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DOING BUSINESS WITH THE FEDERAL AVIATION ADMINISTRATION (FAA)

By: Deborah Hemphill

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**Federal Aviation
Administration**

FAA & Other Federal Agencies

The 1996 DOT 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). The FAA is exempt from the Small Business Act.



Acquisition Management System (AMS)

The Acquisition Management System (AMS) establishes policy and guidance for all aspects of lifecycle acquisition management for the Federal Aviation Administration (FAA). It defines how the FAA manages its resources - money / people / assets - to fulfill its mission.

The screenshot shows the FAA's Acquisition Management System (AMS) website. The header features the FAA logo and navigation links: FAST Home, FAST Index, FAQs, and Contact Us. A search bar is located on the right. Below the header is a blue navigation bar with links to AMS Policy, F&E Funded Capital Assets, Mission Support Ops Funded Capital Investments, Engineering & Management Practices, AMS Building Blocks, and Procurement Policy, Guidance & Forms. The main content area is divided into two columns. The left column, titled 'Applications', lists links for Contract Opportunities (beta.SAM.GOV), Contract Clauses, Real Property Contract Clauses, and PRISM (FAA only). Below this is a section for 'Useful AMS Information' with links to Acquisition Planning & Control Documents, Acquisition Categories (ACAT), and AMS Tailoring (including Request Process and Request Template). The right column, titled 'Procurement', features a large section for 'Procurement Policy, Guidance & Forms' with a sub-link for 'AMS Policy Section 3' and a 'Procurement Guidance' button. A large image of an airplane taking off is displayed on the right, with a text box stating: 'The FAA's procurement system provides policy and guidance for executing contracts and agreements to acquire products, services, and real property.'

Set Aside and Non-Competitive Award Authority

AMS Guidance T3.6.1 Small Business Program

- Set-aside method of procurement
 - Small Socially and Economically Disadvantaged Businesses (SEDBs) expressly certified by the SBA for participation in SBA's 8a program
 - Service-Disabled Veteran Owned Small Businesses (SDVOSBs)
 - HUBZone Small Businesses certified by SBA
 - Women-Owned Small Businesses (WOSBs) and Economically Disadvantaged Women-Owned Small Businesses (EDWOSBs) certified by SBA for specified NAICS
 - Small Disadvantages Businesses (SDBs)
- Noncompetitive:
 - SEDB 8a
 - HUBZone
 - WOSB
 - ESWOSB
 - SDVOSB

FAA Small Business Office (SBO)

The SBO serves as trusted advisers and collaborative partners to program and contracting offices, to ensure the FAA has a diverse base of procurement ready suppliers able to meet the agency's current and future needs.

