National Park Service

Acquisition Business

Dianne Mitchell & Jeff Shaffer

Southeast Region--Atlanta, GA

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Topics

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- Acquisition Program
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EXPERIENCE YOUR AMERICA

Mission

*"...to promote and regulate the use of the...**national parks, monuments and reservations**...which purpose is to conserve the scenery and the natural and historic objects and the wildlife therein and to provide for the enjoyment of the same in such manner and by such means as will leave them* *unimpaired* *for the enjoyment of future generations."*

Mission (cont)

- Established 1872
- 401 areas
- 83M acres
- 50 States
- 270M visitors annually

Organization

Acquisition Program
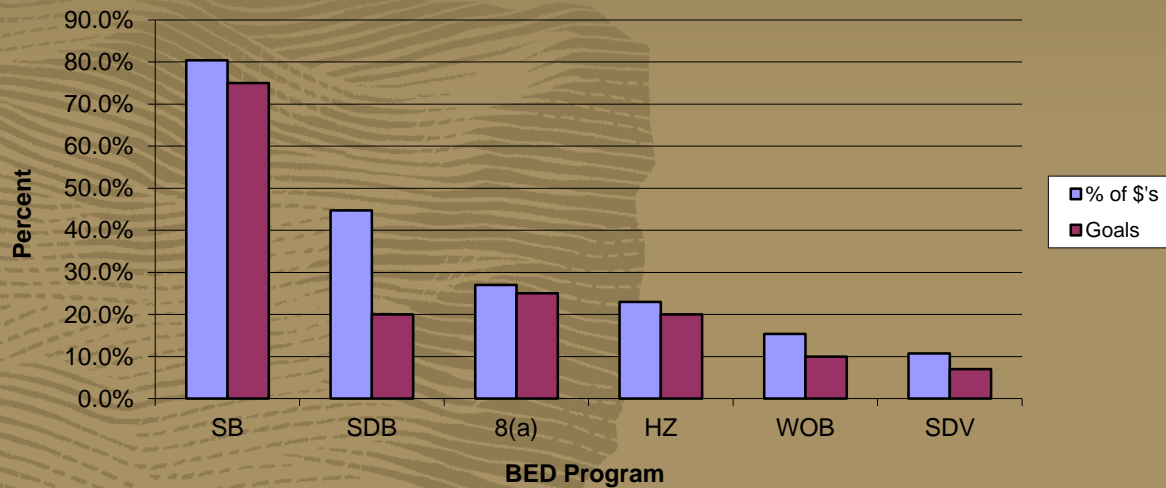
- $300 - $400 million under contract annually
- 80% of contracts awarded to small business
- Majority…Construction
- Remainder…IT, Maintenance Services, Professional Services, A/E, Heavy Equipment

Major Acquisition Buying Offices

- MABO-E…Atlanta GA
- MABO-N…Gatlinburg TN
- MABO-S…Miami FL
- MABO-W…Tupelo MS

Small Business $'s

Southeast Region

	$ Obligated		% of $'s	FY'12 Goals
Total	$39,328,664		**% of $'s**	**Goals**
Small Business	$31,619,528	SB	80.4%	**75.0%**
SDB Program	$17,596,084	SDB	44.7%	**20.0%**
8(a) Program	$10,625,543	8(a)	27.0%	**25.0%**
HUBZone	$9,025,477	HZ	22.9%	**20.0%**
Women Owned	$6,031,629	WOB	15.3%	**10.0%**
Service Disabled Veteran	$4,216,850	SDV	10.7%	**7.0%**

Successful Contractor Traits

- Clear, concise & succinct technical proposals
- Performance-based versus prescriptive driven
- Sensitive to historic & environmental preservation
- Active risk & quality control manager
- Keeps stakeholders informed through acquisition life-cycle

Successful Contractor Traits (cont)

- Maintain current & accurate SAM/CCR

- Validated positive past performance & references on related work

- Does not overstate company capabilities

- Actively monitors Fed Connect/FBO.gov opportunities

- Participates in PTAC/SBA provided training

For more information…

dianne_mitchell@nps.gov

jeffrey_shaffer@nps.gov