Topics

- Mission
- Organizational Structure
- Acquisition Program
- Small Business $s
- Successful Contractor Characteristics
- Contact Information
"...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

<table>
<thead>
<tr>
<th>Program</th>
<th>Obligated</th>
<th>% of $'s</th>
<th>Goals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total</td>
<td>$39,328,664</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Small Business</td>
<td>$31,619,528</td>
<td>80.4%</td>
<td>75.0%</td>
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<tr>
<td>SDB Program</td>
<td>$17,596,084</td>
<td>44.7%</td>
<td>20.0%</td>
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<tr>
<td>8(a) Program</td>
<td>$10,625,543</td>
<td>27.0%</td>
<td>25.0%</td>
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<tr>
<td>HUBZone</td>
<td>$9,025,477</td>
<td>22.9%</td>
<td>20.0%</td>
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<tr>
<td>Women Owned</td>
<td>$6,031,629</td>
<td>15.3%</td>
<td>10.0%</td>
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<td>Service Disabled Veteran</td>
<td>$4,216,850</td>
<td>10.7%</td>
<td>7.0%</td>
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</table>
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...

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