



# SMALL BUSINESS OFFICE

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**16 June 2020**

Disclaimer: The information provided herein represents the Government's best understanding of the procurement as of the presentation date. This information should be considered preliminary and subject to change.



# SB—Who We Are

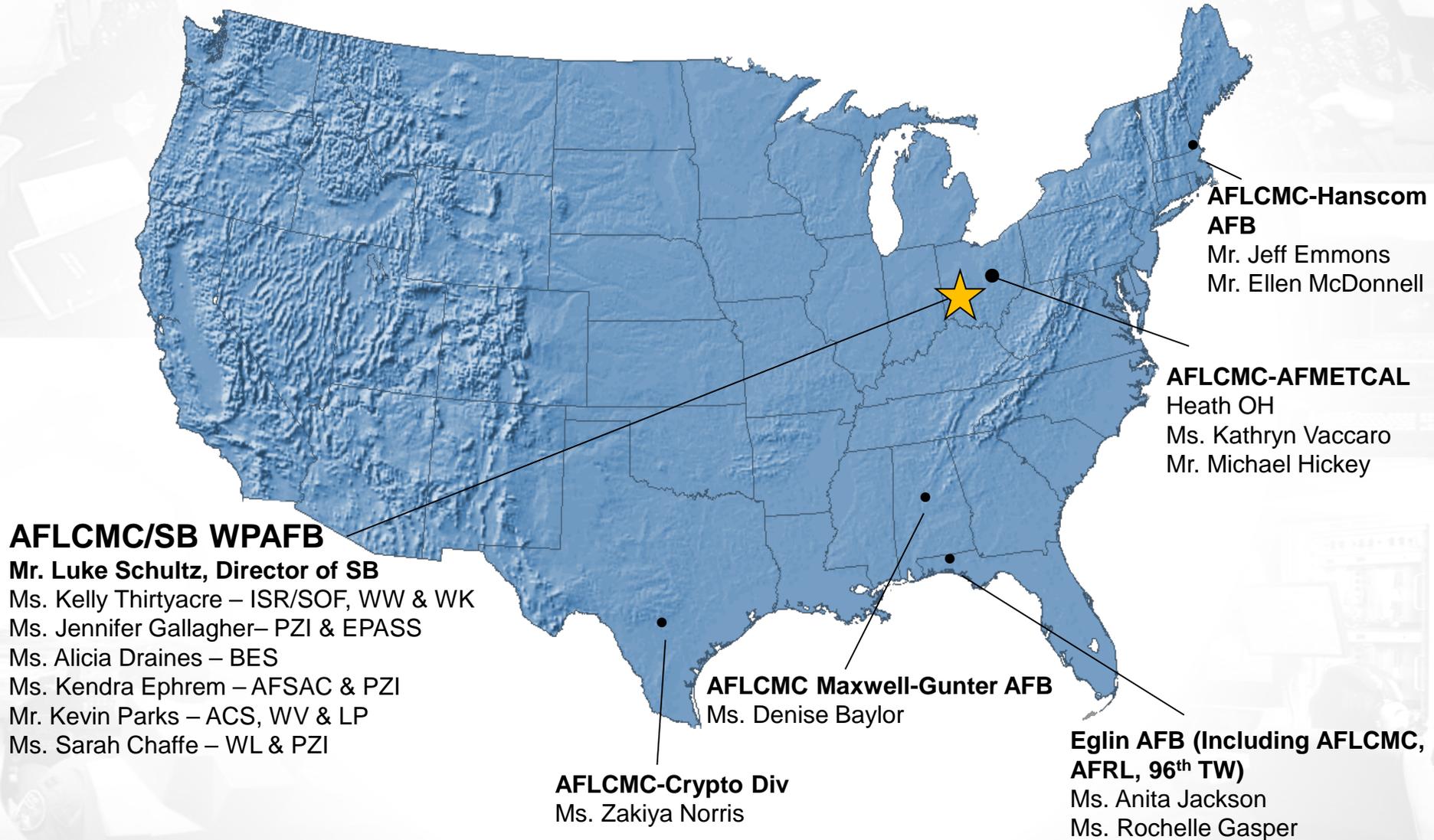


- **Air Force Life Cycle Management Center (AFLCMC) located at Wright-Patterson AFB, Ohio (near Dayton)**
  - Integrated team in 6 geographic locations
  - Part of the AF and AFMC SB Offices
  
- **AFLCMC Small Business Office Mission:**
  - *Maximizing innovative, agile, and efficient small business solutions to the world's greatest Air Force*



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# AFLCMC Small Business Offices



