

A graphic of a puzzle with several pieces missing, set against a dark blue background with glowing blue outlines. The puzzle pieces are white with blue highlights, and the missing pieces are also highlighted in blue, creating a sense of depth and focus on the gaps.

# Doing Business with Public Buildings Service

Benifer Heron, Small Business Advocate



# Growth & Development

- Start-up to 3 years
  - Subcontracting
  - Partnership
- 3 to 7 years
  - Property Manager's Projects
- 7 years or more
  - [www.fbo.gov](http://www.fbo.gov)



# Subcontracting Opportunities

- Explore list
- Look up firms in [ccr.gov](http://ccr.gov)
- Promote your services to prime



# Property Manager's Projects

- Qualifications
  - Security Clearance
  - Asbestos Awareness
  - Experiences & Past References
  - Certifications



# Procurement Vehicles

- Indefinite Delivery Indefinite Quantity (IDIQ)
- Sole Source
- Three bids to compete



# Types of Projects

- Carpet installation
- Electrical/Data work
- Painting
- Office Build-Outs



# Average Price Range

- \$3,000.00 to \$100,000.00 in the Property Management office
- Typically \$8,000.00 to \$10,000.00
- For projects that exceed \$100,000...



[www.fbo.gov](http://www.fbo.gov)

- All Fed Agencies post \$100K projects
- Exceptions
  - IDIQ
  - Sole Source
  - Mandatory Source



# Past Performance

- Past Performance is always evaluated
- Reliable references
- The government can get past performance information from anyone
- Similar experience and past performance are two different factors



# More on evaluation factors

- Others may include
  - Technical excellence
  - Management plan
- Relative importance of factors



# Elimination from competition

- Evaluators establish a competitive range based on submittals
- Notice regarding elimination
- Only highest rated proposal will be considered
- Number may further be reduced for efficiency



# Debriefing

- Offeror advised of rationale for eliminating their proposal
- Review of significant elements of their proposal
- No information revealed about any other offerors proposal
- Debriefing may be requested after elimination or after award
- Reasoning is to assist in preparing future proposals



# Do

- Attend pre-proposal conferences
- Respond to Sources Sought Notification
- Update your CCR profile
- Market your firm to PBS staff
- Bid on many projects
- Direct questions to the Contracting Officer
- Form joint ventures



# Don't

- Submit what is not required
- Provide a lump sum dollar amount
- Assume you're not eligible for programs



# Projects

<b>Jose V. Toledo USCH, San Juan</b>	<b>2011</b>	<b>2012</b>	<b>2013</b>	<b>2014</b>
Replace Exterior Windows and New Catwalk	\$190,000			
Common Area Refreshing		\$184,775		
Common Area Refreshing			\$184,775	
Common Area Refreshing				\$184,775
Common Area Refreshing		\$184,775		
Chilled Water Piping Repairs	\$300,000	\$1,150,000		
Overhould Chiller #3	\$300,000			
Replace Fire Alarm System	\$85,000	\$900,000		