



# ***SMC Small Business Opportunities***

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# BPA Portfolio Review

## SMC Financial Support

**SFS**  
Small Business

- Cost Estimating
- Cost Research
- Reconciliation
- Budget
- Earned Value
- Acq Reports
- Schedule Mgt
- Training

## SMC Acquisition Support

**SAS**  
Small Business

- Acquisition Planning
- Manpower, Personnel, Training & Admin
- Config and Data Mgt
- Contracting

## SMC Technical Support

**STS**  
Large/Small

- Systems Eng
- Test & Eval
- S/W Eng
- ILS
- Design Eng
- Mfg & Prod
- QA
- R&M
- Spectrum Mgmt
- M&S
- Concept Develop
- Architecture Dev
- Modernization
- Sys Safety
- Acq Security
- Intelligence



# *Background*

- **Centralized contracts are actually Blanket Purchase Agreements (BPAs)**
  - **Managed by SMC/PI and based upon General Services Administration (GSA) contracts**
  - **Professional Engineering Services (PES), SIN 871-6**
  - **NAICS Code 541712**
  - **Small business criteria: 1,000 employees or less**
- **Offerors must qualify to receive a BPA**
- **Solicitation continuously open for life of the program**



# STS Scope

	Sys Eng	T&E	S/W	Logistics	Design Eng	Mfg & Prod	QA	R&M	Spectrum Mgmt	M&S	Concept Dev	Arch Dev	Modernization	Sys Safety	Acq Security	Intelligence Support
Multi-spectral surveillance satellites																
Infra-red surveillance satellites																
Next generation space navigation systems																
Navigation user equipment																
Satellite ground stations																
Navigation satellites																
Heavy and medium lift launch vehicles																
Small launch vehicles																
Launch range systems																
Satellite control networks																
Space control systems																
Weather satellites																
Satellite communications terminals																
Unprotected satellite communications																
Protected satellite communications																
Space radar systems																



- **Functional Capability**
  - **Demonstrated functional/process knowledge**
  - **Documented corporate experience executing function in a space environment**
- **Mission Area/System Experience**
  - **Documented corporate experience providing technical services within mission area/system**
    - **BPA holder OR team members**



# *Order Competitions*

- **“Best Value” Selection**
  - **DFARS Part 208.405-70 plus STS unique “rules”**
  - **Streamlined competitions**
    - **RFQ: PWS, ITO, Evaluation Criteria**
    - **Pre-solicitation conference**
    - **Limited quote submissions**
    - **No discussions but “brief explanations” after**
- **BPA Ombudsman**



## *Other Opportunities*

- **ISSW SE&I**
  - **Final RFP Release: 5 Oct 09 (estimated)**
  - **Full and open competition**
  - **20% minimum/30% objective SB subcontracting goal**
- **LRSW SE&I**
  - **Final RFP Release: 28 Sep 09**
  - **Proposals Due: 9 Nov 09**
  - **Full and open competition**
  - **20% minimum SB subcontracting goal**
- **LISC**
  - **Proposed consolidation of ERTS, WROCI and SLRCS**
  - **Acquisition strategy in development**



# *Subcontracting*

- **Relatively speaking, very few opportunities for small businesses *PRIME* contract award.**
- **Greatest opportunity to become engaged into the procurement stream, as well as gain experience required to obtain a A&AS BPA is through subcontracting opportunities.**
- **In pursuing subcontracting opportunities on SMC contracts, the greatest need is for Engineering and Technology-Oriented functions versus manufacturing suppliers.**



## *Market Research*

- **Not solely used to determine whether requirement will be a SB set-aside or full and open competition.**
- **Used to determine SB capabilities setting SB subcontracting goals and evaluating subcontracting plans.**
- **Respond to all market research queries with Statements of Capability detailing the who, what, when and where.**
- **State expressly where your interests lie...in prime or subcontracting.**
- **SAF proposal to require prime offerors provide market research data to substantiate their proposals.**



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