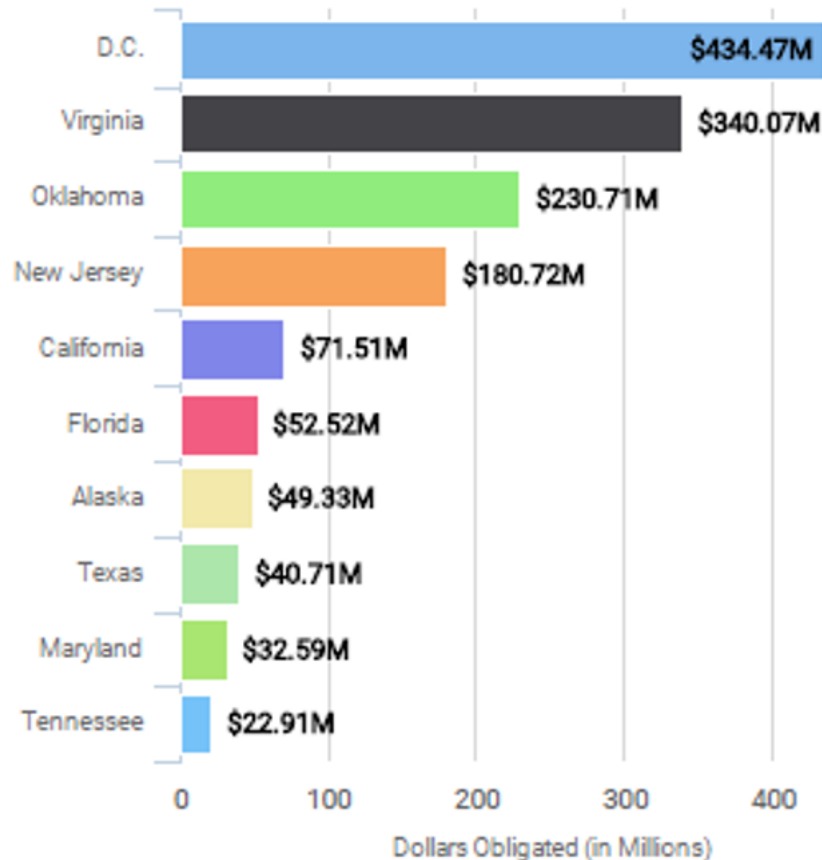


Small Business Program Office

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Spend Profile - FY24 Place of Performance

FEDMINE.US Top 10 States (Place Of Performance)

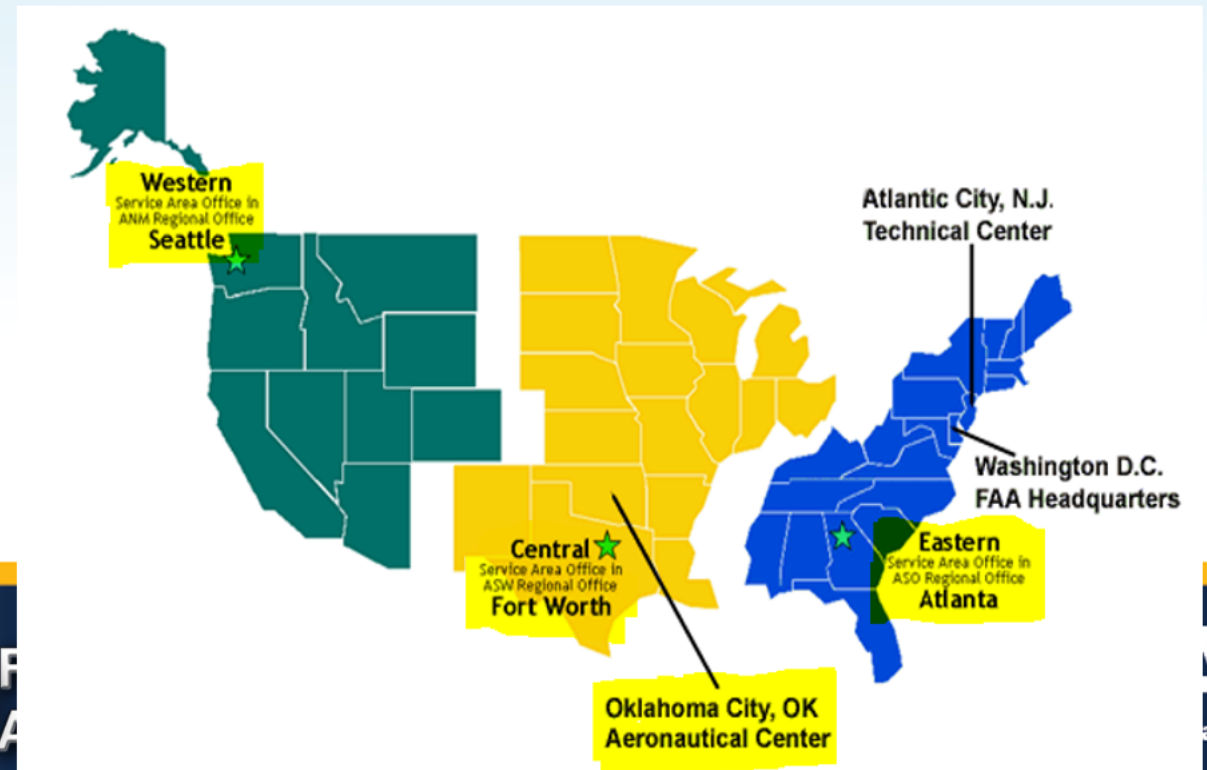


Mike Monroney Aeronautical Center (MMAC)

The MMAC manages a variety of key contracting functions for the FAA, including logistics support for the NAS, operational and management training, medical research, and financial/accounting services. It's the home of the FAA Academy as well as the FAA's Logistic Center.

