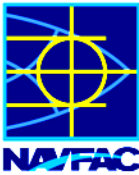




Sources Sought and How they are Utilized

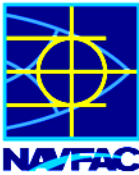
Cory Iselin
Assistant Deputy Director for Small Business
Naval Facilities Engineering Command
Southeast

Synopsis of Contract Actions: Sources Sought



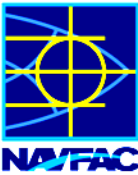
- **A sources sought (often capitalized as Sources Sought) notice is used by agencies of the government of the United States to solicit interest in a project under consideration by that agency. They are not requests for proposals or invitations to bid; they come earlier in the procurement process.**
- **Such notices are useful to the agency as market research, by determining the availability of contractors to perform the project. They are useful to the contractors as their responses may influence the terms used by the agency in defining the requirements for the project**

Synopsis of Contract Actions: Sources Sought



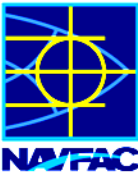
- **Use a Sources Sought Notice when conducting market research to determine capabilities and interests in a particular requirement.**
- **The notice does not constitute a request for proposal, request for quotation, or invitation for bids.**
- **The notice does not commit the Government to issue any type of solicitation or award an ultimate contract.**
- **It does not restrict the Government from a particular acquisition approach.**
- **The Government does not pay for information obtained through this type of notice.**

Synopsis of Contract Actions: Sources Sought



- **Note:** For procurements above the Simplified Acquisition Threshold (SAT), whenever a sources sought notice is used to conduct market research, Contracting Officers shall document the results of their market research and provide feedback to industry regarding the decision made to set aside/not set aside a procurement. This should be accomplished via the pre-solicitation synopsis notice. The synopsis must reference the previous market research sources sought notice and must include a statement that the activity small business office concurs with the decision.

FAR Part 5 – Publicizing Contract Actions



- **FAR 5.002 – Policy**

- **Contracting officers must publicize contract actions in order to**

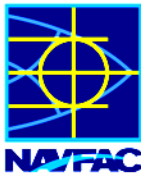
- a) Increase competition;
 - b) Broaden Industry participation in meeting Government requirements; and
 - c) Assist small business concerns, VOSB concerns, SDVOSB concerns, HUBZone SB concerns, SDB concerns, and WOSB concerns in obtaining contracts and subcontracts

FAR 5.1 – Dissemination of Information (what is required to be synopsisized)



- a) ...contracting officers must disseminate information on proposed contract actions as follows:**
 - 1) For proposed contract actions expected to exceed \$25K, by synopsisizing in a GPE (government wide point of entry)**

FAR 5.2 – Synopses of Proposed Contract Actions

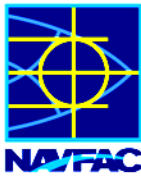


b)(1) For acquisitions of supplies and services, other than those covered by the exceptions in 5.202 and the special situations in 5.205, the contracting officer must transmit a notice to the GPE, for each proposed

- i. Contract action meeting the threshold in 5.101(a)(1);**
- ii. Modification to an existing contract for additional supplies or services that meets the threshold**
- iii. Contract action in any amount when advantageous to the Government**

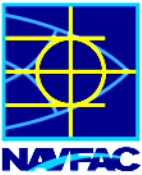
c) The primary purposes of the notice are to improve small business access to acquisition information and enhance competition by identify contracting and subcontracting opportunities

FAR 5.203 Publicizing and Response Time



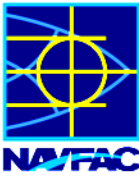
- a) An agency must transmit a notice of proposed contract action to the GPE...The notice must be published at least 15 days before issuance of a solicitation, or a proposed contract action the Government intends to solicit and negotiate with only one source...**
- d) Agencies shall allow at least a 30 day response time from the date of publication of a proper notice of intent to contract for A/E services expected to exceed the simplified acquisition threshold (SAT)**
- e) Agencies must allow at least a 45-day response time for receipt of bids or proposal from the date of publication of the notice for proposed contract actions categorized as R&D expected to exceed the SAT**

Searching for Opportunities



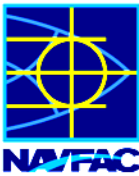
- **As of November 2019, Fedbizopps (fbo.gov) was shut down and all NAVFAC contract opportunities have shifted to beta.sam.gov**
- **Following slides will provide some of my Tips for how to search for NAVFAC information**

Select “Contract Opportunities” in Dropdown



The screenshot shows the SAM.gov website interface. At the top left is the SAM.gov logo with a red circle around the text. To the right are navigation icons: a hamburger menu, a search icon, a bell icon, and a "Sign in" link. Below the navigation bar is a search bar with a dropdown menu set to "Contract Opportunities" and a search button. The main content area features a "Welcome" message and a circular seal that reads "100% FREE TO USE Official U.S. Government Website 100% FREE TO USE".

