

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

<\$3 million: Projects are suitable for 8(a) Sole Source
>\$3 million: All projects will be evaluated for suitability for 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 (SBA). The size of a firm is defined by their NAICS code. Synopsis advertised in FEDBIZOPPS & 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.

< \$3 million: projects are Sole Source
> \$3 million: Projects are competitive (IFB or RFP)

Service-Disabled Veteran-Owned Small Business - (SDVOSB) 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 business 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 Business must actually perform a certain portion of the total contract:

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

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

DIVISION: Contracting Division, El Monte Baseyard, Engineering Division, High Desert Area Office, Programs Project Management Division, Public Affairs Office, Resource Management Office, Safety Office, Southern California Area Office, Information Management Office

PROGRAMS and PROJECTS: All projects in CA

EAST BRANCH SUPPORTS

DIVISIONS: Arizona/Nevada Office, CON-OPS, EEO, Executive, Office, Internal Review Office, Logistics, Management Office, Office of Counsel, Planning Division, Real Estate Division, SADBUE Office, Security Office

PROGRAMS and PROJECTS: All projects in AZ/NV

VIEW our Internet WebPages for additional contracting information and regulations at:

<http://www.spl.usace.army.mil/cms/index.php>

VIEW our solicitations at:

<https://www.fedteds.gov/>

<http://www.fedbizopps.gov>

POINTS OF CONTACT

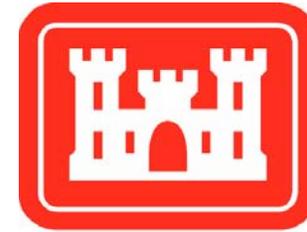
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US Army Corps of Engineers Los Angeles District

CONTRACTING TOOLBOX



A GUIDE TO THE CONTRACTING TOOLS AVAILABLE FROM THE CONTRACTING DIVISION

CONTRACTING TOOLBOX

- Government Purchase Card Program
- Simplified Acquisition Procedures (SAP)
- Indefinite Delivery/Indefinite Quantity Contracts (IDIQs)
- Performance Orientated Construction Activity Contracts (POCAs)
- Multiple Award Performance Orientated Construction Contracts (MAPOCC)
- Design Build MATOC (D-B MATOC)
- A&E Contracts
- Service & commercial items contracts

INDEFINITE DELIVERY CONTRACT CONTRACTS (IDC)

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 (TO) 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 (POCA)

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 \$3 million dollars.

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 \$3 million

MULTIPLE AWARD PERFORMANCE ORIENTATED CONSTRUCTION CONTRACT (MAPOCC)

Purpose: Procure maintenance, repair, and rehabilitation work with prescreened 8(a) firms on a competitive basis. Contract value up to \$29 million dollars.

Features:

- Award multiple contracts to three 8(a) contractors in each Area Office (High Desert; So Cal; AZ/NV)
- Compete each Task Order amongst the 3 contractors in the appropriate Area Office
- Excellent for medium range value projects between \$1 to \$5 million
- Requires projects to be Fully Designed

DESIGN BUILD MULTIPLE AWARD TASK ORDER CONTRACT (D-B MATOC)

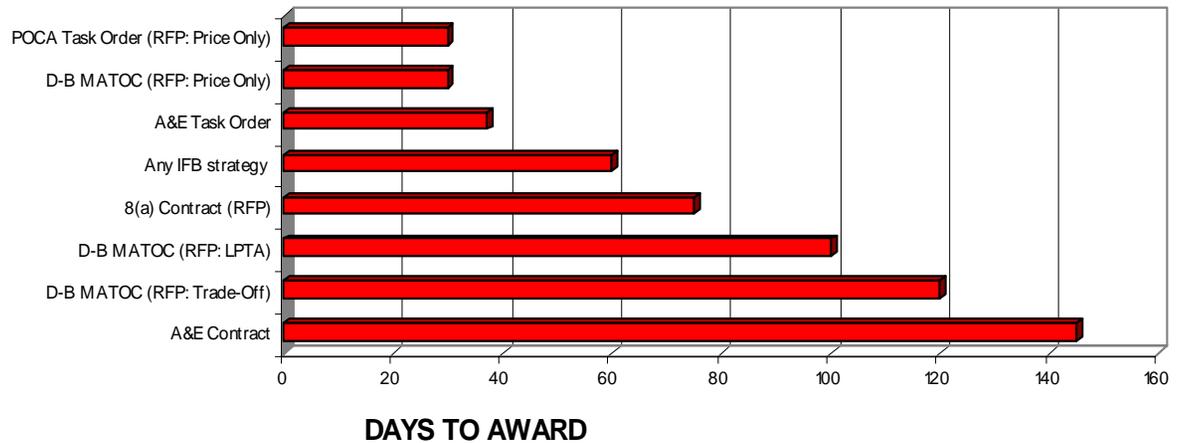
Purpose: SPL's regional contracting instrument that provides pre-qualified contractors and competitive pricing. Contractors perform "cradle to grave" design and construction activities NTE 5 years or \$400 million dollars.

Features:

- Compete or sole source Task Orders
- Design-Build
- Design-Bid-Build
- 100K to \$20 million Task Orders

DETERMINE YOUR CONTRACTING LEADTIME

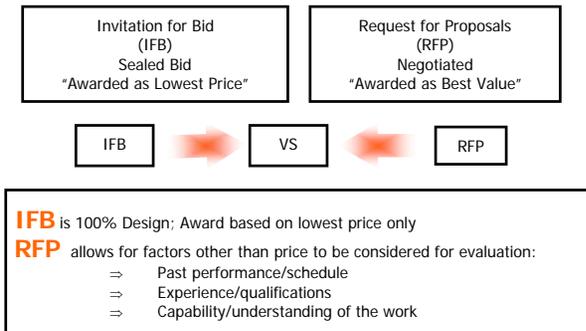
ACQUISITION STRATEG



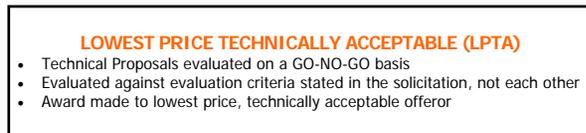
STEPS IN THE CONTRACTING PROCESS

1. Determine Contracting Strategy
 - Under \$2,500 - VISA Card
 - 2,501-\$100,000 - Purchase Order (SAP) or Task Order
 - Over \$2,501-
 - General Services Administration (GSA) Federal Supply Schedule
 - Commercial Items awarded up to \$5M using SAP
 - Over \$100,000 - 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 (IFB) - Lowest Price Only
 - Request for Proposal (RFP) - Best Value
 - Lowest Price Technically Acceptable
 - Trade-Off
3. Submit Project Data Sheet to Advanced Acquisition Planning Board (AAPB) for review for projects greater than \$100,000
 - Quarterly 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



BEST VALUE ANALYSIS



COMPLEXITY and TIME INCREASES