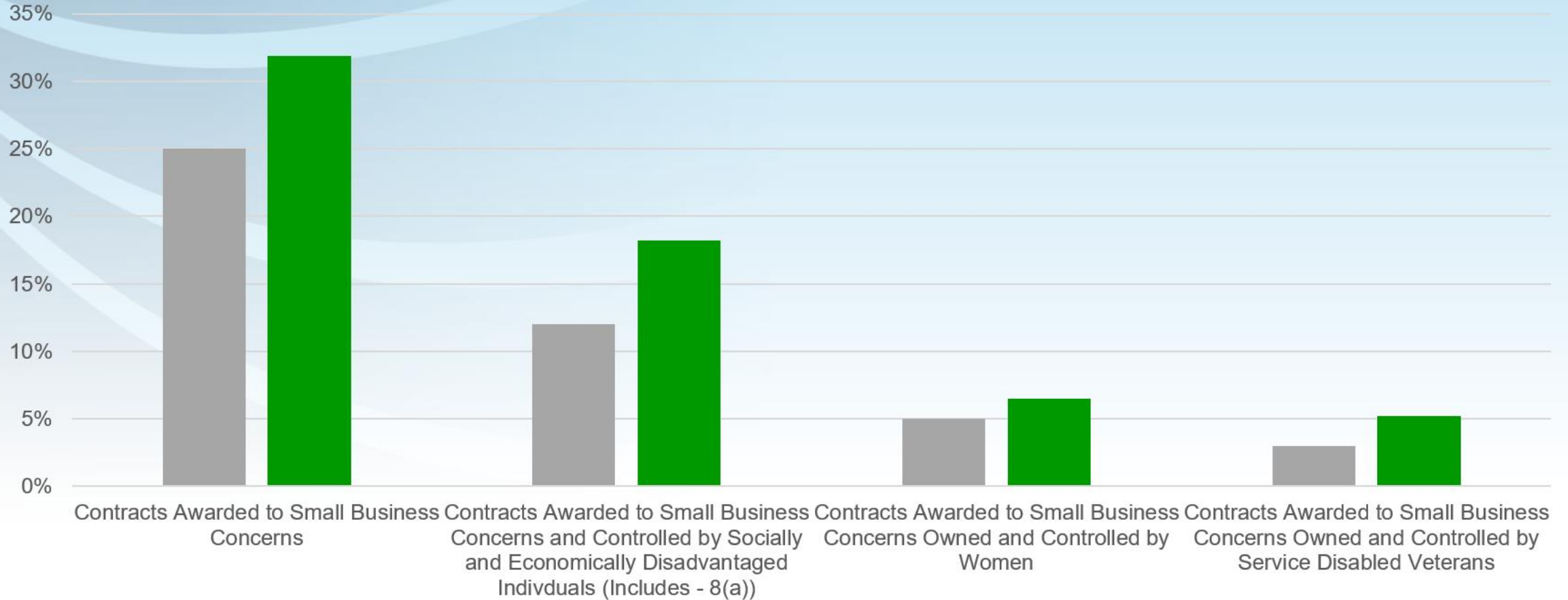
William J. Hughes Technical Center (WJHTC)

Acquisition and contracting in support of WJHTC activities that include Lab and Research support for National Airspace System (NAS) system upgrades, improvements, and operational sustainment. The Technical Center conducts test and evaluation, verification and validation, and sustainment of the FAA's full spectrum of aviation systems.



