

SMALL BUSINESS PROGRAMS

Order of Precedence

HUBZone 8(a)
Sole Source 8(a) or HUBZone
Competitive 8(a) or HUBZone/SDVOSB
Small Business Set Aside
Unrestricted

< \$4.5 million: projects are suitable for 8(a) Sole
> \$4.5 million: all projects will be evaluated for suitability of small business set-aside following the order of precedence listed above. The acquisition strategy (set-aside/unrestricted) will be determined by the District's Advanced Acquisition Planning Board.

8(a) Program - Firms are certified by the Small Business Administration. The size of a firm is defined by their NAICS code. Synopsis advertised in FEDBIZOPPS and SBA approves before award. SBA may request a project be set-aside for the 8(a) program upon receipt of a "search letter" from a contractor.

< \$4.5M: projects can be Sole Sourced
> \$4.5M: projects are competitive (IFB or RFP)

Service-Disabled Veteran-Owned Small Business Procurement Program

- The Veterans Benefit Act of 2003 (15 U.S.C. 657f) created the procurement program for small business concerns owned and controlled by service-disabled veteran-owned small business concerns.

HUB Zone - Addresses historically underutilized business zones. Dept. of Commerce identifies county/ city areas to designate as a HUB Zone. Businesses must be registered with the SBA. Areas and listed firms are at <http://www.sbaonline.sba.gov>.

Small Business Set Asides - Apply to small businesses or small disadvantaged businesses. Applies to actions >\$10,000 where supplies are both sold and manufactured by the small business. SBA must concur on decisions not to set aside and has appeal rights.

A-E Contracts - Small Business Set Asides apply to all Civil Works A-E projects regardless of dollar value. All A-E contracts must be procured using "Brooks Act" procedures (no sole source permitted).

Small Businesses must perform a certain portion of the total contract:

Construction General = 15 percent
Construction Special Trade = 25 percent
Services = 50 percent

Small Business Competitive Demonstration Program - Small Business Set Asides do not apply to certain select groups so long as small businesses are winning 40% in full and open competition.

WEST BRANCH SUPPORTS

Contracting Division, El Monte Baseyard, Engineering Division, Programs and Project Management Division, Public Affairs Office, Resource Management Office, Safety Office, Southern California Area Office

PROGRAMS and PROJECTS: All projects in CA

EAST BRANCH SUPPORTS

Arizona/Nevada Office, Construction Division, EEO, Executive Office, Internal Review Office, Logistics Management Office, Office of Counsel, Planning Division, Asset Management Division, SADB Office, Security Office

PROGRAMS and PROJECTS: All projects in AZ/NV

POINTS OF CONTACT

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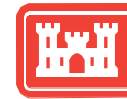
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View our Website for additional contracting information and regulations at
<http://www.spl.usace.army.mil/BusinessWithUs.aspx>
VIEW our solicitations at <http://beta.sam.gov>



**US Army Corps
of Engineers®**

Los Angeles District



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BUILDING STRONG®

CONTRACTING TOOLBOX

- Government Purchase Card Program
- Simplified Acquisition Procedures
- Indefinite Delivery/Indefinite Quantity Contracts
- Performance Orientated Construction Activity Contracts
- Design Build Multiple Award Task Order Contract
- A&E Contracts
- Service & commercial items contracts

INDEFINITE DELIVERY / INDEFINITE QUANTITY CONTRACT

Purpose: Provide an indefinite quantity of construction, services, or supplies during a fixed period with specialty contractors NTE a 5-year period.

Features:

- Task Order Contracts
- Can be either:
 - * Single Award – no competition for task orders
 - * Multiple Award – competition among several contractors for task orders

Examples: various construction disciplines, A&E and planning services

PERFORMANCE ORIENTATED CONSTRUCTION ACTIVITY CONTRACT

Purpose: Procure maintenance, repair, and rehabilitation work with prescreened 8(a) firms on a sole source or competitive basis NTE a 3-year period or \$2M.

Features:

- Allows for simplified design and construction
- G&A rate negotiated at contract award
- Materials/Labor negotiated per task orders
- Excellent for smaller value projects less than \$2M.

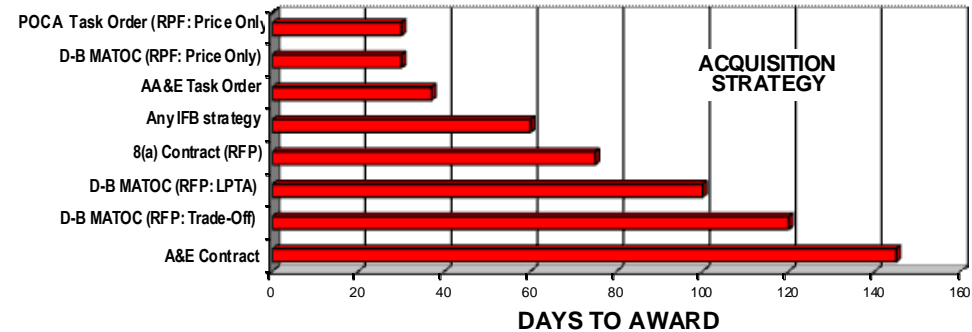
DESIGN BUILD MULTIPLE AWARD TASK ORDER CONTRACT - NRO

Purpose: Regional contracting instrument that provides pre-qualified contractors and competitive pricing. Contractors perform "cradle to grave" design and construction activities NTE 5 years or \$49.5M and is primarily for NRO.

Features:

- Compete Task Orders
- Design-Build
- \$3K to \$15M Task Orders

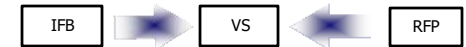
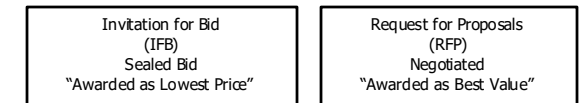
DETERMINE YOUR CONTRACTING LEADTIME



STEPS IN THE CONTRACTING PROCESS

1. Determine Contracting Strategy
 - Up to \$10,000- VISA Card
 - \$10,001-\$250,000-Purchase Order or Task
 - Over \$10K
 - General Services Administration Federal Supply Schedule
 - Commercial Items awarded up to \$7M using SAP
 - Over \$250,000 - New stand-alone or IDIQ contracts or task orders under existing IDIQ
2. Consult with the applicable PDT, and determine the best method for award:
 - Invitation for Bid - Lowest Price Only
 - Request for Proposal - Best Value
 - Lowest Price Technically Acceptable
 - Trade-Off
3. Submit Project Data Sheet to Advanced Acquisition Planning Board for review for projects greater than \$250,000
 - Monthly AAPB meetings
 - Out of Cycle Request
4. Coordinate project with Project Manager and appropriate Contracting Division Branch to initiate the contracting process.

DETERMINE METHOD FOR AWARD



IFB is 100% Design; Award based on lowest price only

RFP allows for factors other than price to be considered for evaluation:

- ⇒ Past performance/schedule
- ⇒ Experience/qualifications
- ⇒ Capability/understanding of the work

BEST VALUE ANALYSIS

LOWEST PRICE TECHNICALLY ACCEPTABLE (LPTA)

- Technical Proposals evaluated on a GO-NO-GO basis
- Evaluated against evaluation criteria stated in the solicitation, not each other
- Award made to lowest price, technically acceptable offeror



COMPLEXITY and TIME INCREASES



TRADE OFF

- More complex evaluation method
- Evaluated against evaluation criteria stated in the solicitation
- Compare advantages/disadvantages/risk analysis
- Award made to proposal determined to be best overall value to government taking both proposal price and technical capability into consideration

