Management
- Health Insurance
- USA Hire
- HR Policy



# INTERNAL APPROACH

## Proven Tactics

- Identify key levers to impact the decision
- Change the conversation
- Commit to execution
- Measure, Measure, Measure



# EXTERNAL APPROACH



# SUMMARY OF WHAT WORKS

- PARTNERSHIP
- INNOVATION
- MARKET RESEARCH
- STRATEGIC OUTREACH



# FY 2012 - 2017 TOTAL SB SPEND

3:53



<https://www.fpds.gov/Reports/manage/jsp/myReportsController.js>



Send Export Highlighting Drill Charts Workflow

| Funding Department                    | Total Small Business Eligible Actions | Total Small Business Eligible Dollars | Small Business Actions | Small Business Dollars | Small Business Percentage | Small Di Busine |
|---------------------------------------|---------------------------------------|---------------------------------------|------------------------|------------------------|---------------------------|-----------------|
| OFFICE OF PERSONNEL MANAGEMENT (2400) | 15,875                                | \$4,327,206,986.98                    | 7,784                  | \$1,275,195,900.28     | 29.4693 %                 |                 |
| Total                                 | 15,875                                | \$4,327,206,986.98                    | 7,784                  | \$1,275,195,900.28     | 29.4693 %                 |                 |


\* DoD report data that are funded by DoD are delayed 90 days for non DoD users.  
 \* To print a complete version of the sectioned report, you must first download the report to PDF mode.





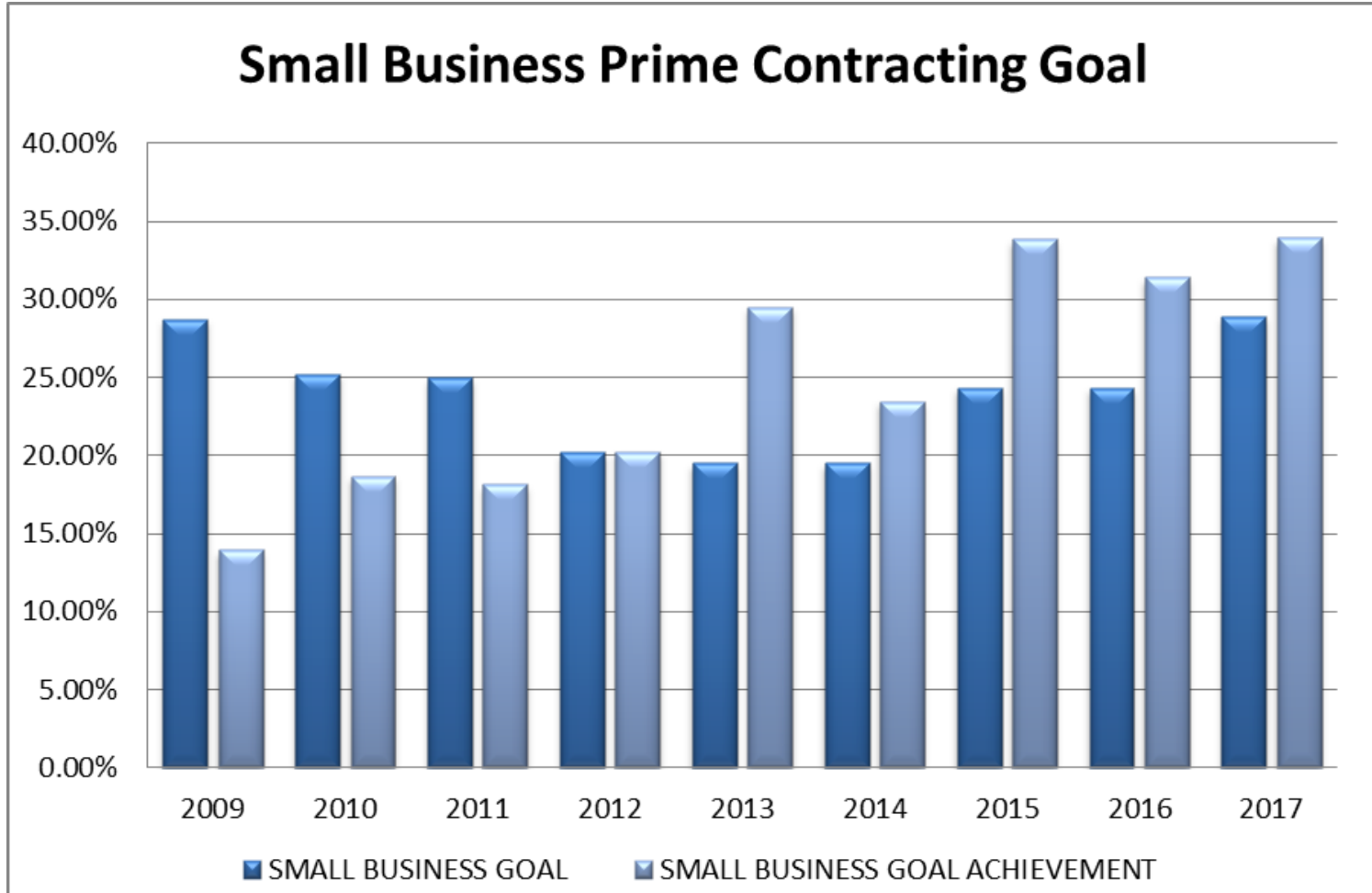
# SBA SCORECARD RATINGS

| FISCAL YEAR | SBA RATING | GOAL   | ACHIEVEMENT |
|-------------|------------|--------|-------------|
| FY 17       | <b>A+</b>  | 28.75% | 33.97%      |
| FY 16       | A          | 25.25% | 31.40%      |
| FY 15       | A          | 25.00% | 33.85%      |
| FY 14       | A          | 20.19% | 23.46%      |
| FY 13       | A+         | 19.50% | 29.54%      |
| FY 12       | B          | 19.50% | 20.25%      |
| FY 11       | C          | 24.33% | 18.16%      |
| FY 10       | D          | 24.33% | 18.70%      |
| FY 09       | F          | 28.94% | 13.98%      |





