

How to do Business with NAVFAC SW

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Who is NAVFAC Southwest?

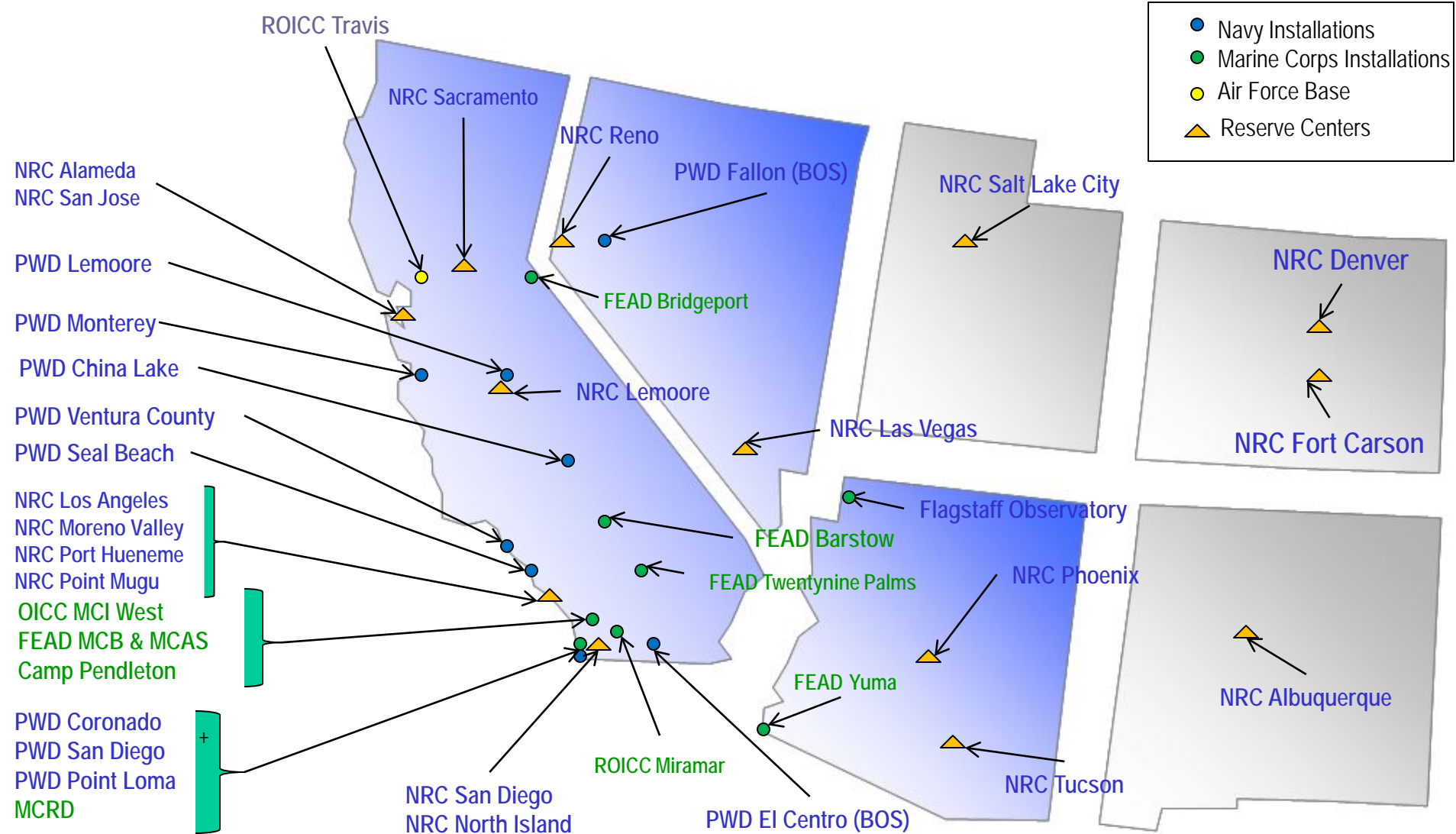


Naval Facilities Engineering Systems Command, Southwest, headquartered in San Diego, CA, provides all facilities acquisition, installation, engineering support, and base operating and maintenance services required to support Navy and Marine Corps Servicemen ashore throughout our six-state area of responsibility.





NAVFAC SW Area of Responsibility



What NAVFAC SW Buys



- **Design and Construction**

- Construction Services
- Architect & Engineering Services
- Design In-House
- Specialized Technical Services

- **Environmental**

- Environmental Planning/NEPA
- Environmental Compliance & Conservation
- Environmental Restoration
- Sustainable Solid Waste Management

- **Public Works**

- Facility Sustainment
- Utility & Energy Management
- Base Operation and Maintenance
- Facility Services

Target Market



- In 2021 the Federal Government spent \$6.82 Trillion
- Know your target market – might not be NAVFAC
- Federal Procurement Data System (FPDS-NG) report generation has transitioned to www.beta.SAM.gov under Data Bank
 - Plethora of information to research what Government agencies are buying
- USASPENDING.gov:
<https://www.usaspending.gov/#/>
 - Which agencies are buying your NAICS codes?

