FAA MISSION

Provide the safest, most efficient, aerospace system in the world.
In 1966, Congress authorized creation of Department of Transportation (DOT). Federal Aviation Administration became one of several organizations within DOT.
AMS VS FAR

The DOT 1996 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 WE ARE DIFFERENT

Major Differences:

• AMS Clauses vs FAR
• SB Act Exemption
• The FAA recently introduced HUBZONE, WOSB, and EDWOSB programs (competitive set-asides)
• AMS permits SDB competitive set-asides
• 8 (a), SDVOSB, WOSB, EDWOSB & HUBZone Direct Awards (4.5 Million Threshold)
The FAA William J. Hughes Technical Center (WJHTC)

- Supports the advancement of the Next Generation Air Transportation System by
  - Being the nation's leading federal laboratory for Research, Development, Test, and Evaluation and In-Service Management
  - Integrating systems and capabilities through collaboration with Industry, Academia, and Government
- Provides the gateway for National Airspace System (NAS) upgrades, improvements, and operational sustainment
Small Business Group

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Oklahoma City
FAA Aeronautical Center

New Jersey
FAA WJHTC

Atlanta, GA
Eastern Service Area

Fort Worth, TX
Central Service Area

Renton, WA
Western Service Area
# FAA Agency Goals & Accomplishments – FY21

<table>
<thead>
<tr>
<th>Prime Contract Categories</th>
<th>Goal Amount</th>
<th>Goal Percent</th>
<th>Accomplished Amount 10/1/20 - 9/30/21</th>
<th>Accomplished Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Procurement</td>
<td>$4,700,000,000</td>
<td></td>
<td>$4,927,696,581</td>
<td></td>
</tr>
<tr>
<td>Contracts Awarded to Small Business Concerns</td>
<td>$1,175,000,000</td>
<td>25.00 %</td>
<td>$1,419,224,201</td>
<td>28.80 %</td>
</tr>
<tr>
<td>Contracts Awarded to Small Business Concerns Owned and Controlled by Socially and Economically Disadvantaged Individuals (Includes-8(a))</td>
<td>$470,000,000</td>
<td>10.00 %</td>
<td>$778,498,529</td>
<td>15.80 %</td>
</tr>
<tr>
<td>Contracts Awarded to Small Business Concerns Owned and Controlled by Women</td>
<td>$235,000,000</td>
<td>5.00 %</td>
<td>$363,791,577</td>
<td>7.38 %</td>
</tr>
<tr>
<td>Contracts Awarded to Small Business Concerns Owned and Controlled by Service Disabled Veterans</td>
<td>$141,000,000</td>
<td>3.00 %</td>
<td>$183,075,252</td>
<td>3.72 %</td>
</tr>
</tbody>
</table>

# FAA Agency Goals & Accomplishments – FY22

<table>
<thead>
<tr>
<th>Prime Contract Categories</th>
<th>Goal Amount</th>
<th>Goal Percent</th>
<th>Accomplished Amount</th>
<th>Accomplished Percent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Procurement</td>
<td>$4,800,000,000</td>
<td></td>
<td>$0</td>
<td></td>
</tr>
<tr>
<td>Contracts Awarded to Small Business Concerns</td>
<td>$1,200,000,000</td>
<td>25.00 %</td>
<td>$0</td>
<td>0.00 %</td>
</tr>
<tr>
<td>Contracts Awarded to Small Business Concerns Owned and Controlled by Socially and Economically Disadvantaged Individuals (Includes-8(a))</td>
<td>$576,000,000</td>
<td>12.00 %</td>
<td>$0</td>
<td>0.00 %</td>
</tr>
<tr>
<td>Contracts Awarded to Small Business Concerns Owned and Controlled by Women</td>
<td>$240,000,000</td>
<td>5.00 %</td>
<td>$0</td>
<td>0.00 %</td>
</tr>
<tr>
<td>Contracts Awarded to Small Business Concerns Owned and Controlled by Service Disabled Veterans</td>
<td>$144,000,000</td>
<td>3.00 %</td>
<td>$0</td>
<td>0.00 %</td>
</tr>
</tbody>
</table>
## William J. Hughes Technical Center Goals & Accomplishments

<table>
<thead>
<tr>
<th>Category</th>
<th>FY20 Goal</th>
<th>FY20 Accomplishments</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL dollars obligated to contracts in FY2020</td>
<td>$507,786,147.23</td>
<td></td>
</tr>
<tr>
<td>TOTAL Small Business (SB) dollars obligated to contracts</td>
<td>$213,054,149.46</td>
<td>42%</td>
</tr>
<tr>
<td>TOTAL Small Business Owned &amp; Controlled by Socially &amp; economically disadvantaged Individuals (Including 8(a))</td>
<td>$154,475,469.77</td>
<td>30%</td>
</tr>
<tr>
<td>TOTAL Women Owned Business (WOB)</td>
<td>$31,648,180.57</td>
<td>6%</td>
</tr>
<tr>
<td>TOTAL Service-Disabled Veteran Owned Business (SDVOSB)</td>
<td>$22,971,220.57</td>
<td>5%</td>
</tr>
</tbody>
</table>
WHAT Does the WJHTC Buy? NAIC Codes for . . .

- Engineering & Technical Services
- IT
- Research & Development (R&D)
- Management Services
- Construction, Electrical, HVAC
- Janitorial
- Landscaping

WHAT Does the Service Areas Buy? NAIC Codes for . . .
(Eastern, Central & Western)

- Construction
- Services,
- Supplies
- Janitorial
HOW Does the WJHTC Buy?

- Contracts and Purchase Orders
- Indefinite Delivery Indefinite Quantity (IDIQ Contracts)
- GSA Schedule Orders
- Purchase Cards
- Mandatory Sources (SAVES, UNICOR, Source America)
- eFAST (Electronic FAA Accelerated and Simplified Tasks)
- Qualified Vendor Lists (QVL)
Activities at the Aeronautical Center can be grouped into 7 major functions:

- Certification
- Logistics
- Service
- Engineering
- Research
- Standards
- Training
MMAC Customer Organizations:

- FAA Logistics Center (AML)
- FAA Academy (AMA)
- Enterprise Services Center (ESC)
- Aviation System Standards (AVN)
- Civil Aerospace Medical Institute (AAM)
- Office of Facility Management (AMP)
- National Airway Systems Engineering (AJW)
How to do Business with the WJHTC

• 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
Service-Disabled Veteran-Owned Small Business

• SDVOSB’s will need to be registered in the following database system prior to award - http://www.vip.vetbiz.va.gov

• This certification functionality will be transitioning to the SBA
MARKETING RESOURCES

• Procurement Forecast: https://sbo.faa.gov/ProcurementForecast.cfm

• Contract Opportunities: https://sam.gov


• Small Business Office website: http://sbo.faa.gov

Here you will find an “Upcoming Events” webpage for FAA liaison participation, our Agency’s Procurement Forecast, Mentor Protégé information, etc.
Questions/Discussion?

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(609) 485-5138
Deborah.Hemphill@faa.gov