# OPM SB GOALING TRENDS





# RECAP 2017 FINAL SCORECARD

## Office of Personnel Management FY2017 Small Business Procurement Scorecard

**A+**  
**120.72%**

FPDS-NG Prime Contracting Data as of Feb. 20, 2018  
eSRS Subcontracting Data as of May 1, 2018

| <b>Prime Contracting Achievement: 65.65%</b>  |                         |                  |                         |
|---|-------------------------|------------------|-------------------------|
|   | <b>2016 Achievement</b> | <b>2017 Goal</b> | <b>2017 Achievement</b> |
| Small Business                                | 31.40%                  | 28.75%           | 33.97%<br>(\$263.2 M)   |
| Women Owned Small Business                    | 9.66%                   | 5.00%            | 15.45%<br>(\$119.7 M)   |
| Small Disadvantaged Business                  | 11.45%                  | 5.00%            | 16.05%<br>(\$124.4 M)   |
| Service Disabled Veteran Owned Small Business | 1.46%                   | 3.00%            | 2.82%<br>(\$21.8 M)     |
| HUBZone                                       | 3.19%                   | 3.00%            | 3.30%<br>(\$25.6 M)     |
| <b>Subcontracting Achievement: 28.34%</b>     |                         |                  |                         |
|   | <b>2016 Achievement</b> | <b>2017 Goal</b> | <b>2017 Achievement</b> |
| Small Business                                | 44.50%                  | 55.00%           | 63.90%                  |
| Women Owned Small Business                    | 7.50%                   | 5.00%            | 10.10%                  |
| Small Disadvantaged Business                  | 9.00%                   | 5.00%            | 18.30%                  |
| Service Disabled Veteran Owned Small Business | 5.20%                   | 3.00%            | 3.60%                   |
| HUBZone                                       | 10.20%                  | 3.00%            | 13.60%                  |
| <b>OSDBU Compliance Requirements 18.53%</b>   |                         |                  |                         |



Agency at OPM Gets 'A' × +

→ executivegov.com/2018/06/agency-at-opm-gets-a-on-fy-2017-small-business-contracting-scorecard

Executive Blog GovCon Blog Executive Blog GovCon Exec Blog Home POC


**EXECUTIVEGOV** Harness the Power of Costpoint Foundations **Deltek** Learn More

Acquisition & Procurement Agencies Cybersecurity Technology Executives Latest News About Us Contact Us Advertising

Home / Civilian / Agency at OPM Gets 'A+' on FY 2017 Small Business Contracting Scorecard

### Agency at OPM Gets 'A+' on FY 2017 Small Business Contracting Scorecard

June Edwards | June 6, 2018 | Civilian, Latest News | 60 Views



The Office of Personnel Management's office of small and disadvantaged business utilization got a grade of "A+" on the Small Business Administration's fiscal 2017 scorecard that evaluates federal agencies' efforts to meet their small business prime and subcontracting targets on an annual basis.

SBA also uses the Small Business Procurement Scorecard to provide contracting data and report progress of agencies, OPM said Tuesday.

"The OSDBU worked to inform the small business community of the prime and subcontracting opportunities available with OPM by engaging the small business communities around the country," said Desmond Brown, OSDBU director of OSDBU at OPM.

"These efforts allowed OPM to exceed our agreed upon FY 2017 goals by 26.7 percentage points in providing contracts to various segments of the small business community," Brown added.

**Share** Facebook Twitter Google+ LinkedIn

Pinterest

Tags: [Desmond Brown](#) [Features](#) [GovCon](#) [Office of Personnel Management](#) [Office of Small and Disadvantaged Business Utilization](#) [OPM](#) [OSDBU](#) [Prime Contracting](#) [Small Business Administration](#) [Small Business Procurement Scorecard](#) [Subcontracting](#)

Related Articles

**Newsletter**

Your first name

Your last name

Your email address

**Subscribe**

**Sponsor**

**Sponsor**

**Sponsor**

**Recent Posts**

# RECENT EVENTS





# THE MAIN EVENT



SEWP V  
www.sewp.voiio.gov



## 2018 SMALL BUSINESS CONFERENCE

April 24-26, 2018

Clark Atlanta University Campus

OFFICE OF SMALL & DISADVANTAGED BUSINESS UTILIZATION  
small.business@opm.gov

SAVE THE DATE



DISCLAIMER: This is not a co-sponsored activity between Clark Atlanta University, the National Contract Management Association and the U.S. Office of Personnel Management (OPM). OPM's participation in this event is as a strategic partner only and does not constitute an express or implied endorsement of any co-sponsor's, donor's, grantee's, contractor's or participant's opinion's, products or services.  
THE OFFICE OF PERSONNEL MANAGEMENT DOES NOT control or have input for website content, funding or the collection of fees for this event; DOES NOT control or guarantee the accuracy, legality, relevance, timeliness, or completeness of information contained on a linked website; DOES NOT endorse event websites, related links, the views they express, or the products/services they offer; DOES NOT guarantee that outside websites comply with the accessibility requirements of Section 508 of the Rehabilitation Act; CANNOT authorize the use of copyrighted materials contained in linked websites; and IS NOT responsible for transmissions users received from linked websites.



# WHAT'S NEXT



Hello, Buyer Yakshna! [Logout](#)

Buyer Dashboard > Events

## Events

[Create Event](#) [Go back to Dashboard](#)

Search By: --Select--  [Search](#)

| Event ID# | Event Name   | Venue  | Date      | Vendor Type | Edit                 | Delete                 |
|-----------|--|--|-----------|-------------|----------------------|------------------------|
| 14        | Small Business Event - EPA Women Owned Small Business Outreach Event                               | William Jefferson Clinton (WJC) EAST Entrance              | 3/27/2018 | WOSB        | <a href="#">Edit</a> | <a href="#">Delete</a> |
| 13        | Small Business Event - Headquarters Air Force Materiel Command (AFMC) Small Business (SB) Outreach | Wright Brothers Institute - 444 E 2nd St, Dayton, OH 45402 | 4/6/2018  | WOSB        | <a href="#">Edit</a> | <a href="#">Delete</a> |
| 6         | OPM Industry Day   | Washington, DC   | 6/30/2015 | SDVOSB      | <a href="#">Edit</a> | <a href="#">Delete</a> |
| 5         | Department of Labor SDVOSB Industry Day  | 200 Constitution Ave, Washington, DC                       | 6/30/2015 | VOSB        | <a href="#">Edit</a> | <a href="#">Delete</a> |
| 4         | DOE Industry Day   | Reston, Va   | 6/25/2015 | VOSB        | <a href="#">Edit</a> | <a href="#">Delete</a> |
| 2         | SBA event  | Herndon, VA  | 6/22/2015 | WOSB        | <a href="#">Edit</a> | <a href="#">Delete</a> |

- Greater Portability
- Broader Reach Beyond Major Metro Areas
- Access to Live Trainings
- Real-time Event Info
- Industry Day Updates
- Mobile On-the-Go Connectivity to the SB Community



[Refund Policy](#) | [Privacy Policy](#) | [Terms & Conditions](#)