Useful Website Links



- **Federal agencies procurement forecasts:**

<https://www.acquisition.gov/procurement-forecasts>

- **NAVFAC Southwest website:**

https://www.navfac.navy.mil/navfac_worldwide/pacific/fecs/southwest.html

- **NAVFAC Southwest Ridgecrest (China Lake):**

https://www.navfac.navy.mil/navfac_worldwide/pacific/fecs/southwest/about_us/our_services/capital_improvements/naws-china-lake-earthquake-recovery.html

- **NAVFAC Small Business website:**

https://www.navfac.navy.mil/products_and_services/sb.html

How to get involved...



- **Locate contracting and subcontracting opportunities:**

- www.beta.SAM.gov

- Formerly FedBizOps

- NAVFAC SW opportunities:

- Key word/filter search: **N62473**

- **What can be found on this site:**

- Sources Sought

- Requests for Information

- Solicitations

- Outreach Events

- Other Important Information

Office of Small Business Programs



- **Promote maximum opportunity for small businesses**
- **Advise and assist acquisition officials to ensure strategies are structured to facilitate small business utilization**
- **Council small businesses to maximize opportunities to compete for DoD prime contracts and subcontracts**
- **Analyze small business capabilities**
- **Ensure large businesses provide adequate subcontracts to small business concerns**

Small Business Categories



- **Small Business (SB)**
- **Small Disadvantaged Business (SDB)**
- **Historically Underutilized Business Zone Small Business (HUBZone)**
- **Women Owned Small Business (WOSB)**
- **Service Disabled Veteran Owned Small Business (SDVOSB)**

NAVFAC SW SB Prime Targets FY22



<u>Category</u>	<u>Target</u>
SB	41.52%
SDB	28.09%
HUBZone	10.29%
WOSB	10.24%
SDVOSB	3.01%

➤ **FY21 – NAVFAC SW awarded over \$1.9 Billion prime contracts to small business concerns**

SBA Resources



- **Small Business Administration website:**

www.sba.gov

- **Subcontracting Opportunities:**

https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm

- **Dynamic Small Business Search (DSBS):**

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

- Small Business Office first search point for vendors
- Where Contracting Officers perform market research
- Contractors ensure profile is dynamic with capabilities and key work sections

Additional Resources



- **Procurement Technical Assistance Center:**

<http://www.dla.mil/SmallBusiness/Pages/ProcurementTechnicalAssistanceCenter.aspx>

- **Small Business Development Center:**

<https://www.sba.gov/local-assistance/find?type=Small%20Business%20Development%20Center>

Contact Info



Small Business Representatives

Deputy for Small Business
NAVFAC PAC

Mr. Anthony Phillips
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Mr. Randall Miller
Procurement Center Representative
Office of Government Contracting, Area
VI

U.S. Small Business Administration
Randall.Miller@sba.gov

Procurement Technical Assistance Center (PTAC)

San Diego, Orange, Imperial PTAC
(619) 216-6671

swcptac@swccd.edu

Small Business Authorized Representatives (SBPAR)



- NAVFAC SW has a total of 16 Field Offices (FO) throughout its AOR.
- Each FO has a SBPAR who is appointed by NAVFAC OSBP.
- Their contact information is shown on the following slide.
- They attend Industry Days and local outreach events as authorized.
- Provide counseling and guidance to small business on contracting and sub-contracting opportunities.

Field Offices SBPAR contact information



FEAD Barstow, Ruben Tellez Jr. (760) 577-6844 ruben.tellez1@navy.mil	FEAD Ventura, Vacant
FEAD Camp Pendleton, Lisa Dela Pena, (760) 763-8387 lisa.delapena@navy.mil	FEAD Pt. Loma, Vince Rodriguez, (619) 524-8554 vincent.a.rodriguez@navy.mil
FEAD China Lake, Christopher Williams, (760) 939-4418 christopher.h.willi2@navy.mil	FEAD Miramar, Julia Taylor, (858) 577-6307 julia.taylor@navy.mil
FEAD El Centro, Gabrielle Steinau, (760) 339-2455 gabrielle.t.steinau@navy.mil	FEAD 29 Palms, Tricia Murray, (760) 830-6419 Tricia.murray@navy.mil
FEAD Yuma, Adrienne Moore, (928) 269-3694 adrienne.j.moore@navy.mil	FEAD Monterey, Shawn Borisow, (831) 656-3684 shawn.borisow@navy.mil
ROICC Travis, Linda Banfield, (707) 424-2427 linda.banfield@navy.mil	FEAD Lemoore, Alejandro Ochoa, (559) 998-3580 alejandro.ochoa1@navy.mil
FEAD San Diego, Brandon Spaulding, (619) 556-6432 brandon.spaulding@navy.mil	FEAD Coronado, Shannon Litchy, (619) 545-4882 shannon.litchy@navy.mil
FEAD Fallon, Vacant	FEAD Seal Beach, Santiago Rodriguez, santagio.rodriguez@navy.mil