

FAA Small Business Program

Presented to: Small Business Vendor Day-Seattle

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Federal Aviation
Administration



WHAT IS THE FAA?

- **In 1966, Congress authorized creation of Department of Transportation (DOT). Federal Aviation Agency became one of several organizations within the DOT**



WHAT DOES THE FAA DO?

- **Major Roles:**

- Regulating civil aviation to promote safety
- Encouraging and developing civil aeronautics, including new aviation technology
- Developing and operating a system of air traffic control and navigation for both civil and military aircraft
- Researching and developing the National Airspace System and civil aeronautics
- Developing and carrying out programs to control aircraft noise and other environmental effects of civil aviation
- Regulating U.S. commercial space transportation



FAA'S MISSION

**Provide the safest, most
efficient, aerospace
system in the world**

NAS



SMALL BUSINESS POLICY-AMS 3.6.1.2

- The FAA must comply with Presidential directives, constitutional standards, public laws, and DOT Secretary Policy Statements to promote, expand, aggressively provide procurement opportunities as prime contractors and as subcontractors for small businesses, small businesses owned by socially and economically disadvantaged individuals, women-owned small businesses and service-disabled veteran owned small businesses.



FAA's SMALL BUSINESS DEVELOPMENT GROUP

Who to Contact

Headquarters, Washington, D.C.

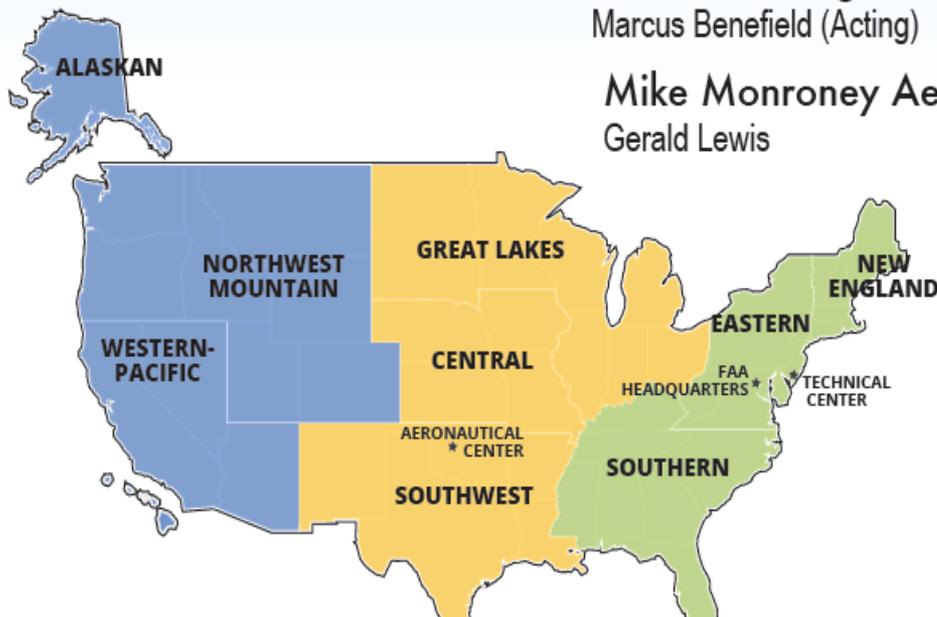
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Small Business Development Group Responsibilities

- **Assists small businesses in obtaining procurement opportunities within the FAA**
- **Serves as advocates for small business utilization in the procurement process by developing procurement strategies, policies, guidance and outreach initiatives that support internal and external customers**



Acquisition Management System (AMS) VS. Federal Acquisition Regulations (FAR)

- **The 1996 DOT Appropriations Act provided the FAA with the opportunity for major reforms in acquisition. The legislation exempts the FAA from many of the existing Federal procurement laws and regulations including the Federal Acquisition Regulations (FAR).**



How Does the FAA's Small Business Program Differ From Other Agencies?

- **AMS Clauses vs FAR**
- **ORCA Not Applicable-Business Declaration Required**
- **SB Act Exemption – no HUBZONE OR WOSB set-asides**
- **8 (a) set-asides for \$10K-\$150K projects**
- **Small Businesses & Very Small Business Set-Asides**
- **Preferred Method (AMS Policy 3.2.2.2) – Competition among 2 or more vendors**



FY 16 SMALL BUSINESS GOALS

SMALL BUSINESS OVERALL	25%	\$500 million
8 (a) Small Business	10%	\$200 million
Woman-Owned Small Business	5%	\$100 million
Service- Disabled Veteran- Owned Small Business	3%	\$60 million

