



Federal Aviation Administration (FAA) Small Business Office (SBO) Program Overview

William J. Hughes Technical Center



FAA

FAA MISSION

Provide the safest, most efficient, aerospace system in the world.



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HISTORY

In 1966, Congress authorized creation of Department of Transportation (DOT). Federal Aviation Administration became one of several organizations within DOT



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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).



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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)

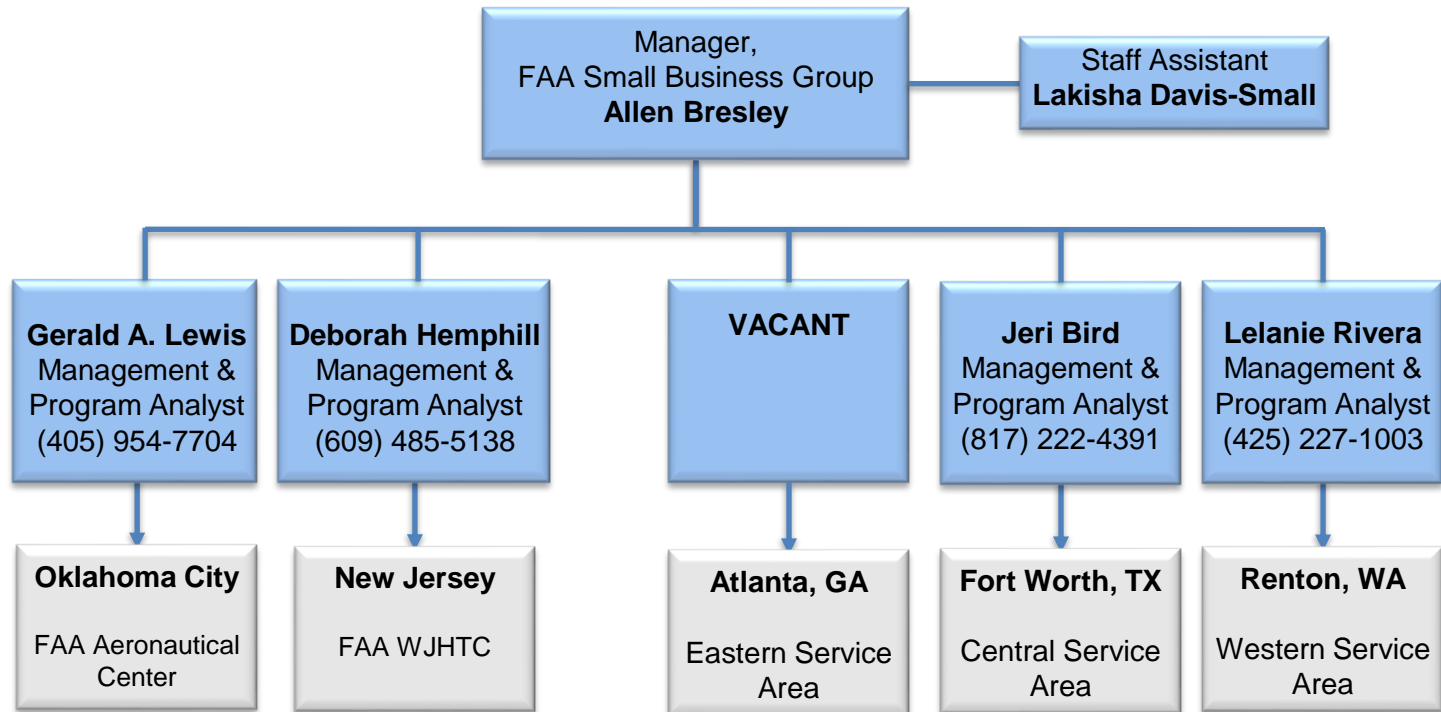
- Supports the advancement of the Next Generation Air Transportation System by
 - Being the nation's leading federal laboratory for Research, Development, Test, and Evaluation and In-Service Management
 - Integrating systems and capabilities through collaboration with Industry, Academia, and Government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