# STAY READY 2019 USER INTERFACE

 **OPM.GOV**  
U.S. OFFICE OF PERSONNEL MANAGEMENT




**Small Business Event 2018**

Aug 01-03, 2018 | Clark Atlanta University


RESOURCES


-  About
-  Join (Registered attendees only)
-  Logistics

Event  08/21/2019   5 


**Schedule**

WEDNESDAY, AUG 01, 2018





 **Registration and Badge Pick up**  
Clark Atlanta University

 **Welcome Remarks and Opening Ceremonies**  
**Desmond Brown**  
Director, Office of Personnel Management Office of Small & Disadvantaged Business Utilization

**Breakout Session Round 1**  
**Conference Room A**  
Office of Personnel Management (OPM) Hot Contracting Opportunities

 **Conference Room B**  
How to Conduct Business with Department of Education


**Lecture Hall**  
Winning Proposals  
Speaker: Shene Commodore President & Founder Commodore Consulting


Event  **Schedule**   5 

**Pick Event/Conference** cancel

UPCOMING EVENTS

 **2018 Small Business Event**  
Aug 01 - Aug 03, 2018  
Clark Atlanta University

 **OPM Industry Day**  
Aug 15 - Aug 18, 2018  
Washington, DC

 **SBA Event**  
Aug 20 - Aug 22, 2018  
Herndon, VA

 **2018 Small Business Event**  
Aug 01 - Aug 03, 2018  
Clark Atlanta University

 **SBA Event**  
Aug 20 - Aug 22, 2018  
Herndon, VA





## CONTACT US

Office of Personnel Management  
1900 E Street, NW  
Suite 1300  
Washington, DC 20415  
202-606-2083  
[small.business@opm.gov](mailto:small.business@opm.gov)



# **SBPAC**

## **DoD Best Practices – Subcontracting Program**

**November 2017 (rev)**

**Janice Buffler, Acting Deputy Director  
Subcontracting Policy and Regional Councils  
DoD Office of Small Business Programs**

# DoD Subcontracting History

(Goals and Achievements)

(\$ = Billions; rounded up)



| Fiscal Year | Total Subcont Dollars                | SB Awards |          |        | SDB Awards |          |       | WOSB Awards |          |       | HubZone Awards |          |       | SDVOSB Awards |          |       |
|-------------|--------------------------------------|-----------|----------|--------|------------|----------|-------|-------------|----------|-------|----------------|----------|-------|---------------|----------|-------|
|             |                                      | Goal      | Achieved |        | Goal       | Achieved |       | Goal        | Achieved |       | Goal           | Achieved |       | Goal          | Achieved |       |
|             |                                      | %         | %        | \$     | %          | %        | \$    | %           | %        | \$    | %              | %        | \$    | %             | %        | \$    |
| 2017        |                                      | 34.0      |          |        | 5          |          |       | 5           |          |       | 3              |          |       | 3             |          |       |
| 2016        | \$123.5                              | 34.5      | 33.9     | \$41.8 | 5          | 4.4      | \$5.4 | 5           | 5.7      | \$7.0 | 3              | 1.4      | \$1.8 | 3             | 2.1      | \$2.6 |
| 2015        | \$133.4                              | 36.0      | 32.3     | \$43.1 | 5          | 4.4      | \$5.8 | 5           | 5.3      | \$7.1 | 3              | 1.4      | \$1.8 | 3             | 2.0      | \$2.7 |
| 2014        | \$133.8                              | 36.7      | 33.2     | \$44.4 | 5          | 4.6      | \$6.2 | 5           | 5.7      | \$7.7 | 3              | 1.5      | \$2.0 | 3             | 2.1      | \$2.8 |
| 2013        | \$147.1<br><small>08/21/2019</small> | 36.7      | 35.4     | \$52.0 | 5          | 4.8      | \$7.0 | 5           | 5.7      | \$8.3 | 3              | 1.5      | \$2.2 | 3             | 2.2      | \$3.1 |



# SBA Scorecard Methodology

Subcontracting = 20% of Total Score

- Individual Subcontract Plan: includes all subcontracting under prime and subcontracts with the awarding agency
- Commercial Subcontract Plan: includes all subcontracting under the commercial plan, based on total \$ subcontracted under Federal government and non-Federal government contracts
- DoD Comprehensive Subcontract Plan: includes all subcontracting under prime and subcontracts covered under comprehensive plan



# How DoD Scores its 25 Components with Procurement Authority

Subcontracting = 10% of Total Score

- *Subcontracting Performance =*



# Best Practices

- FPDS modification (May 2015)
  - Revised CAR data element for “Subcontract Plan” to show types of subcontracting plans (Individual, Commercial and DoD CSP)
  - When coded as “Individual Subcontract Plan” we should expect to see an ISR in eSRS, except for orders under BOAs and BPAs, in which case the contractor submits SF 294



# Best Practices

- DoD Class Deviation 2016-O009: Required contractors to
  - Submit SSR under Individual Subcontracting Plan (ISP) annually rather than biannually
  - Submit one consolidated SSR to DoD rather than multiple SSRs to multiple departments/agencies for construction and related maintenance-type contracts
  - Submit SF 294 for orders against BOAs and BPAs
- DFARS
  - SSR Coordinator responsible for approving SSRs under Individual Subcontract Plan
  - Procuring contracting office responsible for approving ISR, even when contract administration has been delegated to the Defense Contract Management Agency or ONR



# Best Practices

- Monthly meeting
  - Department/Agency Subcontracting Program Managers
  - Department/Agency eSRS Agency Coordinators





# Issues Impacting Subcontract Reporting/Reviewing

- 52.219-9(d)(10) (iii), after November, 2017, requires contractor to report subcontracting data for each order when reporting subcontracting achievements for IDIQ/IQIQ contracts intended for use by multiple agencies
- 19.705-2(f)(3) requires subcontracting plans even for modifications under the plan threshold if modifications would cause contract to exceed plan threshold or a size re-representation of a company from small to other than small.
- 19.705-2(e), on IDIQ contracts, the Contracting Officer may establish subcontracting goals at the order level (but not a new subcontracting plan)



# Biggest Challenges to DoD

- Signature page should have
  - Name, title and email of the person within the company who is submitting the plan; company name; signature and date
  - Name, title and email of the person approving the plan; department/agency contracting organization name; signature and date
  - Name, title and email of the person within the company who is submitting the SSR
- Work-around: Create additional role in registration



| Status  | FY 15  | FY 16  | FY 17  |
|---|--------|--------|--------|
| Total # Reports Submitted   | 13,211 | 13,129 | 12,526 |
| Accepted  | 12,774 | 12,676 | 8,356  |
| Pending   | 292    | 280    | 3,930  |
| Rejected  | 134    | 141    | 145    |
| Reopened  | 5      | 6      | 6      |
| Revised   | 6      | 26     | 89     |
| Total Requiring Review,<br>follow up & Accepted by<br>Awarding Contracting Office | 437    | 453    | 4,170  |



