



Contracting 101
Doing Business With The Federal
Government

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Disclaimer



Although the subject matter of the following presentation deals with an ongoing or announced program by the Department of Defense, the views presented here are those of the presenter and DO NOT necessarily represent the views of the Department of the Navy, DoD or its components.

Reference: 5 CFR 3601.108

Overview

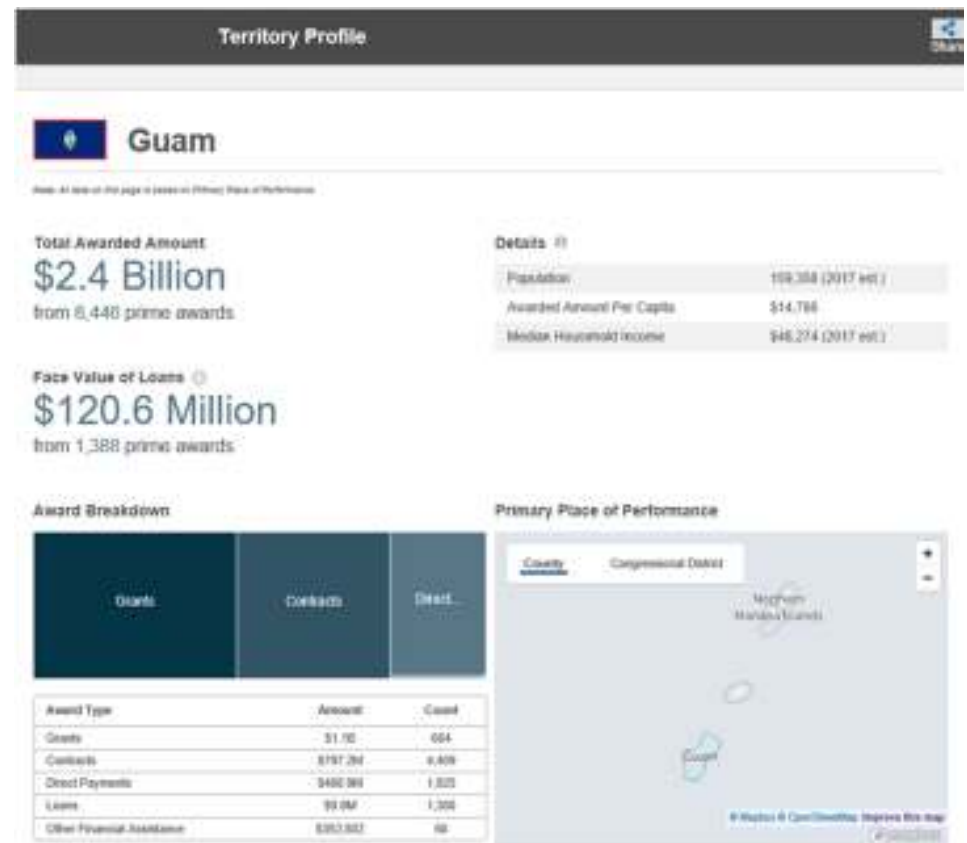
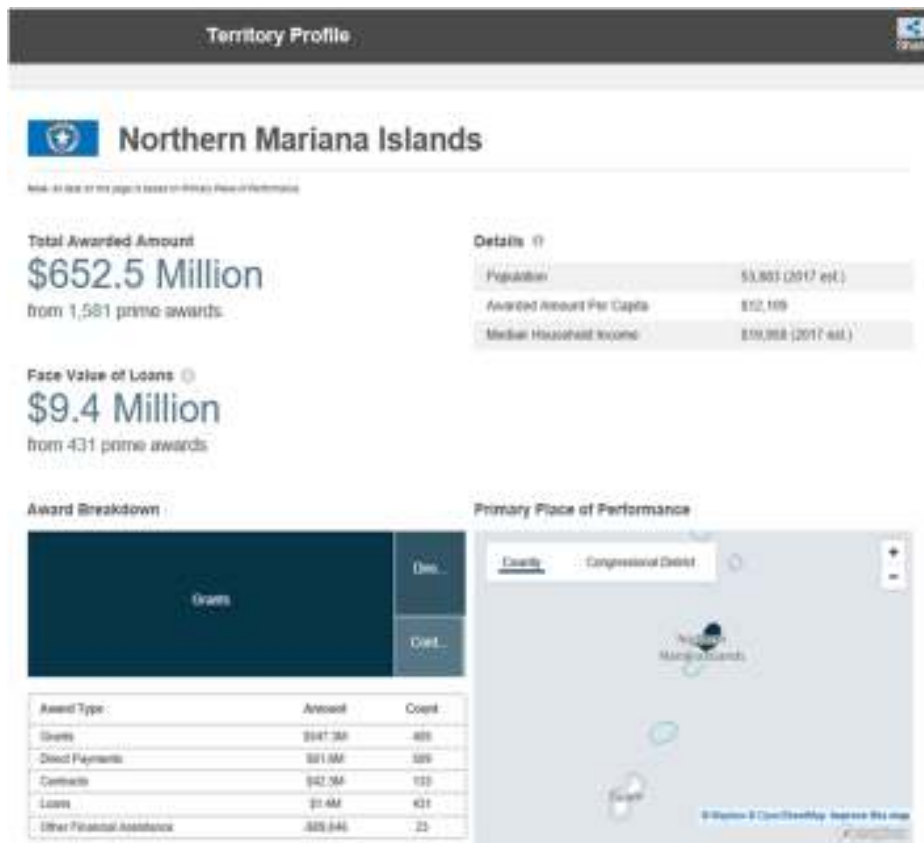