# SB—What We Do

- **AFLCMC/SB core purpose: *Support the Warfighter***
  - Encourage program offices to seek & consider small business solutions when they make cost, schedule, and/or performance sense
- **Counsel Contractors**
  - Match AFLCMC needs with Contractors meeting those needs
  - Coordinate inquiries and guidance requests
- **Promote effective In-Reach & Outreach Programs**
- **Advocate for the mission while promoting SB alternatives**



# Doing Business w/ AFLCMC



- **Register your business:**
  - **Obtain a DUNS Number**
    - Free of charge for Government Contracting and Grants
  - **Register in System for Award Management (SAM)**
    - Consolidated system for federal procurement
    - No cost to companies, <https://www.sam.gov>
  - **Your local PTAC and SBA representatives can assist w/ these tasks**
- **Search for contracting opportunities:**
  - Beta Sam, <https://beta.sam.gov/>



# Doing Business w/ AFLCMC



- **Know the rules of Federal Government contracting**
  - Keep abreast of changes in laws and regulations
  - <https://www.acquisition.gov/>
  - FAR Part 19 – Small Business Programs
- **Submit well-prepared proposals**
  - Provide everything requested in the solicitation
- **Pointers to Small Businesses:**
  - Respond to Sources Sought Synopses/Requests for Information
  - Consider teaming in order to strengthen capabilities
  - Consider subcontracting opportunities & perform well
  - Watch for/attend Industry Days posted on [beta.sam.gov](https://beta.sam.gov)



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# How Businesses Can Help Themselves

- **Assist the Govt w/ mandatory Market Research by responding to sources sought, RFIs and draft RFPs**
- **Mandatory for actions over \$10K**
- **The key to understanding our marketplace**
- **The key to knowing who the Small Businesses are in our North American Industrial Classification System (NAICS) codes**



# How Businesses Can Help Themselves

- **Why SBs should respond to sources sought, RFIs and/or draft RFPs:**
  - If the **rule of two** is met, the Contracting Officer (CO) may set aside that contract for restricted competition
  - Better **market intelligence** can allow the CO to make an informed decision regarding:
    - **Whether subcontracting opportunities exist**
    - What **SB goals** are **reasonable/attainable** for the prime
  - Formulating a response early on allows **more opportunity to communicate with the CO**



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# Small Business Regulatory Changes



# Calculation of Average Annual Receipts

- Implements Small Business Runway Extension Act of 2018
- Calculate annual receipts using average of prior five years, instead of prior three years
- Applies to all industries with receipts-based size standards
- Only applies to certifications on or after **January 6, 2020** — prior certifications must use 3-year average
- Includes **two-year transition period (through Jan. 6, 2022)** that allows firms to choose between 3-year average and 5-year average



# Set-Asides: Multiple Award Contracts

- Allows Contracting Officers to set aside orders for 8(a), HUBZone, SDVOSB, or WOSB firms under full and open MACs and small business set-aside MACs
- This does not apply to socioeconomic set-aside MACs
- It also does not apply to already-awarded MACs
- **Effective 30 Dec 2019**



# Good Faith Compliance: Subcontracting

- The 2017 NDAA revised the Small Business Act:
  - Material breach of contract if a contractor with a subcontracting plan fails to comply in good faith with the requirement to cooperate in studies or surveys required by the agency or SBA to determine compliance
  - Required SBA to provide examples of good faith efforts to comply with a small business subcontracting plan
- SBA has revised its regulations on Contracting Officer responsibilities to implement these changes:
  - Added nine examples of activities that would reflect a failure to make a good faith effort to comply with a subcontracting plan (**mirrors language in FAR 19.705**)
  - Directs Contracting Officers to evaluate whether a contractor complied in good faith with the requirement to participate in studies/surveys



# Determining Compliance w/ LOS

- 13 CFR 125.6(e), new paragraph added to **limitation on subcontracting** compliance regulations:
  - Clarifies that Contracting Officers can, at their discretion, require firms to provide evidence of compliance with the limitations on subcontracting if information demonstrating compliance is not already available
  - Includes examples of documentation that Contracting Officers may request
    - List isn't exhaustive



# Women-Owned SB Certification Program



- **Effective 15 July 2020:** Eliminates the self-certification option to comply with 2015 NDAA amendment that requires a WOSB/EDWOSB to be certified by SBA, an authorized Federal or state entity, or an authorized third-party certifier (TPC) in order to be awarded WOSB/EDWOSB set-aside or sole source contracts
  - Stands up a free certification program offered by SBA
  - Expands the list of Federal and state entities that will be authorized to certify WOSBs/EDWOSBs in lieu of certification by SBA's Women-Owned Small Business Program office, including the 8(a) Business Development Program and the Center for Verification and Evaluation
  - Details how SBA will oversee TPCs



# Questions?