- New guidance documents have been posted on new OSBP website

<http://business.defense.gov/Acquisition/Subcontracting/>

Click on “Subcontracting for Small Business and Contracting/Acquisition Professionals (Government and Industry)”

- “DoD Checklist for Reviewing Subcontracting Plans” (May 2017)
- “DoD Subcontracting Program – Business Rules and Processes for (1) Electronic Subcontracting Reporting System (eSRS) and (2) Preparing and Reviewing Related Subcontract Reports” with appendices (March 2017)



- The appendices in the “Business Rules and Processes” guidance document are also provided as separate documents

<http://business.defense.gov/Acquisition/Subcontracting/>

Click on “Subcontracting for Small Business and Contracting/Acquisition Professionals (Government and Industry)”

- “DoD Subcontracting Program -- The Basics of Subcontracting” (March 2017)
- “DoD Subcontracting Program -- Guide to Preparing and Reviewing an Individual Subcontract Report (ISR) for an Individual Subcontracting Plan” (March 2017)
- “DoD Subcontracting Program -- Guide to Preparing and Reviewing a Summary Subcontract Report (SSR) for an Individual Subcontracting Plan” (March 2017)
- “DoD Subcontracting Program -- Guide to Preparing and Reviewing a Summary Subcontract Report (SSR) for a Commercial Subcontracting Plan” (March 2017)