- **Why consider Federal Government Contracting?**
- **8 Basic Steps for Federal Govt Contracting**
- **What You Can Do/Things to Consider**
- **MACC Contractors**
- **PTAC Webinars**
- **Where to Find Opportunities – Forecasts**
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Why Consider Federal Government Contracting?



- The CNMI and Guam receive substantial federal funding throughout the year in the form of grants, contracts, direct payments, etc.
- Below are summaries of what was awarded over the last twelve months



Source: USASpending.gov

Why Consider Federal Government Contracting? (cont'd)



Expectations:

- **Annual National Defense Authorization Act (NDAA) specifies the budget, expenditures and policies of the U.S. Department of Defense (DoD)**
- **NDAA's include provisions that increase opportunities for small business concerns – review provisions each year**
- **NDAA 2021 bill includes \$636.4B for the DoD's base budget**
- **Appropriations Bill – provides funding to the DoD to execute/spend in accordance with the NDAA**
- **Activities related to the relocation of Marines from Okinawa to Guam alone is estimated to be ~\$8.7B**
- **NAVFAC Pacific and NAVFAC Marianas award about \$823M annually**
 - **Small Business opportunities as prime or subcontractors**

8 Basic Steps for Federal Govt Contracting



Consider these steps to participate in Federal Govt contracting:

- **Step 1: Obtain a DUNS number**
- **Step 2: Understand various small business types/programs**
- **Step 3: Register in the System for Award Management (SAM)**
- **Step 4: Look in to the 8(a) Business Development Program**
- **Step 5: Consider HUBZone Program certification**
- **Step 6: Review the beta.sam.gov web site**
- **Step 7: Check command homepages for potential projects**
- **Step 8: NETWORK, NETWORK, NETWORK,...**

Step 1: Obtain a DUNS number



- **A DUNS (Data Universal Numbering System) number is a unique, nine-digit numerical identifier that is assigned to a single business entity**
- **DUNS numbers must be obtained from Dun and Bradstreet – IT'S FREE**
- **Number is required for SAM registration and to be eligible for Department of Defense (DOD) contracts**
- **DUNS number is permanent, regardless of changes in corporate ownership or domicile**
- **If a company goes out of business, its DUNS number is never reissued**
- **Go to <www.dnb.com>**

