



Oregon National Guard

COL Karl Pond

United States Property & Fiscal Officer for Oregon

16 Feb 17



Agenda

- Oregon National Guard
- Oregon Military Department
- Contracting Officers
- Investment vs. Expense
- Questions



Oregon National Guard

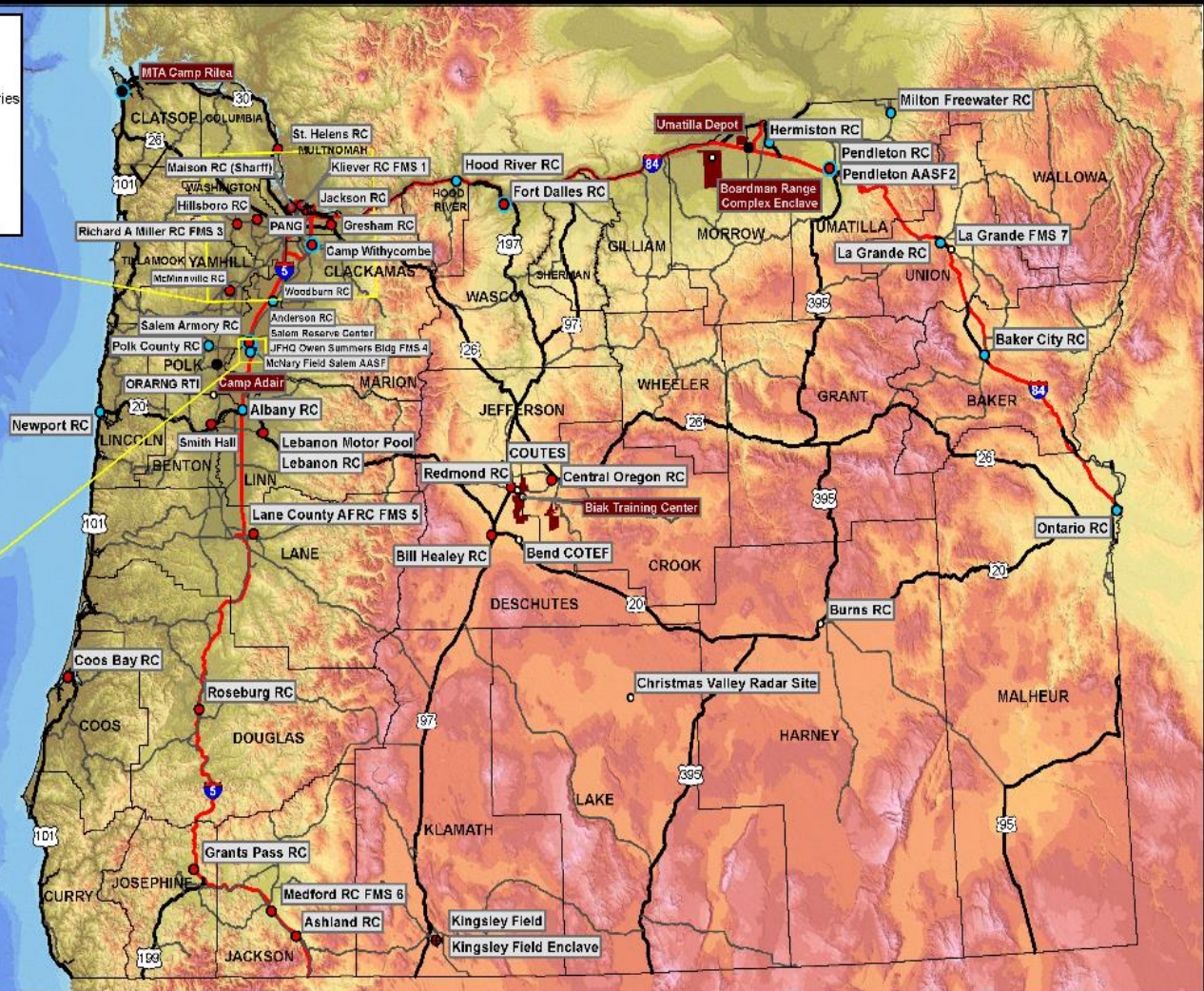
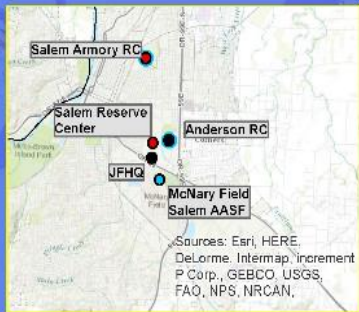
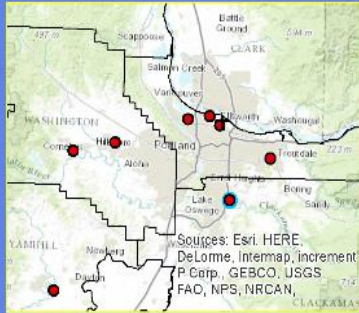
- Comprised of Oregon Army National Guard and Oregon Air National Guard
- Fall under the command and control of the Governor
- Spend federal funds to ensure we are ready to do our federal mission Army/Air
- Have three contracting offices
 - Salem
 - Portland Air National Guard Base
 - Kingsley Field Air National Guard Base



