Sources Sought
and
How they are Utilized

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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.
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 synopsized)

a) …contracting officers must disseminate information on proposed contract actions as follows:

1) For proposed contract actions expected to exceed $25K, by synopsizing in a GPE (government wide point of entry)
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
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

Welcome
This will be the official U.S. government website for people who make, receive, and manage federal awards.
Search by DoDAAC/UIC

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.

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.
NAVFAC SE Industry Engagement Day 2020

• 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
Locating NAVFAC Forecasts

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

Contracting Guidelines
Subcontracting Opportunities
Regional Opportunities
Acquisition Strategies & Forecasts
WOSB Directory
SDVOSB Directory
HUBZone Directory
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.

**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 757.341.0952.**

**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 JUN 2016---

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

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---Updated 10 DEC 2019---

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---
The Direct Links to the previous pages are as follows:

- **Website:** [www.navfac.navy.mil](http://www.navfac.navy.mil)

- **Office of Small Business Programs Business Line** -

- **Acquisition Strategies & Forecasts** -
  [https://www.navfac.navy.mil/products_and_services/sb/opportunities/forecasts_opportunities.html](https://www.navfac.navy.mil/products_and_services/sb/opportunities/forecasts_opportunities.html)

- **Subcontracting Opportunities** -

- **Southeast Workload Projections** -