Search by DoDAAC/UIC



The screenshot shows the SAM.gov website interface. At the top left is the SAM.gov logo with a "beta" tag. To the right is a search icon. Below the logo is a search bar with a dropdown menu set to "Contract Opportunities". The search input field contains the text "N69450" and is circled in red. To the right of the input field is a blue "Search" button. Below the search bar is a section titled "Contract Opportunities" with a brief description of the service. To the right of this section are two icons: "Vendor Collaboration" and "Small Business Events". Below the description is a "Contract Opportunities Search Tips" box containing two bullet points.

SAMbeta GOV

Contract Opportunities N69450 Search

Contract Opportunities

View procurement notices from Federal contracting offices to find opportunities to bid for Federal business. These include pre-solicitation notices, solicitation notices, award notices and sole source notices. Manage your searches and track notices by creating an account.

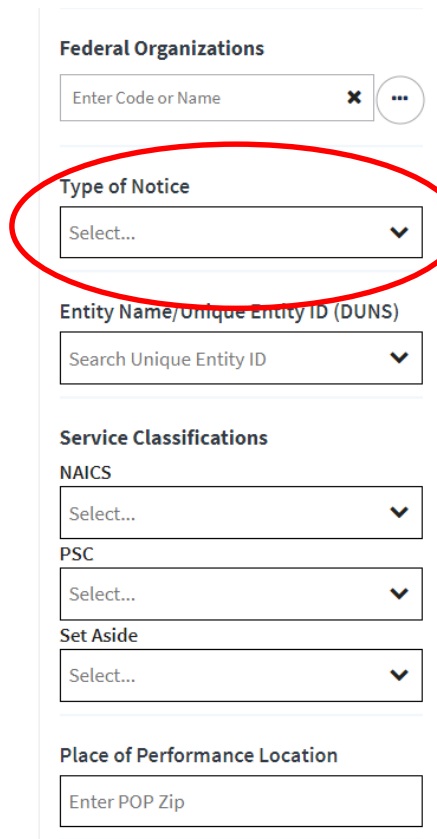
- Vendor Collaboration
- Small Business Events

Contract Opportunities Search Tips

- Search by keyword, solicitation ID, or agency name. Use filters to narrow your results.
- Accounts are not required to view contract opportunities. Create an account to save searches, add your entity to an opportunity's Interested Vendors List, and receive automatic updates when opportunities change.

Select Type of Notice

- If you are looking for a specific type of notice (e.g. Sources sought), select it from the drop down on the left of the screen
- If you are searching for solicitations, ensure that you check the “Active Only” radial button at the top left of the filters screen



Federal Organizations
Enter Code or Name x ...

Type of Notice
Select... v

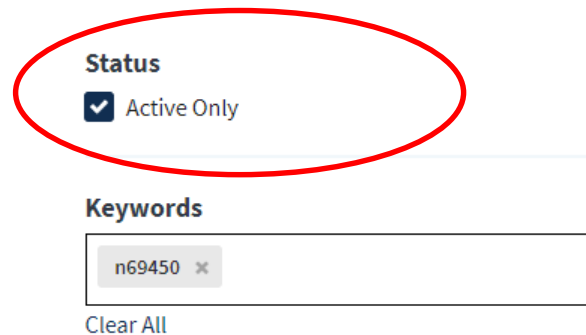
Entity Name/Unique Entity ID (DUNS)
Search Unique Entity ID v

Service Classifications
NAICS
Select... v

PSC
Select... v

Set Aside
Select... v

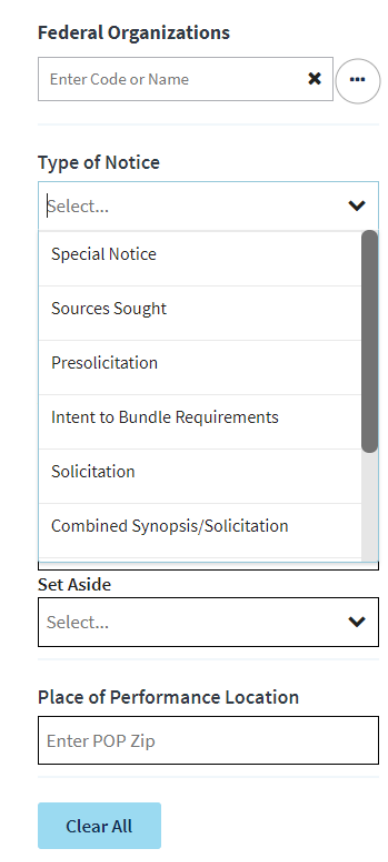
Place of Performance Location
Enter POP Zip



Status
 Active Only

Keywords
n69450 x

Clear All



Federal Organizations
Enter Code or Name x ...