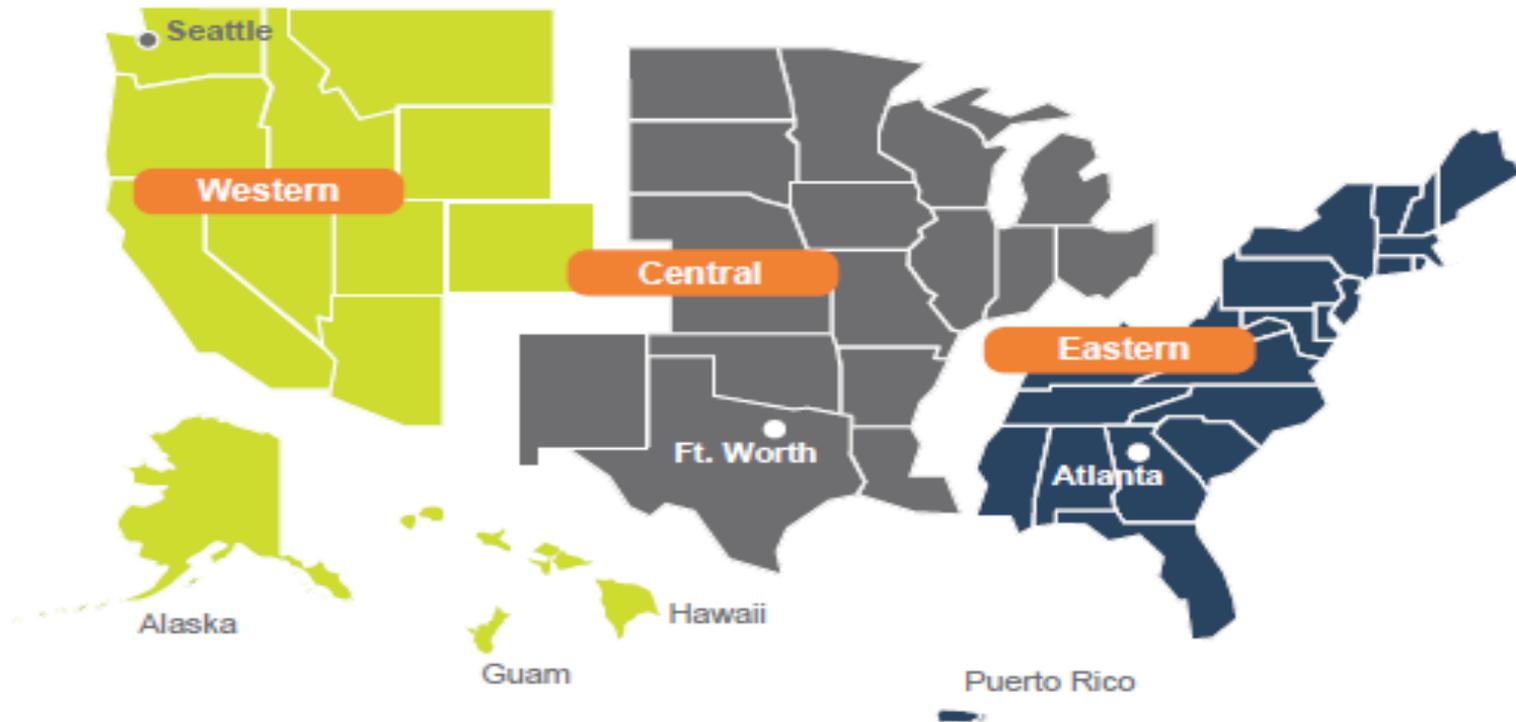


Prime Contracting with Small Businesses

- Each firm claiming 8(a) status is required to provide a copy of its SBA 8(a) certification letter to the CO as evidence of eligibility
- SDVOSB's must be registered in the VA's website at: www.vip.vetbiz.gov



Contracting Offices



What Does the FAA Buy?

- CONSTRUCTION
- SERVICES
- SUPPLIES
- IT
- R&D



How Does the FAA Buy?

- **Contracts and Purchase Orders**
- **Indefinite Delivery Indefinite Quantity (IDIQ Contracts)**
- **Job Order Contracts (JOC)**
- **GSA Schedule Orders**
- **Purchase Cards**
- **Mandatory Sources (SAVES, UNICOR, Source America)**
- **eFAST (Electronic FAA Accelerated and Simplified Tasks)**



How to do Business with the FAA

- Register in the FAA small business database “Source-Net” located at <http://www.sbo.faa.gov>
- Register to receive email notifications of contracting opportunities at <http://faaco.faa.gov>
- View the FY-16 Procurement Forecast located at <http://www.sbo.faa.gov>
- Subcontracting Directory:
[http://www.sbo.faa.gov/Inline.cfm?PageName=FAA Subcontracting Directory](http://www.sbo.faa.gov/Inline.cfm?PageName=FAA%20Subcontracting%20Directory)
- Mentor Protégé Program:
<http://www.sbo.faa.gov/MentorProtege.cfm>



How To Do Business with the FAA

- **Respond to Market Surveys**
 - Demonstrate capabilities, ask questions, recommend changes, and offer new solutions
 - Responses to market surveys are the main input for set-aside determination decisions
- **Respond to Solicitations**
 - Read instructions/evaluation criteria carefully, and always ask for clarifications when necessary
 - Request a debriefing if unsuccessful



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WSA FAACO Current Announcements

As of 3/14/16

Solicitation #	Project	Close Date
DTFANM-16-R-00059	ACM Asbestos Tile Remove and Replace- Denver ARTCC- Longmont, CO	4/30/15
DTFANM-16-R-00030	Janitorial-Northern CA TRACON-Mather, CA	5/9/16
DTFANM-16-R-00061	HVAC Replacement- Colorado Springs, CO *MARKET SURVEY	4/30/16



WSA FAACO Current Announcements

Solicitation #	Project	Close Date
DTFAWN-16-R-023460	RECONFIGURATION OF THE M1 ROOM-LA ARTCC	3/21/16
DTFANM-16-R-00014	Air Traffic Control Tower (ATCT) Fire-Life-Safety Upgrades, Redding & Santa Rosa Airports, CA	4/19/16
DTFANM-16-R-00062	TOWER SEALANT REPAIR-DIA, CO TOWER	4/15/16

