



NAVAL SUPPLY SYSTEMS COMMAND  
FLEET LOGISTICS CENTER  
PEARL HARBOR



## Government Contracting Strategies

**READY. RESOURCEFUL. RESPONSIVE.**

*Presented to:*

**Meet the Primes Conference**

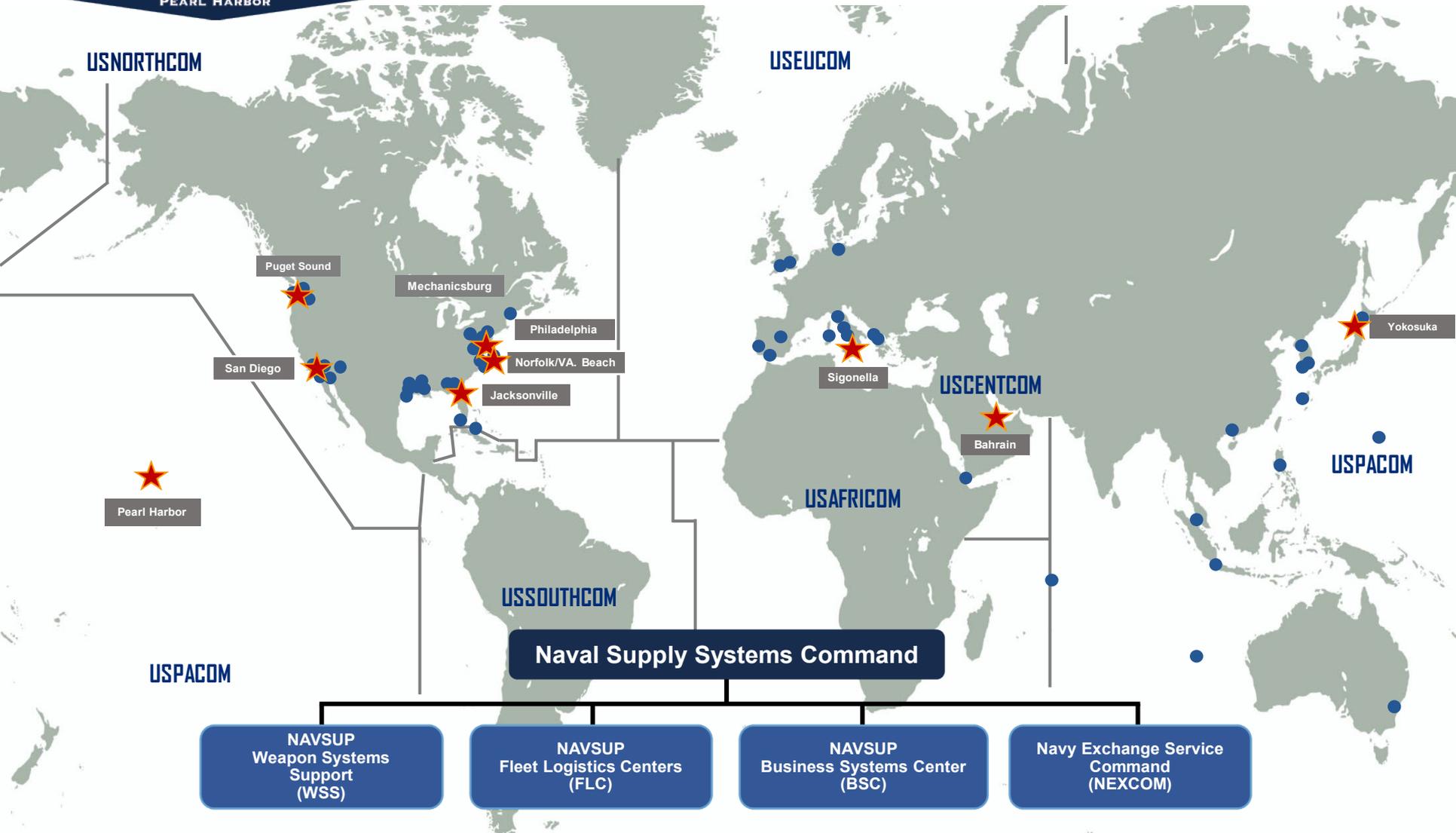
*Presented by:*

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# NAVSUP Enterprise



## **Our Mission**

- To provide logistics solutions throughout the INDOPACIFIC to generate and sustain readiness

## **Who We Buy For**

- Ship and Shore Activities – Navy and Joint Warfighters
- Generally, support entities based or operating in Hawaii

## **What We Buy**

- Supplies
- Services
- PMRF Base and Range Operations Services
- “Breadth not Depth”

## Major Commands Supported

- **Joint Base Pearl Harbor-Hickam (JBPHH)**
- **United States Indo-Pacific Command (USINDOPACOM)**
- **Commander, Navy Region (COMNAVREG)**
- **Commander, U. S. Pacific Fleet (COMPACFLT)**
- **Commander, Submarine Force, U. S. Pacific Fleet (COMSUBPAC)**
- **Naval Facilities Engineering Command (NAVFAC), Pacific & Hawai'i**
- **Naval Computer and Telecommunications Area Master Station Pacific (NCTAMSPAC)**
- **Pacific Missile Range Facility (PMRF), Barking Sands, Kaua'i**