Type of Notice
Select... v

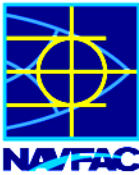
- Special Notice
- Sources Sought
- Presolicitation
- Intent to Bundle Requirements
- Solicitation
- Combined Synopsis/Solicitation

Set Aside
Select... v

Place of Performance Location
Enter POP Zip

Clear All

NAVFAC SE Industry Engagement Day 2020

A screenshot of the SAM.gov website showing a contract opportunity. The page header includes the SAM.gov logo and navigation icons. The main content area displays the title "NAVFAC SE Industry Engagement Day 2020" and a "Follow" button. Below the title, there is a section for "Contract Opportunity" with a list of tabs: "General Information", "Classification", "Description", "Attachments/Links", "Contact Information", and "History". A "Provide Feedback" button is located at the bottom left. The main details section shows the notice is "ACTIVE" and provides the following information:

Notice ID
N694502020IndustryDay

Related Notice

Department/Ind. Agency
DEPT OF DEFENSE

Sub-tier
DEPT OF THE NAVY

Major Command
NAVFAC

Sub Command
NAVFAC ATLANTIC CMD

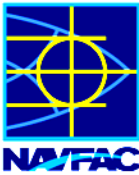
Sub Command 2
NAVFAC SOUTHEAST

Office
NAVFAC SOUTHEAST

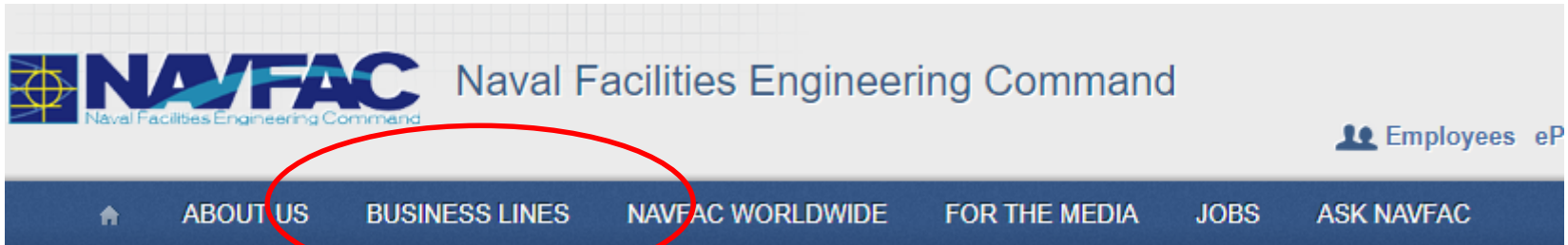
- Search for “Industry Engagement” with “Special Notice” as the Type of Notice to locate the posting.
- Link for registration website is posted within the notice on beta.sam.gov

NAVFAC WEBSITE AND HOW TO NAVIGATE TO FORECASTS

Locating NAVFAC Forecasts



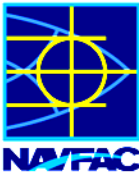
- Website: www.navfac.navy.mil



- Under Business Lines – Select Office of Small Business Programs

ABOUT US	BUSINESS LINES	NAVFAC WORLDWIDE	FOR THE MEDIA	JOBS	ASK NAVFAC
Asset Management	Capital Improvements	Contingency Engineering	Environmental		
Real Estate	NAVFAC Ocean Facilities Office	Environmental Restoration	Cultural Resources		
Strategic & Global Planning	Military Construction	Natural Resources	Environmental Planning		
Encroachment Management	Medical Facilities Design Office (MFDO)	Marine Resources			
Enhanced Use Leasing					
Air Installation Compatible Use Zone Planning					
Geospatial Information & Services					
DoN Civil Aircraft Landing Permits					
Integrated Product Support					
Public Private Ventures					
Criteria Management					
Public Works	Expeditionary	Office of Small Business Programs	Safety		
	Table of Allowance Requirements	Contracting Guidelines	Contractor Safety		
	Expeditionary Systems Command	Subcontracting Opportunities	Ergonomics		
	Enterprise Operations	Regional Opportunities	Fall Protection		
		Acquisition Strategies & Forecasts	Near Miss Notices		
		WOSB Directory	Lessons Learned		
		SDVOSB Directory	Mishap Prevention and Hazard Abatement		
		HUBZone Directory	Serious Mishap Abstracts		
			Fatality Abstracts		