# **U.S. Department of Housing and Urban Development (HUD)**

## **Best Practices**

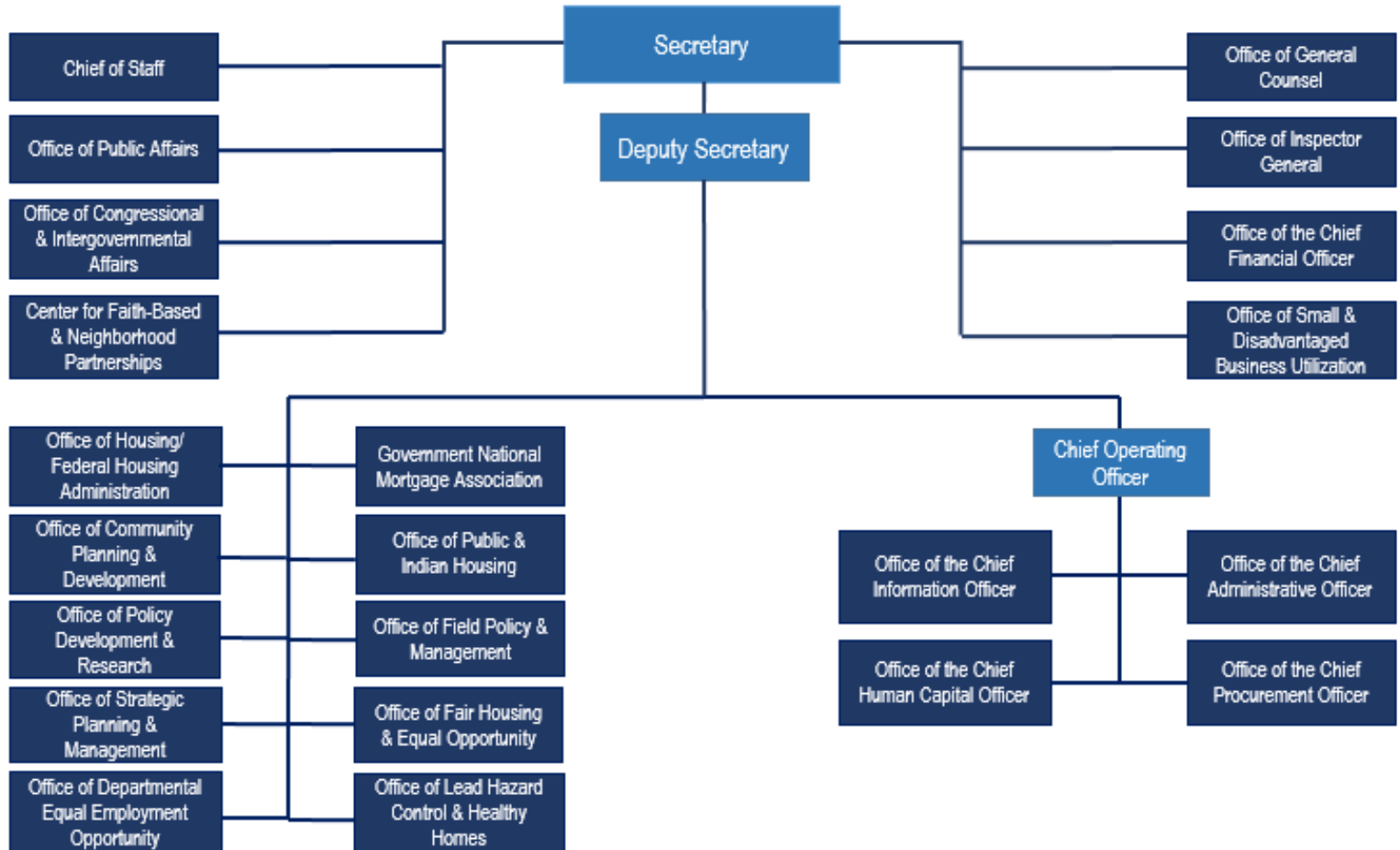
### **SBPAC Meeting**

Office of Small and Disadvantaged Business Utilization (OSDBU)  
March 2018



# Mission of HUD





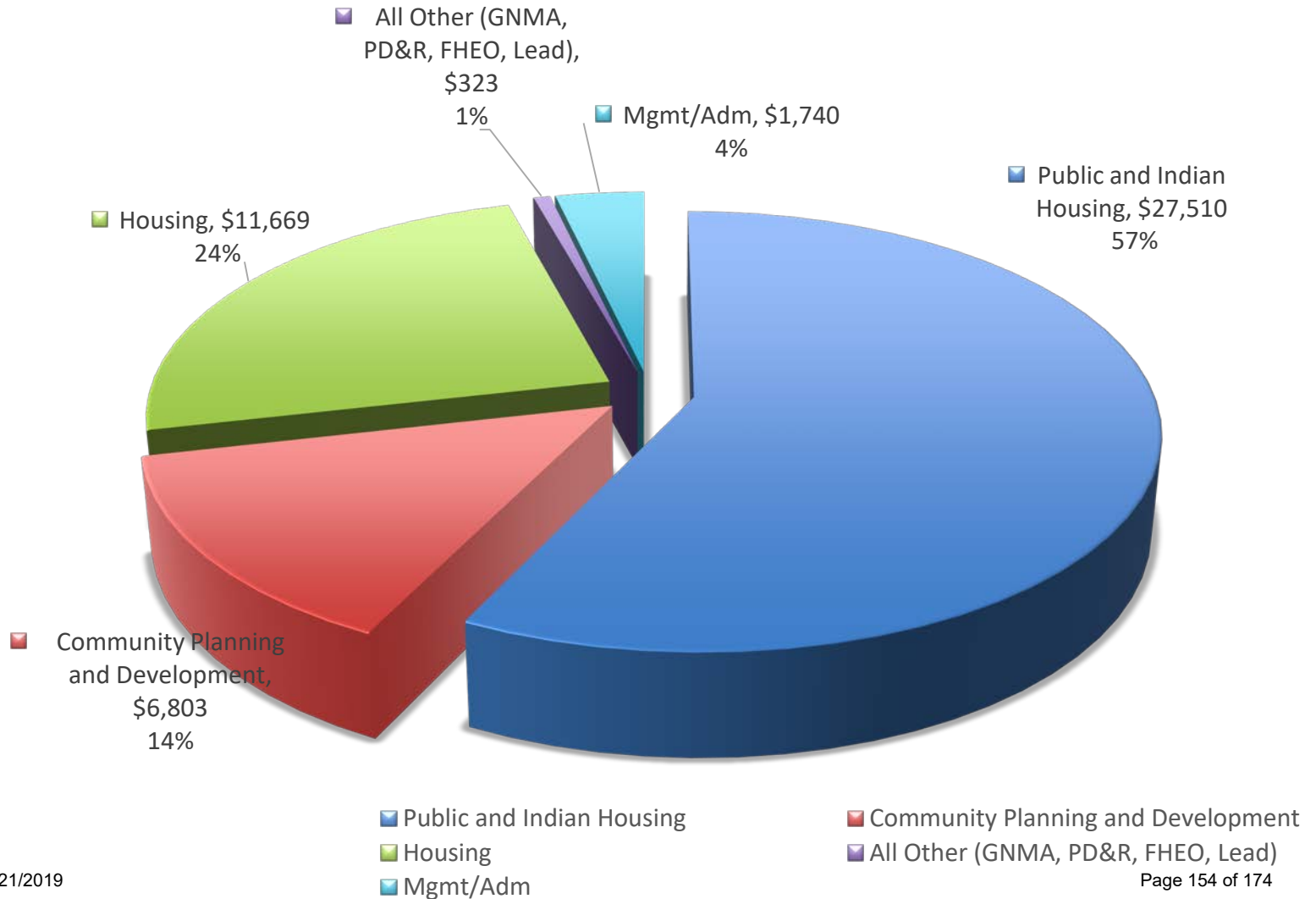






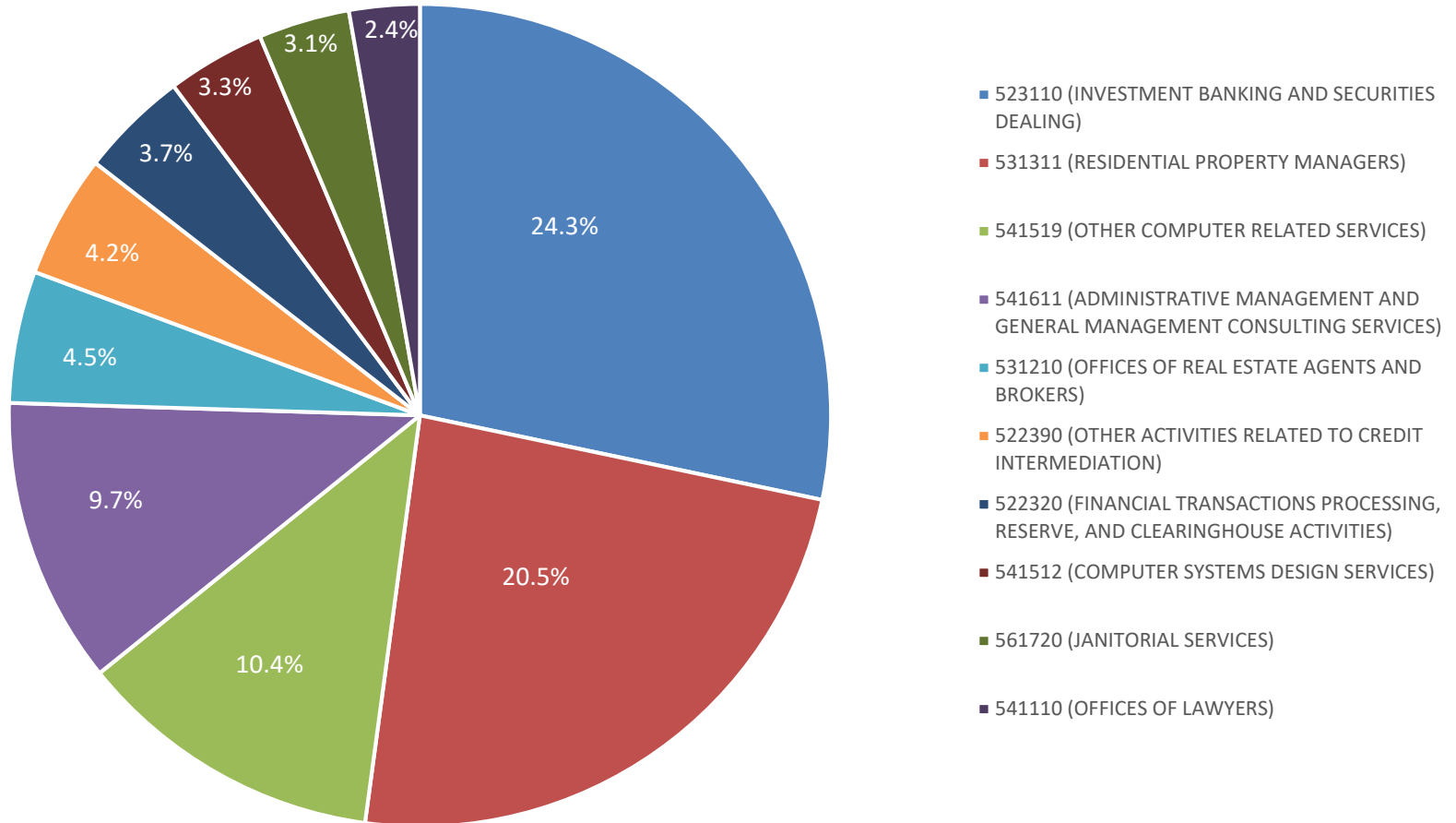
# HUD FY 2017 Enacted Budget \$48 Billion

HUD Discretionary Budget Authority (dollars in millions)





# Top 10 NAICS code by total FY 2017 HUD award dollars (\$1.174B in total awards, 86% in Top Ten NAICS)





# OSDBU Mission and Authorities

HUD's Office of Small and Disadvantaged Business Utilization's core mission is to serve as an advocate for small business utilization, ensuring that small, small disadvantaged, 8(a), women-owned, HUBZone, and service-disabled veteran owned small businesses are treated fairly and have access and the opportunity to compete and be selected for a fair amount of the Department's prime and subcontracting opportunities.