Step 2: Understand various small business types/programs



- **Small Business (SB)**

- Small Business Administration (SBA) size standards determine whether your business qualifies as a small business concern
- Size standards define the largest size a business can be to participate in government contracting programs and compete for contracts reserved or set aside for small businesses
- Size standards vary by industry and are generally based on the number of employees or annual receipts for the business
- Current size standards are found at:
 - <https://www.sba.gov/document/support--table-size-standards>

- **Small Disadvantaged Business (SDB) – a SDB is a small business that is at least 51 percent owned by one or more individuals who are both socially and economically disadvantaged. Contractors can self-certify as a SDB**

Step 2: Understand various small business types/programs (cont'd)



- **8(a) – An 8(a) firm is a small business that is owned and operated by socially and economically disadvantaged individuals. 8(a) participants are automatically SDBs. Unlike SDB, 8(a) requires SBA certification**
- **HUBZone SB – the HUBZone program is for small companies that operate and employ people in Historically Under-utilized Business Zones**
- **Women-owned SB – A Women-Owned Small Business (WOSB) is a small business that is at least 51 percent owned by a woman or women as defined by FAR 19.001, including economically disadvantaged women owned small businesses (EDWOSB)**
- **Service-Disabled Veteran-Owned SB – The SDVOSB program is a federal, socio-economic program that allows service-disabled veterans with small businesses to compete for government contracts**
- **Qualification/certification in multiple socio-programs is advantageous to a small business concern as large prime contractors have multiple small business goals they have to meet**

Step 3: Register in the System for Award Management (SAM)



- Search engine for contracting officers to conducting market research
- Utilized by prime contractors seeking small business contractors, subcontractors, and/or partnership opportunities
- You must be registered in the System for Award Management (SAM) to be awarded a DoD contract – **ALSO FREE**
- SAM registration is also required to obtain access to federal grants and to apply for GSA Schedules
- Contract payments are made using the Electronic Funds Transfer (EFT) information contained in the SAM
- Firms will be assigned a Commercial and Government Entity (CAGE) code upon completion of the registration process
- If you are a small business, click on the tab to the Dynamic Small Business Search (DSBS) on the SAM website to update your SBA Profile
- Go to <www.beta.sam.gov>

Step 4: 8(a) Business Development Program



- 8(a) Program is for small disadvantaged businesses
- Program offers a broad scope of assistance to firms that are owned and controlled at least 51% by socially and economically disadvantaged individuals
- 8(a) participants may be **eligible for direct (sole source) awards** not to exceed \$4M
- If you believe you qualify for the SBA's 8(a) program, you must submit your application to the SBA to be certified
- When your firm is certified, the certification information will be included in your SAM profile
- Go to <www.sba.gov/8a>

Step 5: HUBZone Program



- **The SBA HUBZone program is for small companies that operate and employ people in Historically Under-utilized Business Zones**
- **Guam and the CNMI are designated as difficult development areas by the U.S. Department of Housing and Urban Development (HUD)**
- **Difficult Development Areas (DDAs) are areas with high land, construction and utility costs relative to the area median income**
- **Small businesses located in DDAs qualify for HUBZone certification**
- **HUBZone certification is one of the easier and faster certifications to obtain**
- **Due to a high HUBZone SB goal, NAVFAC Marianas tends to set aside more contracts for HUBZone Program participants**
- **If you are located in a HUBZone, you must be certified by the SBA in order to take advantage of the HUBZone program**
- **Go to <www.sba.gov/hubzone>**

Step 6: Review the beta.sam.gov website



- <https://beta.SAM.gov> is a production website that will eventually become the centralized, authoritative source of federal award data
- You can identify solicitations you may be interested in performing
- Solicitations include Requests for Proposals (RFPs), Request for Quotes (RFQs), Requests for information (RFIs), Sources Sought Notices, etc.
- Federal Agencies advertise solicitations of \$25,000 or more in the beta.sam.gov site
- The site also lists all contract awards of \$25,000 or more for potential subcontracting opportunities – A way to identify prime contractors
- Solicitations will also state if they are set aside small business concerns
- Go to <<https://beta.sam.gov/search?index=opp>>