FY23 Agency Small Business Accomplishments

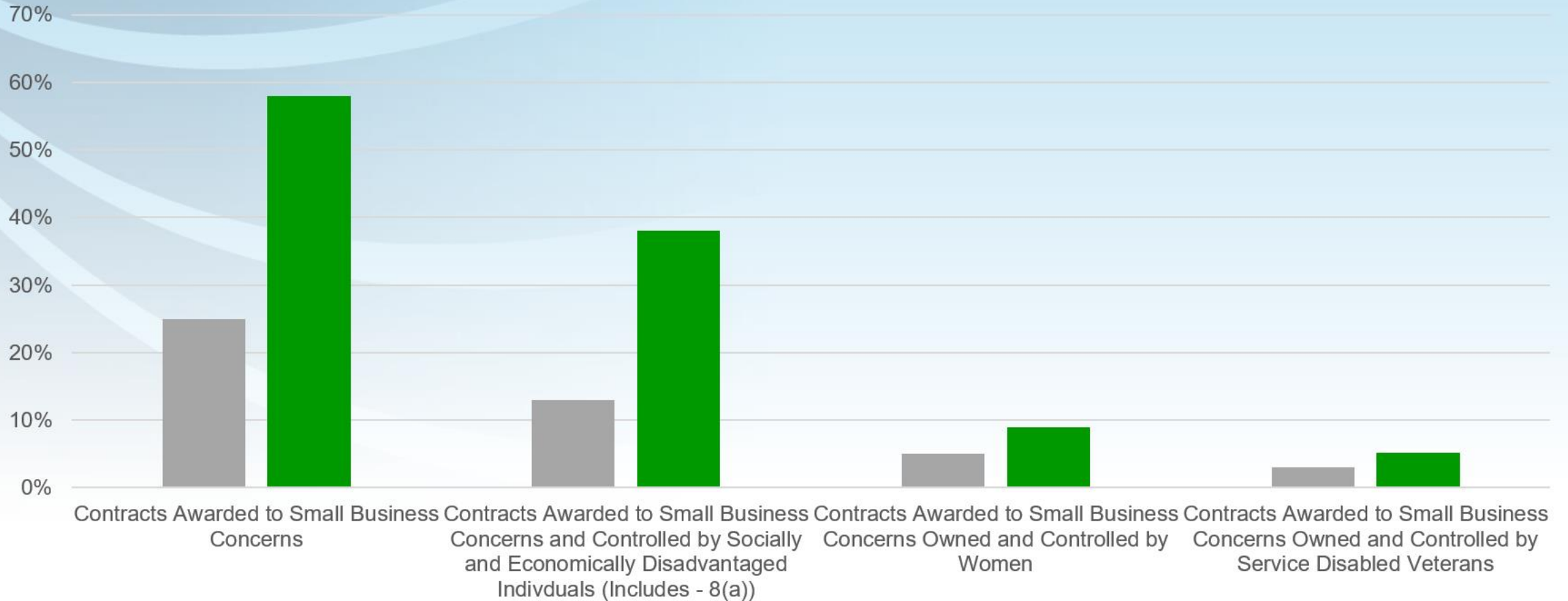
FAA 23 Small Business Accomplishments



* Note – Based on FPDS Data from the Small Business Goaling Report (dated 10.26.23)