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Small Business Group



FAA Agency Goals & Accomplishments – FY21

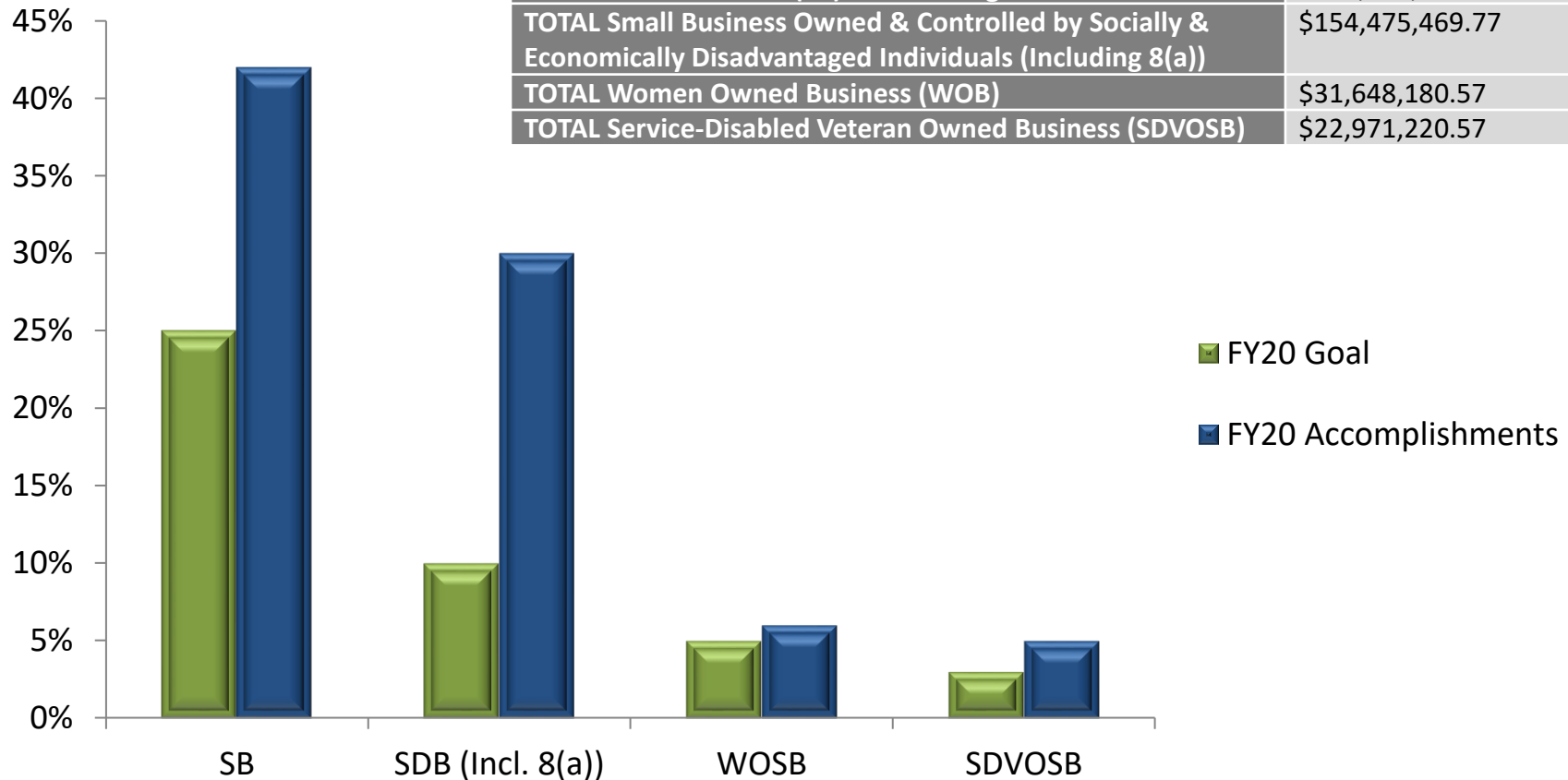
Prime Contract Categories	Goal Amount	Goal Percent	Accomplished Amount 10/1/20 - 9/30/21	Accomplished Percent
Total Procurement	\$4,700,000,000		\$4,927,696,581	
Contracts Awarded to Small Business Concerns	\$1,175,000,000	25.00 %	\$1,419,224,201	28.80 %
Contracts Awarded to Small Business Concerns Owned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

FAA Agency Goals & Accomplishments – FY22

Prime Contract Categories	Goal Amount	Goal Percent	Accomplished Amount	Accomplished Percent
Total Procurement	\$4,800,000,000		\$0	
Contracts Awarded to Small Business Concerns	\$1,200,000,000	25.00 %	\$0	0.00 %
Contracts Awarded to Small Business Concerns Owned and Controlled by Socially and Economically Disadvantaged Individuals (Includes--8(a))	\$576,000,000	12.00 %	\$0	0.00 %
Contracts Awarded to Small Business Concerns Owned and Controlled by Women	\$240,000,000	5.00 %	\$0	0.00 %
Contracts Awarded to Small Business Concerns Owned and Controlled by Service Disabled Veterans	\$144,000,000	3.00 %	\$0	0.00 %

William J. Hughes Technical Center Goals & Accomplishments

TOTAL dollars obligated to contracts in FY2020	\$507,786,147.23	
TOTAL Small Business (SB) dollars obligated to contracts	\$213,054,149.46	42%
TOTAL Small Business Owned & Controlled by Socially & Economically Disadvantaged Individuals (Including 8(a))	\$154,475,469.77	30%
TOTAL Women Owned Business (WOB)	\$31,648,180.57	6%
TOTAL Service-Disabled Veteran Owned Business (SDVOSB)	\$22,971,220.57	5%



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)



The Mike Monroney Aeronautical Center (MMAC)

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Activities at the Aeronautical Center can be grouped into 7 major functions:

- **Certification**
- **Logistics**
- **Service**
- **Engineering**
- **Research**
- **Standards**
- **Training**



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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)



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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>
- Subcontracting Directory:
<https://sbo.faa.gov/Inline.cfm?PageName=FAA%20Subcontracting%20Directory>
- 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.



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Questions/Discussion?



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