Fleet Logistics Center, Puget Sound

NAVY/PTAC
Small Business Training and Outreach
Topics for Discussion

5 Steps to Start The Navy Marketing (who, what, where and when)
Navy Contracting and Sourcing
5 Steps to Start

1. Establish a Commercial Business
2. Familiarize yourself with Federal, DoD and Navy agencies (i.e. who’s buying what and how they buy it).
3. Register in the Central Contractor Registration System (ccr.gov)
4. Market, Market, Market....
5. Start Bidding (review Federal Business Opportunities – FEDBIZOPPS)
The Navy

**Naval Supply Systems Command (NAVSUP)**

- Fleet Logistics Center (7 total), Puget Sound
- Manchester Fuel Depot

**Naval Facilities Engineering Command (NAVFAC)**

- Naval Facilities Engineering Command Northwest

**Naval Sea Systems Command (NAVSEA)**

- Puget Sound Naval Shipyard and Intermediate Maintenance Facility (PSNS/IMF)
- Industry Manager Department (SUPSHIPS)
- Naval Undersea Warfare Center – Keyport

**Others:**

- Navy Region Northwest
- Naval Base Kitsap – Bangor and Bremerton
Two More You Should Know

General Services Administration (GSA)
GSA establishes long-term government-wide contracts for over 10 million commercial products and services.

Defense Logistics Agency (DLA)
DLA procures, manages, stores and distributes almost every consumable item the military needs to operate.

NEW: DLA PURCHASES ALL NON-NUCLEAR SUPPLIES FOR PSNS/IMF
Who:
- Small Business Specialists
- End-Users
- Military Officers
- SB Representatives
- Buyers/Contract Specialists

What:
- Business Card
- Line Card/Capability Statement
- E-mail or Mail
- Web Page
Where:
- SB Outreaches
- SB Conferences
- Industry Conferences
- Prime Contractors
- Subcategory Organizations (non-profits)
- Procurement Technical Assistance Centers (PTAC)
- Small Business Administration (SBA)

When:
- WHEN YOU ARE PREPARED!
Navy Contracting

Regulations:

- Federal Acquisition Regulations (FAR)
- Defense Federal Acquisition Regulations (DFAR)
- Navy Marine Corp Acquisition Regulation Supplement (NMCARS)  [https://www.acquisition.gov/far/](https://www.acquisition.gov/far/)

SB Set-Asides:

- Products - # of employees or less (500 typically)
- Services - $$ per average annual receipts (varies)

NEW: All Procurements $150K or less are set-aside for small business
Navy Contracting

Mandatory/Suggested/Optional Sources

- Existing Inventory
- DLA Stock System

- AbilityOne (NISH/NIB)
- Unicor (Federal Prison Systems)

- “STRATEGIC SOURCING”
  - 8(a) set-asides, other SB Set-Asides
    (HUBZone/SDVOSB/WOSB)
  - Total SB Set-Asides
  - Full and Open Competition
Strategic Sourcing

Benefits of Strategic Sourcing

- Change in Consumption/Volume
  - Demand Management
    - Eliminate demand
    - Reduce consumption
    - Encourage substitution
    - Change product mix
  - Specification Review
    - Eliminate “gold-plating”
    - Simplify specifications
    - Alternative products

- Reduction in Cost Per Unit
  - Pricing Improvements
    - Lower unit price
    - Volume rebates
    - Payment term discounts
  - Supply Chain Savings
    - Cost of capital
    - Warehousing costs
    - Shipping costs
  - Reduced Lifecycle Costs
    - Maintenance costs
    - Operating costs
    - Disposition costs

- Improved Operating Efficiency
  - Reduced Procurement-Related Operating Expense
    - PO Processing
    - Accounts Payable
    - Receipt/Warehousing
    - Standardized procurement process
  - Reduced Non-Procurement Related Operating Expense
    - Other operating efficiencies

- Improved Supply Management
  - Socio-economic Goals
    - Structured analysis of small/disadvantaged business opportunities
  - Optimized Supplier Relationships
    - Improved joint understanding of needs and capabilities
    - Increased efficiencies across the entire supply chain
  - Performance Monitoring
    - Structured metrics and periodic review of contractor performance
Strategic Sources

- **Local IDIQ contracts** (NAVFAC’s Construction, Public Works functions, A&E, Environmental and Janitorial/Landscaping) (NAVSUP’s temp clerical, fire-watch, marine design) (NAVSEA general labor/machine shop, electronic components, torpedo parts)

- **Regional IDIQ contracts** (NAVSUP Furniture, Contract Close-out, maritime coatings, office supplies, wireless services)

- **GSA** - General Services Administration (Schedules – commercial products and services)

- **NMCI** - Navy Marine Corps Intranet (IT, help desk, printers, computers etc)

- **DoD EMALL** - Electronic Mall (DLA managed products/services available for purchase via GCC)

- **SeaPort-E** (NAVSEA - professional services)

- **FedBid** (on-line market place, reverse action model) (supplies and simple services)
Bidding Tips:
- Read the Solicitation
- Bid on Time
- Under $150K bid quickly
- Over $150K, include exceptions if allowed in solicitation/RFP (request for proposal)
- Respond to Sources Sought
- Always be Professional – Always be Patient
Take-aways:
- Register in CCR
- Determine who your customer is and understand their requirements
- Research existing sources of supply/services
- SB must have marketing material, and it needs to be professional
- Be prepared with the who, what and where
- Read the Solicitation
- If you don’t understand, ask
- Always be Professional

QUESTIONS??
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