- Small Business Act and Small Business Investment Act of 1958
- Public Law 95-507, Section 8 and 15(k)
- 13 CFR §121
- FAR Part 19
- HUD Acquisition Regulations: PART 2419 and 2415
- HUD Acquisition Policy and Procedures Handbook 2210.3 REV 10
- HUD Small Business Policy Statement January 31, 2018



# HUD Small Business Policy

HUD Secretary Carson issued Small Business Policy statement on January 31, 2018

The four socio-economic program have parity

- HUBZone Small Business Concerns\*
- Service-Disabled Veteran-Owned Small Business Concerns
- Woman-Owned Small Business Concerns
- 8(a) Small Business Concerns

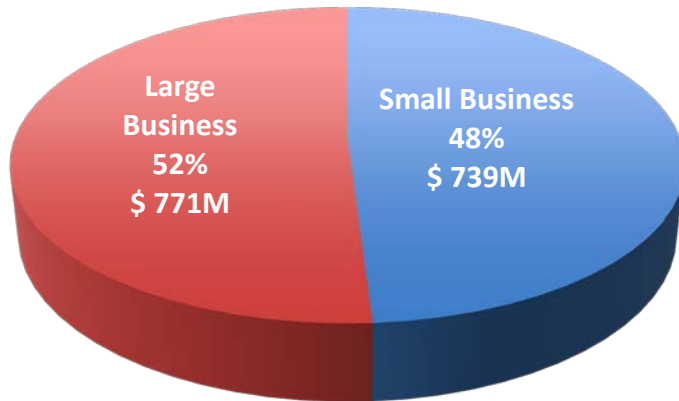
The socio-economic programs should be reviewed and considered before

- Small Business Concerns



# FY 2017 Quick Facts

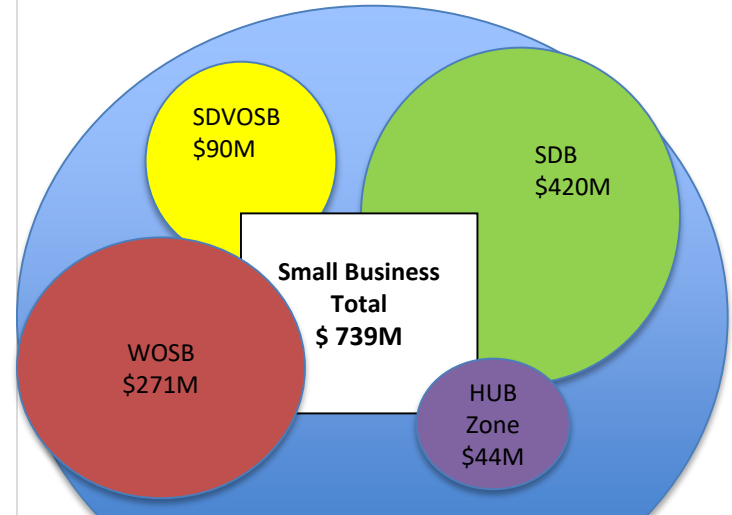
## HUD FY 2017 Small Business vs. Large Business Obligations (as of 12/1/2017)



HUD's FY 2017 Small Business Goal 39%

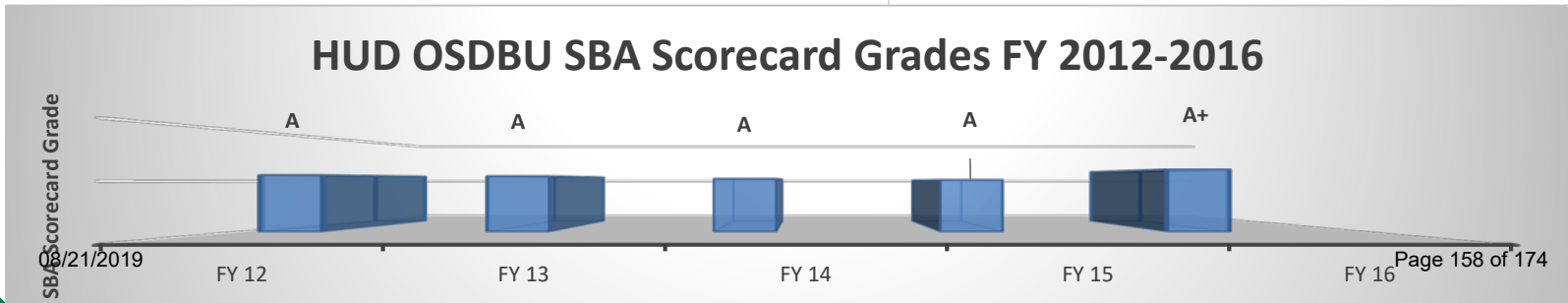
■ Small Business ■ Large Business

## HUD FY 2017 SOCIOECONOMIC OBLIGATIONS



\$739M total includes all obligations made to small business in FY 2017. Socioeconomic category obligations overlap in cases where a company satisfies more than one socioeconomic category, and are counted in each category in accordance with SBA policy and rules (not to scale and not additive). Source: FY 2017 Small Business Goaling Report (fpds.gov) as of 12/1/2017

## HUD OSDBU SBA Scorecard Grades FY 2012-2016





# HUD's FY 17 Prime Small Business Achievements (as of 12/1/2017\*)

| **Statutory Minimum set by Small Business Act 15(g)(1)  |            | ACHIEVEMENTS |               |
|---|------------|--------------|---------------|
| Total Eligible Small Business Dollars (FY 17) \$1,511,337,275<br>(excludes Interagency Agreements, UNICOR, and AbilityOne)                            | FY 17 Goal | FY 17 %*     | FY 17 \$*     |
| Small Business: Set Asides; Self Certification  | 39%        | 48.95%       | \$739,787,444 |
| Small Disadvantaged Business Concerns (SDB)   | 5%**       | 27.85%       | \$420,933,531 |
| 8(a)  |            | 9.57%        | \$144,653,431 |
| Service-Disabled Veteran-Owned Small Business Concerns (SDVOSB):<br>Service Disabled, VA Certification; Principal Owner must be veteran               | 3%**       | 5.97%        | \$90,278,266  |
| Veteran-Owned Small Business Concerns   |            | 5.79%        | \$87,549,109  |
| Women-Owned Small Business Concerns (WOSB)  | 5%**       | 17.93%       | \$271,016,956 |
| HUBZone Small Business Concerns: Community development program; 35% employees must reside in designated HZ; Principal place of business must be in HZ | 3%**       | 2.95%        | \$44,522,167  |