Step 7: Check command homepages for potential projects



- **Various commands post upcoming project forecasts that are updated quarterly**
- **The forecasts typically include contract vehicle, location, project number, project title, cost range, delivery method, planned RFP issue time frame, planned award time frame, etc.**
- **Forecasts are for planning purposes only**
- **Long range forecasts may also be found in agency and major command websites: e.g. Navy, Marines, Army, Air Force**
- **Go to: <<https://business.defense.gov/Small-Business/Acquisition-Forecasts>>**
- **Additional links are provided later in this presentation**

Step 8: NETWORK, NETWORK, NETWORK,...



- **Participate in Business Opportunity Conferences, Trade Fairs, and other federally attended and sponsored industrial liaison meetings in the area**
- **Good opportunities to network with other firms and to meet the government agencies you wish to market to**
- **Have updated Capabilities Statements/business cards to distribute**
- **Networking opportunities include involvement in:**
 - **Business Expos/Industry Fairs**
 - **Chamber of Commerce: <<http://www.guamchamber.com.gu/>>**
 - **Guam Contractors Association: <<http://guamcontractors.org>>**
 - **National Association of Women in Construction (NAWIC): <<http://www.nawicguam.org/>>**
 - **Society of American Military Engineers (SAME) <<https://www.same.org/>>**

What You Can Do/Things to Consider



- **Help us help you by considering the following:**
 - Keep your registrations active and updated
 - Opportunities are periodically lost due to expired or outdated registrations
 - Obtain 8(a), HUBZone, and WOSB certifications if requirements met
 - NAVFAC regularly sets aside requirements for these programs
- **Mentor-Protégé Program**
 - Aids in building experience and past performance
 - Increases opportunities for both parties
- **Partnering/Teaming arrangements**
 - Most contractors (large and small) team up with others to be successful in a very competitive environment
 - Over 80% of current NFM contractors combined resources to compete for, and win, contracts
 - Great way to build experience and past performance
- **The following slides are current Multiple Award Construction Contracts (MACC) participants**

What You Can Do/Things to Consider (cont'd)



HUBZone DBMACC

Last Option Expired September 2020
Re-solicitation in Source Selection Phase

SDVOSB MACC

Last Option Expires July 2021

Global Engineering Services Inc. N4019216D2820	San Diego, CA
M-80 Systems Inc. N4019216D2821	Barrigada, GU
Pacific Industrial Coatings N4019216D2822	Maite, GU
Pearl Construction Env Svcs, Inc. N4019216D2823	Hagatna, GU
RELYANT Global, LLC N4019216D2824	Maryville, TN

What You Can Do/Things to Consider (cont'd)



Small Business MACC

Last Option Expires July 2023

Fargo Pacific, Inc. N4019218D2800	Tamuning, GU
Modern International, Inc. N4019218D2801	Barrigada, GU
Pacific Rim Constructors, Inc. N4019218D2802	Dededo, GU
Reliable Builders, Inc. N4019218D2803	Hagatna, GU
Serrano Construction and Development Corp. N4019218D2804	Dededo, GU

8(a) MACC

Last Option Expires April 2024

Chugach Consolidated Solutions, LLC N4019219D2831	Anchorage, AK
Clayarch, Inc. N4019219D2832	Tamuning, GU
GSI North America Inc. N4019219D2833	Flemington, NJ
InfraTech International, LLC N4019219D2834	Barrigada, GU
S.K. Construction, Inc. N4019219D2835	Tamuning, GU

What You Can Do/Things to Consider (cont'd)



Guam DBMACC Last Option Expires September 2024	
Black Construction-Tutor Perini JV N6274219D1328	Harmon, GU
Caddell-Nan JV N6274219D1329	Montgomery, AL
Core Tech-HDCC-Kajima LLC N6274219D1330	Tamuning, GU
Gilbane SMCC ECC LLC N6274219D1331	Concord, CA
Hensel Phelps Construction Co. N6274219D1332	Honolulu, HI