Where We Are

Legend

- ✈ 142nd Fighter Wing
- ✈ 173rd Fighter Wing
- 41 IBCT
- 82 BTC
- 82 BTC; 41 IBCT
- 82 BTC; ORARNG
- ORARNG
- Other Installations
- Training Sites
- ▭ County Boundaries
- Highways**
- Interstate
- U.S. Routes
- Oregon Routes





Oregon Military Department

- State agency responsible for day to day oversight of the Oregon National Guard
- Contracts for the building/maintenance of the Oregon Army National Guard facilities and training centers.
- Contracts for the Oregon National Guard during state emergencies



Contracting Officers

- Know who you are dealing with and what their authority is
- Contracting Officers are the only ones who can obligate the federal government
- Government Purchase Cards:
 - Supplies: \$3,500
 - Services: \$2,500
 - Construction: \$2,000
- Contracting Officer Representatives (CORs)



Investment vs. Expense

- Oregon National Guard gets federal Operations & Maintenance (“expense”) funding
- If your product is more than \$250,000 chances are it may be considered an investment which must be purchased using Procurement funding
- Oregon National Guard rarely gets Procurement funding that can be executed at the local level



Questions?

Overview of Doing Business with the Navy

February 16, 2017



Lucy Leu
NAVSUP FLCPS
Office of Small Business Programs

Ready. Resourceful. Responsive!

Agenda



- Vision and Mission
- Small Business Consideration
- Small Business Set-aside Programs
- Navy and Marine Commands
- “local” Navy Commands
- Stats
- Strategic Sourcing
- Wrap-up



Navy Office of Small Business Programs

Vision and Mission

- Vision: To influence change and create a culture of small business inclusiveness across the Department of Defense.
- Mission: The DON Small Business Enterprise fosters acquisition opportunities where small businesses can best support Sailors, Marines and their families through policy, advocacy, counseling and training.

<http://www.secnav.navy.mil/smallbusiness/pages/index.aspx>

Navy - Small Business Considerations

- Navy policy is to provide maximum practicable opportunity in its acquisitions to small business concerns as both prime contractors and subcontractors.
- Federal Acquisition Regulations (FAR) requires that all procurements under \$150K be issued as total small business set-asides and anything over \$150K be set-aside for small business if there are two or more qualified small businesses (rule of 2).

Small Business Set-aside Programs

- Small Business Set-aside (SBSA)
- Service-Disabled, Veteran-Owned Small Business (SDVOSB) Set-aside
 - Rule of 2 set-asides (sole source allowed FAR 19.1406)
 - Self certification
- HUBZone (Historically Underutilized Business Zone) Small Business Set-aside (HUBZone SB)
 - Rule of 2 set-asides (sole source allowed FAR 19.1306)
 - HUBZone Preference Clause in Full and Open Competitions
 - Must be SBA certified
- Women-Owned Small Business (WOSB) Set-aside
 - Rule of 2 set-asides (sole source allowed FAR 19.1506)
 - WOSB Program Repository submittals and certification
 - List of applicable NAICS codes for WOSB and/or EDWOSB
- 8(a) Program
 - SBA Business Program
 - 9 year period
 - Allows directed 8(a)s or competitive 8(a)s
 - Other benefits!!