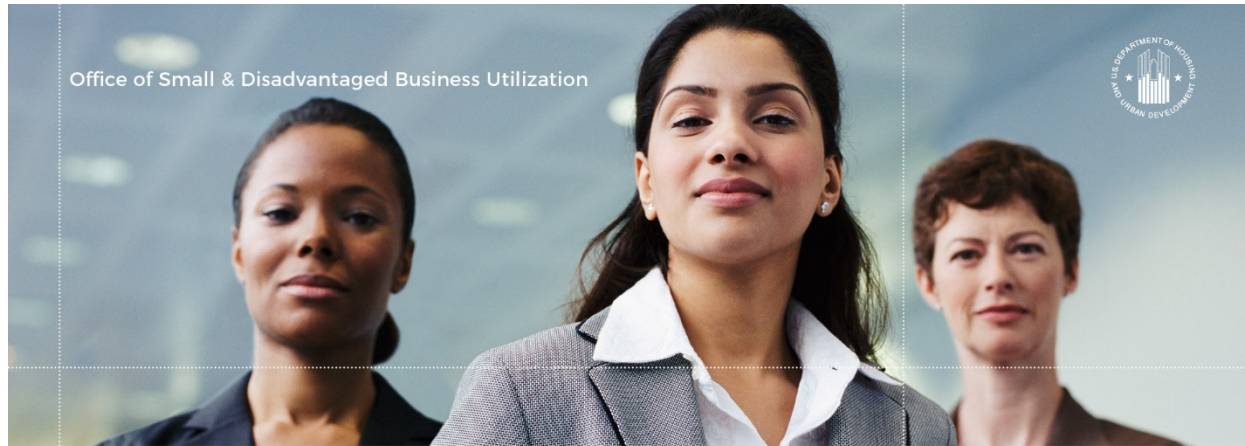
# Best Practices

- Secretary's Small Business Policy Statement
- Weekly Deputy Secretary's Senior Team Meetings and Bi-weekly Meetings with CPO and OSDBU
- Small Business Dashboard Reporting to Principal Staff and Monthly Distribution of Small Business Performance Reports
- Annual OSDBU Report
- Strategies for Strengthening Market Research and Vendor Outreach Events
- Utilization of an automated procurement system – Procurement Request Information System Management (PRISM)
- Annual Strategic Acquisition Plan Submission development process which includes OSDBU review
- Promotion of collaborative working relationships supported by OSDBU participation on the Integrated Acquisition Teams (IAT) and OSDBU membership on the Acquisition Review Council (ARC)





# Upcoming Vendor Outreach Events and HUD Training Workshops



Office of Small & Disadvantaged Business Utilization

## HUD Women Owned Small Business Outreach Session

Staying in the Game: How to be Successful in Federal Contracting

**Wednesday, March 14, 2018**

10:00am - 12:00pm

Weaver Bldg. Brooke Mondale Auditorium

# Spotlight on the HUBZone Program



The screenshot displays the SBA HUBZone Map interface. The browser address bar shows the URL: <https://maps.certify.sba.gov/hubzone/map#center=42.380468,-83.090322&zoom=12&latlng=42.351377,-83.181095>. The page title is "SBA HUBZone Map". The map shows a large area of Detroit, Michigan, shaded in blue, indicating it is a Qualified HUBZone. A legend on the left side of the map lists various designations: Qualified HUBZones (blue square), Census Tract (dark blue square), County (red square), Indian Land (light blue square), Expiring HUBZones (hatched square), Redesignated (diagonal lines square), Disaster Area (horizontal lines square), and Closed Base Area (dotted square). On the right side of the map, a green box displays the coordinates "42.351377°, -83.181095°" and a green button labeled "Qualified HUBZone". Below this, there are sections for "Designations" (with a "Show Details" link), "Census Tract", "Printable Version", "Share Map", and a note that "Qualification is valid for today: Oct 20, 2017". The bottom of the screenshot shows the Windows taskbar with various application icons and the system clock displaying "3:09 PM 10/20/2017".

As of 10/23/2017, 26 HUBZone firms are in Wayne County, MI, which includes Detroit. Source: SBA



# New OSDBU Products



U.S. DEPARTMENT OF HOUSING AND URBAN DEVELOPMENT  
THE SECRETARY  
WASHINGTON, DC 20410

JAN 31 2018

MEMORANDUM FOR: Principal Staff  
FROM: Benjamin S. Carson Sr.  
SUBJECT: Small Business Policy Statement

The President has called for transparency in federal contracting, more competition in the acquisition process, and providing our Nation's small businesses with maximum practicable opportunities to participate in federal contracting. This Department embraces these Presidential objectives. A successful and strong business community is an integral component of the Department's overall mission of job creation, community empowerment, and economic revitalization. The attached Small Business Policy Statement defines how HUD will conduct contracting activities to maximize the participation of small businesses.

The Small Business Administration (SBA), with the advice and guidance of our Deputy Secretary, Director of the Office of Small and Disadvantaged Business Utilization, and Chief Procurement Officer, has set small business contracting goals for the Department in Fiscal Year 2018, as follows:

| FY 2018 Small Business Prime Contract Goals              |            |
|--|------------|
| Small Businesses   | 35 percent |
| Small Disadvantaged Businesses (SDB)                     | 5 percent  |
| Women-Owned Small Businesses (WOSB)                      | 5 percent  |
| HUBZone Businesses                                       | 3 percent  |
| Service-Disabled Veteran-Owned Small Businesses (SDVOSB) | 3 percent  |

| FY 2018 Small Business Subcontracting Goals              |            |
|--|------------|
| Small Businesses   | 55 percent |
| Small Disadvantaged Businesses (SDB)                     | 5 percent  |
| Women-Owned Small Businesses (WOSB)                      | 5 percent  |
| HUBZone Businesses                                       | 3 percent  |
| Service-Disabled Veteran-Owned Small Businesses (SDVOSB) | 3 percent  |

SMALL BUSINESSES DRIVE JOB CREATION AND PROVIDE ECONOMIC STIMULUS | Issue 01

## FY 2017 ANNUAL REPORT

### OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

U.S. Department of Housing and Urban Development



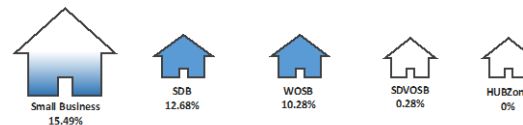
"Small businesses are critical to job creation, community support, and entrepreneurship. They are an integral part of HUD's mission to create strong, sustainable communities."