FY23 WJHTC Small Business Accomplishments

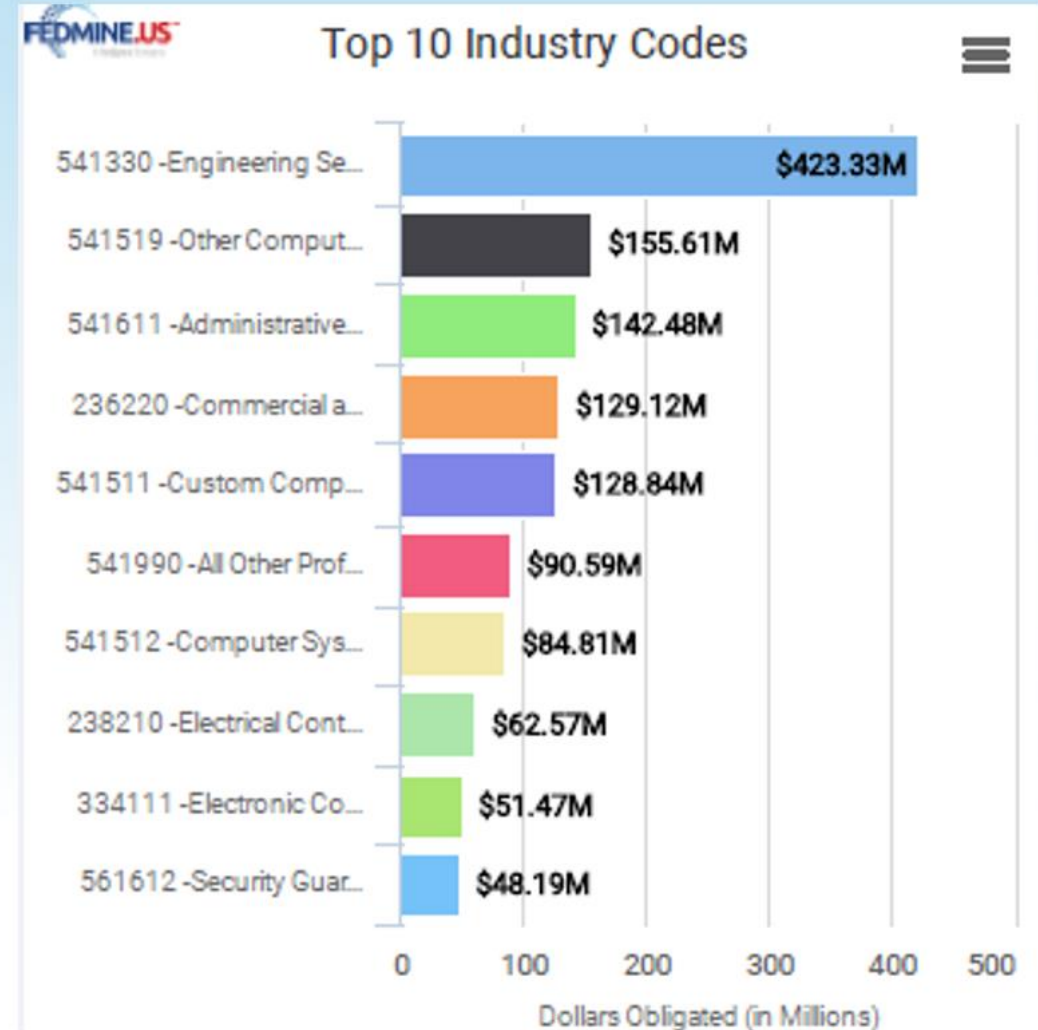
FAA 23 Small Business Accomplishments



* Note – Based on FPDS Data from the Small Business Goaling Report (dated 10.26.23)

What the FAA Buys – FY24 Data (TYD)

- **CONSTRUCTION**
 - Building Construction and Modernization
 - Site Preparation
 - Repairs (Routine & Emergency)
- **SERVICES**
 - Engineering Services
 - IT Design, Development and Sustainment
 - Telecommunication
 - ATC Services
 - Facility Sustainment
- **SUPPLIES**
 - System Spares
 - Maintenance and Repairs
 - General Supply



How the FAA Buys

- **CONSTRUCTION –**

- QVL's, direct solicitations on SAM.gov**

- Building Construction and Modernization
- Site Preparation
- Repairs (Routine & Emergency)

