DENVER SERVICE CENTER

• National Park Service Project Management Office

• Design, Construction, Planning, Contracting

• Nationwide
ADVANCE ACQUISITION PLAN

• Office of Small and Disadvantaged Business Utilization (OSDBU) Website: https://www.doi.gov/pmb/osdbu/forecast

• All Department of the Interior Bureaus

• Submitted in September of prior Fiscal Year
# SMALL BUSINESS GOALS

**National Park Service Fiscal Year 2019**

<table>
<thead>
<tr>
<th>SIZE &amp; SOCIO-ECONOMIC STATUS</th>
<th>GOAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Business</td>
<td>55%</td>
</tr>
<tr>
<td>Small Disadvantaged Business (SDB)</td>
<td>5%</td>
</tr>
<tr>
<td>8(a) Program</td>
<td>NA</td>
</tr>
<tr>
<td>Service-Disabled, Veteran-Owned (SDVOSB)</td>
<td>3%</td>
</tr>
<tr>
<td>Women-Owned</td>
<td>5%</td>
</tr>
<tr>
<td>HUBZone</td>
<td>3%</td>
</tr>
</tbody>
</table>
Denver Service Center PROCESS

- Market Research
- Solicitation
- Administration
MARKET RESEARCH

• **FIRST NOTIFICATION** of upcoming project
• **INPUT** in potential set-aside
• Emails from Rosemary OR Federal Business Opportunities (FBO) Sources Sought
• Respond **APPROPRIATELY**
  • General information
  • Within page limits
MARKET RESEARCH

• Takes 2 months
• Completed 6 months before solicitation

• National Park Service approves all acquisitions >$250K
• Small Business Administration approves on Unrestricted Full & Open

• 8(a) – Search Letters or Self-Marketing
SOLICITATION

• COMPETITIVE - Best Value Tradeoff

• TECHNICAL ABILITY
  ▪ Solicitation Sect L – Submittal
  ▪ Solicitation Sect M – Evaluation

• PRICE
  ▪ Submit BEST price up front.
  ▪ DON’T BUY-IN
SOLICITATION

• SOLE SOURCE 8(A)
  • External Review of price proposals
  • FAIR & REASONALBE PRICING
    • Competitive contractor Quotes
    • Compare to Market Rates
    • Clear price breakdown of bottom line
      • Direct Costs - Labor, Materials, Equipment, Subs,
      • Indirect Costs – Over Head and General & Administrative
SOLICITATION

- % of self-performance on set-asides (similarly situated firms, labor only)
- HubZone Certifications
- Subcontracting Goals – minimum National Park Service requirements
- % of Total Contract Value (TCV)
ADMINISTRATION

• CONGRATULATIONS - Be ready to go!
• **Meet self-performance %s**
  (similarly situated firms, labor only)
• Know your responsibilities
• MANAGE your project & project team
• Fair Pricing – with back-up on mods
• Communicate
Questions
&
Thank You!!