Dr. Ben Carson  
Secretary of HUD

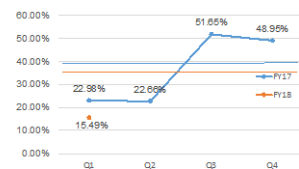


### HUD Small Business Dashboard

First Quarter 2018



FY17 to FY18 Total Small Business Goal Comparison



Source: On Track

- ✓ In FY17 Q1 HUD was ~17 percentage points shy of the 35% target
- ✓ In FY18 we are on track at about ~19 percentage points shy of the 35% target.

| Goal categories   | FY18 Goal | % Obligated QTR 1 FY18 | % Obligated QTR 1 FY17 | Status                    |
|---|-----------|------------------------|------------------------|---------------------------|
| Small Business Utilization  | 35%*      | 15.49%                 | 22.98%                 | On Track                  |
| Small Disadvantaged Business (SDB)                                | 5%        | 12.68%                 | 18.17%                 | On Track                  |
| Women Owned Small Business (WOSB)                                 | 5%        | 10.28%                 | 27.88%                 | On Track                  |
| Service-Disabled Veteran Owned Small Business (SDVOSB)            | 3%        | 0.28%                  | 3.76%                  | At Risk                   |
| Historically Underutilized Business Zone Small Business (HUBZone) | 3%        | 0.0%                   | 0.98%                  | Off Track/Needs Attention |

- On Track
- At Risk
- Off Track/Needs Attention
- Not yet begun/defined

\* Please note the SBA negotiated goal is higher than projected.



## Office of Small and Disadvantaged Business Utilization

202-402-5477

Jean Lin Pao, Director  
[Jean.Lin.Pao@hud.gov](mailto:Jean.Lin.Pao@hud.gov)

### Small Business Utilization Specialists

Meishoma Hayes  
[Meishoma.A.Hayes@hud.gov](mailto:Meishoma.A.Hayes@hud.gov)  
202-402-6792

Derek Pruitt  
[Derek.L.Pruitt@hud.gov](mailto:Derek.L.Pruitt@hud.gov)  
202-402-3467

# Social Security Administration Small Business Best Practices

WE ARE SSA – SECURING TODAY AND TOMORROW

## THE KEVIN BOSHEARS METHOD

- Objective: Achieve one socio-economic goal
- Method: Identify one set-aside opportunity

# What did SSA do?

- The agency's largest contract is the Information Technology Support Services Contract (ITSSC)
- Multiple award SSA contract
- Current value: \$7 billion
- Potential Subcontract Achievement: \$3 billion
- Full and open competition

# How was Baby ITSSC Born?

- Leadership of Acting Commissioner Carolyn Colvin
- Identified task orders under ITSSC performed by small business subcontractors
- Extracted task orders became the scope of work for the Baby ITSSC
- Total Small Business Set-Aside
- Potential value: \$1 billion



# Accessible Federal Business Opportunity Notices

- Acquisition policy requires mandatory use of SSA's Streamlined Acquisition Systems (SSASY) to post notices to FBO and FedConnect
- Includes: Sources Sought; Pre-solicitation; Solicitation; Combined Synopsis/Solicitation; and Award
- OSDDBU has unfiltered access to SSASY

# Contract Review Board

- The Contract Review Board conducts reviews for new acquisitions over \$7,000,000.
- The OSDDBU is a member of the CRB
- Membership mandates concurrence by the OSDDBU for justifications, determinations, business case analysis; cost/benefit analysis; solicitations; and terminations to contracts awarded to small business

# Agency Specific Clause Requires Rationale for Subcontracting Goaling

- SSA Clause number 2352.219-1 Submission of Small Business Subcontracting Plan (AUG 2017)
- If the offeror's small business subcontracting plan proposes goals lower than the agency's subcontracting goals, provide a brief explanation justifying the rationale to support the lower proposed goals. The rationale must be submitted as a separate document attached to the subcontracting plan.
- Rationale must be approved by the OSDBU and Procurement Center Representative

# MARKET RESEARCH

- In collaboration with the Office of Small and Disadvantaged Business Utilization and the Division of Policy and Purchase Card Administration, a sources sought synopsis is required with market research to determine if small business sources are interested in and capable of satisfying the requirement. This policy applies to all acquisitions over the SAT. It became effective November 1, 2012.
- NOTE: By SSA policy a sources sought synopsis is the only acceptable market research to justify a decision not to set-aside

# Promoting Contracts Awarded to Small Business

[Acquisition Policy](#)

[Acquisition Planning](#)

[COTR Resources](#)

[Buying Links](#)

[Contracts & BPA's](#)

[SSASy](#)

[Our Organization](#)

[Home](#) » [Contracts and BPAs](#) » IRON BOW TECHNOLOGIES

## IRON BOW TECHNOLOGIES

**Contract/BPA Number:** SS00-14-40023

**Buyer's Information:** [GREG SHANKLIN](#)   
(410) 965-9517

**Expiration Date:** 9/28/18

**Who Can Order:** [Ordering Instructions](#) 

All COs in OAG, and all Regional COs, to place calls within the limits of their authority. Micro-Purchasers may place orders against this BPA via Purchase Card, up to \$3,500.00 per order for equipment and \$2,500.00 per order for services.

**Ordering Instructions: Delivery and Pricing Information:** [Delivery Information](#) ---

Units will delivered within 30 days after receipt of the order or as otherwise mutually agreed upon.

[Pricing Information](#) 

This BPA has been established to provide microcomputer workstations, Flat Panel Liquid Display monitors, speakers, ergonomic keyboard, memory, assorted peripherals, associated support consisting of hardware installation and warranty services.

**Keywords:** [Install](#)  
[Keyboards](#)  
[Memory](#)  
[Monitors](#)  
[Peripheral](#)  
[Speakers](#)  
[Workstations](#)

08/21/2019

Page 173 of 174

# MY TOP FIVE BEST PRACTICES

1. INTERNALLY INCREASE SAT AT AGENCY LEVEL TO \$500,000  
(G. DELGADO)
2. APPOINT OSDBU CHAIR A VOTING MEMBER OF THE CATEGORY  
MANAGEMENT LEADERSHIP COUNCIL
3. INCLUDE ALL OSDBU DIRECTORS IN THE CHIEF ACQUISITION  
OFFICERS COUNCIL
4. WHITE HOUSE INTERAGENCY SMALL BUSINESS GROUP  
(M. VERA)
5. ACTIVE SBA MEMBERSHIP IN OSDBU INTERAGENCY COUNCIL