Navy and Marine Commands...

- Marine Corps Systems Command
- Headquarters, USMC, Installations and Logistics
- Office of Naval Research
- Strategic Systems Programs
- Military Sealift Command
- Space and Naval Warfare Systems Command (SPAWAR)
- Naval Air Systems Command

Navy and Marine Commands...

- Naval Facilities Engineering Command (NAVFAC)
Construction, Facility Support, Environmental, Architect/Engineering
- Naval Sea Systems Command (NAVSEA)
Weapons Systems, Navy Vessels, Information Technology
- Naval Supply Systems Command (NAVSUP)
EVERYTHING ELSE

DEFENSE LOGISTICS AGENCY (DLA)

SUPPLIES, EQUIPMENT, CONSUMABLES...

DLA Energy – petroleum/electricity/natural gas

DLA Land and Maritime – repair parts for ships/shipyards

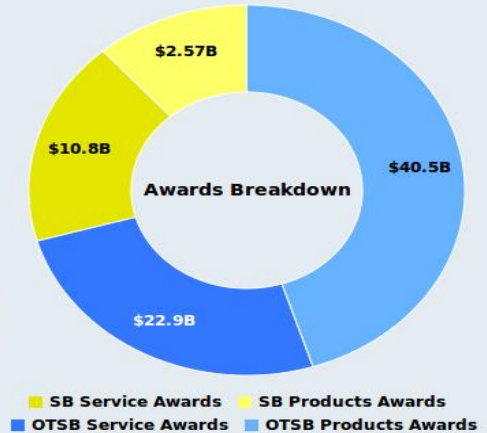
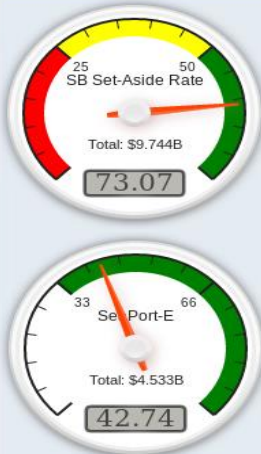
DLA Troop Support – uniforms/medical/food/tools systems

DLA Aviation – repair parts for aviation for weapons systems

Navy Dashboard



Department of the Navy Fiscal Year 2016 Small Business Performance Data as of: 30 September 2016



SBAM – Small Business Accessible Market (R&D, shipbuilding, nuclear, weapon systems, winged aircraft, etc)



Oregon - Navy Contracts – FY16

FLC Puget	120 actions	\$2.14 Mil	68% SB
Navy	1,127 actions	\$208 Mil	46% SB

Top Oregon Firms - selling to the Navy

Depaul Industries
 Allied Systems Company
 Climax Portable Machine Tools, Inc
 Contractor Supply Solutions, LLC
 Pacific Star Communications, Inc
 Precision Equipment, Inc
 A-Dec, Inc.

Columbia River Pilots
 Pacific Marine Distributors, Inc.
 Integrated Power Systems, Inc.
 Oregon State University
 Custom Steel Brokerage, Inc
 Lakeland, Inc.
 Day Management Corp

Where to find cool data:

<https://www.fpds.gov/fpdsng cms/index.php/en/>



Department of Navy - Strategic Sourcing Program

- The overall objective of the DON Strategic Sourcing is to identify opportunities for making better procurement decisions across the DON by focusing on analysis of how the DON generates spend, how it develops requirements, and how it sources those requirements. (Sean J. Stackley ASN(RD&A), 21 Dec 2011)
- Point of Contact: Mark Ascione, NSSP Program Manager, mark.ascione@navy.mil (717) 605-1409.
- subscription email notifications of strategic sourcing updates addressing targeted commodities, new contract vehicles, training opportunities
etc. [https://www.navsup.csd.disa.mil/public/ops\\$ned.s.registration](https://www.navsup.csd.disa.mil/public/ops$ned.s.registration)

Strategic Sourcing



Wireless Services
Office Supplies
Global Business Solutions
IT Services/Software
Professional Services



Furniture
Janitorial Supplies
Maintenance and Repair Supplies



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