What You Can Do/Things to Consider (cont'd)



- **Position your company for upcoming re-procurements**
 - Market your company
 - Keep your SAM registration and SBA profile updated
 - Distribute Capabilities Statements
 - Develop a website
- **Contact the Procurement Technical Assistance Center (PTAC), Small Business Development Center (SBDC), and the U.S. SBA for assistance/guidance**

What You Can Do/Things to Consider (cont'd)



- **Consider participation in weekly PTAC webinars**
 - **It's FREE (paid for by your taxpayer dollars)**

- **Topics offered include:**
 - **Applying for a DUNS Number & Registering in SAM**
 - **Updating Your SBA Profile and Navigating the DSBS**
 - **Marketing to the Federal Government**
 - **Federal Contract Opportunities**
 - **Responding to Requests for Proposals (RFPs)**
 - **How to Get 8(a) Certified**
 - **How to Get HUBZone Certified**
 - **How to Get Women Owned Small Business (WOSB) Certified**

- **Sign up at: <<http://www.guamptac.com/>>**

Where to Find Opportunities - Forecasts



- **NAVFAC Marianas:**
<https://www.navfac.navy.mil/navfac_worldwide/pacific/fecs/marianas/about_us/navfac-marianas-industry-engagement-opportunities.html>
- **NAVFAC Pacific:**
<https://www.navfac.navy.mil/navfac_worldwide/pacific/about_us/industry-engagement-opportunities.html>
- **Defense Policy Review Initiative (DPRI) Guam Acquisition Information:**
<https://www.navfac.navy.mil/navfac_worldwide/pacific/about_us/guam_realignment.html>
- **DoD Acquisition Forecasts:**
<<https://business.defense.gov/Small-Business/Acquisition-Forecasts/>>

Other Useful Sites



- **Beta.sam.gov Opportunities:**
<<https://beta.sam.gov/search?index=opp>>
- **Dynamic Small Business Search (DSBS):**
< https://web.sba.gov/pro-net/search/dsp_dsbs.cfm>
- **PTAC (Procurement Technical Assistance Center):**
<<http://www.guamptac.com/>>
- **Dun & Bradstreet:**
< <https://www.dnb.com/>>
- **System for Award Management (SAM):**
< <https://sam.gov/SAM/pages/public/index.jsf>>
- **Pacific Islands Small Business Development Center Network:**
<<https://pacificsbdc.com/home>>
- **U.S. Business Administration:**
<<https://www.sba.gov>>

Points of Contact



- **NAVFAC Marianas:**
 - **Mr. Eugene Diaz, Acquisition Director**
E-mail: Eugene.Diaz@fe.navy.mil or phone (671)339-6148
 - **Ms. Norma Borja, Deputy for Small Business**
E-mail: norma.borja@fe.navy.mil or phone (671)339-7090
 - **Ms. Janalyn Rosario, Contracting Officer**
E-mail: janalyn.rosario@fe.navy.mil or phone (671)333-2272
 - **Mr. Dante Serneo, Contracting Officer**
E-mail: Dante.Serneo@fe.navy.mil or phone (671)339-5120
 - **Ms. Christine Manglona, Director of Business Operations**
E-mail: Christine.Manglona@us.af.mil or phone (671) 366-6622

Points of Contact (cont'd)



- **NAVFAC Pacific:**
 - **Ms. Jill Nii, Acquisition Director**
E-mail: jill.nii@navy.mil or phone 808-474-2038
 - **Ms. Gina Pascualucci, Deputy for Small Business**
E-mail: regina.pascualucci@navy.mil or phone (808) 472-1045

- **Guam Procurement Technical Assistance Center (PTAC):**
 - **Mr. Boris Hertslet, Program Manager**
E-mail: boris@guamptac.com or phone (671) 735-2596



QUESTIONS ?

Opportunities are never lost; someone will take the ones you miss.