## FY22 Total Actions and Dollars by North American Industry Classification System (NAICS)

NAICS Category (Description)	Total Actions	Total Dollars
56 (Administrative and Support and Waste Management and Remediation Services)	349	\$88,055,512
72 (Accommodation and Food Services)	76	\$37,038,984
51 (Information)	85	\$25,027,395
54 (Professional, Scientific, and Technical Services)	83	\$22,034,790
33 (Manufacturing (Metals, Machinery, Computer, Electronics, Electrical, Transportation Equipment, Furniture, Misc.))	7,978	\$19,570,568
48 (Transportation)	1,527	\$15,814,046
81 (Other Services (Except Public Administration))	52	\$1,014,225
32 (Manufacturing (Paper, Printing, Petroleum, Coal, Chemical, Plastics, Rubber, Nonmetallic Mineral))	19	\$867,944
49 (Postal Service, Courier/Messenger, Warehousing)	3	\$465,928
53 (Real Estate and Rental and Leasing)	9	\$913,567
44 (Retail Trade (Motor Vehicle, Furniture, Electronics, Building Material, Food, Health, Gasoline, Clothing))	5	\$165,272
61 (Educational Services)	2	\$145,027
31 (Manufacturing (Food, Textile, Apparel, Leather))	6	\$83,407
22 (Utilities)	1	\$7,605
<b>FISCAL YEAR 2022</b>	<b>10,195</b>	<b>\$210,670,483</b>

## Small Business Goals and Achievements

Categories	FY22 Fed Gov	FY22 Target %	FY22 Actual %	FY22 Spend
Small Business (SB)	23.00%	50.27%	67.84%	\$140,742,723
Small Disadvantaged Business (SDB)	11.00%	41.89%	56.19%	\$116,569,785
Service-Disabled Veteran-Owned SB (SDVOSB)	3.00%	5.45%	4.85%	\$10,062,420
Women-Owned SB (WOSB)	5.00%	5.03%	3.35%	\$6,941,215
HUBZone SB (HUBZone)	3.00%	2.51%	1.94%	\$4,017,236
Categories	FY23 Fed Gov	FY23 Target %	FY23 YTD Actual %	FY23 YTD Spend
Small Business (SB)	23.00%	70.00%	75.19%	\$53,140,970
Small Disadvantaged Business (SDB)	12.00%	60.00%	67.47%	\$47,683,649
Service-Disabled Veteran-Owned SB (SDVOSB)	3.00%	5.63%	7.42%	\$5,246,707
Women-Owned SB (WOSB)	5.00%	4.19%	1.55%	\$1,098,117
HUBZone SB (HUBZone)	3.00%	2.00%	3.79%	\$2,676,116

## Requirement Case Study

- Customer - emergent requirement for the rental of WIDGETS
  - Submitted to Contracting Office:
    - Funding Document, under \$25K
    - Description of Services (Performance Work Statement (PWS))
    - Market Research, Independent Government Estimate (**quote from Suggested Source**)
- Contracting Officer (KO) - performed pre-solicitation market research
  - Simplified Acquisition Procedures (SAP), Request for Quotation (RFQ)
  - Service unavailable from Required Sources or existing contracts
  - **Suggested Source was HUBZone SB**
  - **Results of Market Research (databases, email, phone): 2 HUBZone SBs that may provide services**
- Small Business Professional (SBP) - reviewed Small Business Coordination Record (DD-2579)
  - KO recommended HUBZone SB Set-Aside (2 or more HUBZone SBs)
  - **SBP conducted independent market research**
  - SBP concurred with strategy
  - **DD-2579 could be referred to SBA Procurement Center Representative (PCR) for additional independent market research and concurrence**
- Result:
  - KO orally solicited 2 HUBZone SB vendors (via email)
  - Received 1 valid (responsive) Quote, Contractor (KTR) found responsible, Price found fair and reasonable
  - Contract awarded to HUBZone SB (Suggested Source)

## Requirement Case Study – Key Points

- Contractor
  - Responsive and Responsible
    - Provided Market Research Quote to Customer, Suggested Source
    - Responded to Oral RFQ directly to KO
    - Enrolled in System for Award Management (SAM) and Wide Area Workflow (WAWF) - Email, phone, business card, capabilities statement, website
    - No adverse performance history or red flags; demonstrated technical capability
  - Price was fair and reasonable
  - Opportunity to self-market as HUBZone SB
- Customer
  - Conducted Market Research
  - Provided Suggested Source information to Contracting
- Contracting Officer / Small Business Professional
  - Acquisition Strategy
    - Agency SB Goals
      - Small Business Set-Aside, HUBZone Set-Aside, HUBZone Sole Source (J&A required)
    - Risk Management and Mitigation
  - Contract Award
    - Determined KTR responsive and responsible
    - Determined price fair and reasonable (only 1 quote received)

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**Website: <https://www.navsup.navy.mil/NAVSUP-Enterprise/NAVSUP-FLC-Pearl-Harbor/Small-Business/>**

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