Locating NAVFAC Forecasts



- Under Opportunities Select Acquisition Strategies & Forecasts
Office of Small Business Programs

The screenshot shows a navigation menu for the Office of Small Business Programs. The menu items are: ABOUT US, CONTACT US, OPPORTUNITIES, ACHIEVEMENTS, and PROGRAMS. Below the menu, a list of links is displayed under the 'OPPORTUNITIES' category: Contracting Guidelines, Subcontracting Opportunities, Regional Opportunities, Acquisition Strategies & Forecasts (circled in red), WOSB Directory, SDVOSB Directory, and HUBZone Directory. To the left of the links is the official seal of the Department of the Navy Office of Small Business Programs, which features an anchor and the text 'DEPARTMENT OF THE NAVY' and 'Office of Small Business Programs'.

Locating NAVFAC Forecasts

- You can download any number of different NAVFAC Forecasts and search by region from this site
- You can also find Subcontracting Opportunities and names of contractors with active contracts with NAVFAC by clicking the Subcontracting Opportunities button on the left of the screen

Contracting Guidelines

Subcontracting Opportunities

Regional Opportunities

Acquisition Strategies & Forecasts

WOSB Directory

SDVOSB Directory

HUBZone Directory

Acquisition Strategies & Forecasts

****Note NAVFAC Midwest was disestablished effective 30 September, 2014. Please direct all inquiries concerning any Midwest contracts in any of the below reports to the NAVFAC Midlant Deputy at 757-341-0092.****

NAVFAC Long Range Acquisition Forecast (LRAF)

DISCLAIMER United States Code Title 15, Section 637, (A) (12) (c) requires NAVFAC to prepare a forecast of expected contract opportunities of the next and succeeding fiscal years and make the forecast available to small businesses. The forecast is for informal marketing purposes only. It does not constitute a specific offer of commitment by NAVFAC to fund, in whole or in part, the opportunities referenced herein. This listing is not all inclusive and is subject to change. ~Updated JUN2019~

If there is an issue opening the LRAF click save and then open.

Navy Long Range Acquisition Forecast (LRAF)

**DISCLAIMER ** United States Code Title 15, Section 637, (A) (12) (C), requires the Department of the Navy to prepare a forecast of expected contract opportunities of the next and succeeding fiscal years and make the forecast available to small businesses. The forecast is for informational marketing purposes only. It does not constitute a specific offer of commitment by the Navy to fund, in whole or in part, the opportunities referenced herein. This listing is not all inclusive and is subject to change.

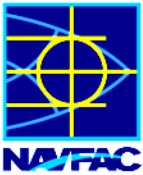
NAVFAC Military Construction (MILCON) Forecast

Provides for NAVFAC's planned Military Construction (MILCON) projects only. This document is in PDF format. It will typically be updated on a quarterly basis prior to the 20th. Typically fewer projects will appear as the fiscal year progresses due to the exclusion of Solicited and/or Awarded projects. This forecast is for advance planning only. All projects on this list are subject to change, especially FY18. See FEDBIZOPS for actual solicitations. ~Updated 10 DEC 2019~

NAVFAC Environmental Projects and Planning

This list provides the FY19-21 Environmental Contract Forecast, both existing and proposed contracts. This forecast strives to make the best contractual solutions available to meet the full range of the Environmental Business Line and clients needs. This is in compliance with 15 USC Section 6371 (1)(12)(C) and for planning and informational purposes only and may not be all inclusive. See Federal Business Opportunities (FEDBIZOPS) and/or Navy Electronic Commerce Online (NECO) for official announcements, information, and requirements. Contact the Responsible Activity's Contracting Officer for official information. ~Updated JAN 2019~

Direct Links



- The Direct Links to the previous pages are as follows:
- Website: www.navfac.navy.mil
- Office of Small Business Programs Business Line -
https://www.navfac.navy.mil/products_and_services/sb.html
- Acquisition Strategies & Forecasts -
https://www.navfac.navy.mil/products_and_services/sb/opportunities/forecasts_opportunities.html
- Subcontracting Opportunities -
https://www.navfac.navy.mil/products_and_services/sb/opportunities/subcontracting_opp.html
- Southeast Workload Projections -
https://www.navfac.navy.mil/navfac_worldwide/atlantic/fecs/southeast/about_us/workload_projections.html