- **SERVICES –**

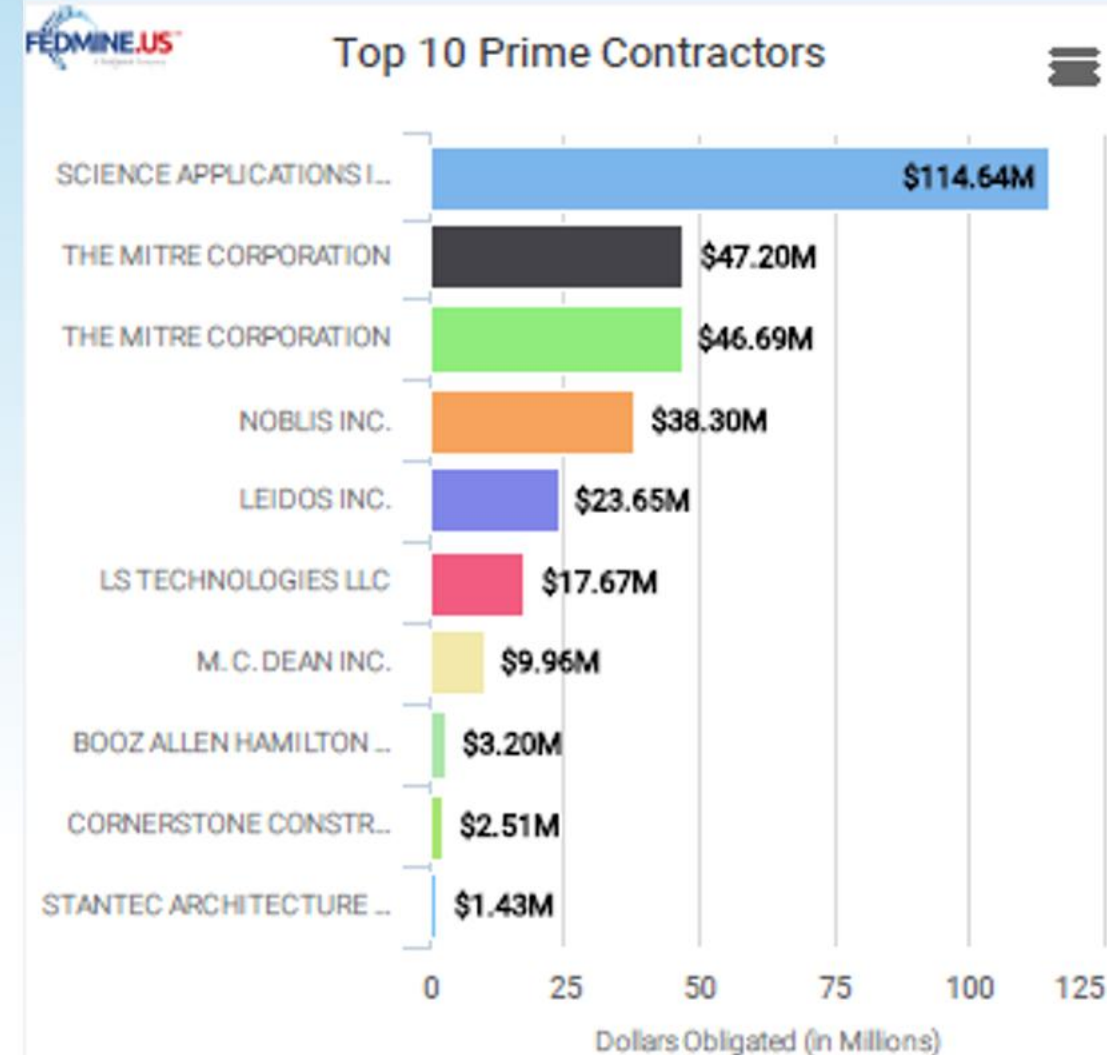
- IT, NAS-Related Engineering – Sam.gov & Strategic Sourcing Vehicles**

- Engineering Services
- IT Design, Development and Sustainment
- Telecommunication
- ATC Services
- Facility Sustainment

Subcontracting Data – FY24

Compete as a Subcontractor:

- Search the FAA's [Subcontracting Directory](#) on SBO.faa.gov to view prime/sub relationships for companies
- A list of our major Large Business prime contracts can be found in our Subcontracting Directory, for potential subcontracting opportunities



Capabilities Statement

An **up-to-date capabilities statement** is a business resume that provides a business' identification, abilities, and relevant corporate data

- It provides a first impression of your small business
- It is usually no more than 2 pages
- It reflects your company's sales pitch
- It differentiates your company from your competition
- Sometimes used to respond to Market Surveys – might be required to be specific in those circumstances

Strategy Recommendations

- **Respond to Market Surveys**
 - Demonstrate capabilities, ask questions, recommend changes, and offer new solutions
 - Responses to market surveys are utilized as input for set-aside determination decisions
- **Respond to Solicitations that you qualify for**
 - Read instructions/evaluation criteria carefully, and always ask for clarifications when necessary
 - Request a debriefing if unsuccessful
 - Submit Requests in writing and ask specific questions so the CO can address
- **Update Databases**
 - SAM Registration, SBA Dynamic Small Business Search (DSBS), SBA Registration, VetBiz, etc.
- **DOT Procurement Forecast**
 - Check out the FY24 Procurement Forecast

IT Industry Liaison Office

Mike Monroney Aeronautical Center

Oklahoma City, OK



Kenyon Elliott
Industry Liaison Officer
FAA/Information Technology
(405) 954-9665
kenyon.r.elliott@faa.gov

Submit Capability Statement to the Industry Liaison
Support Center (ILSC): 9-it-industry@faa.gov

Current Opportunities

- **Contract Opportunities**
 - <https://sam.gov/content/home>
- **FAA Procurement Forecast**
 - <https://sbo.faa.gov/ProcurementForecast.cfm>
- **Aviation Research Grants**
 - <https://www.grants.gov/web/grants/search-grants.html?keywords=FAA>
- **Contract Opportunities Include:**
 - Aviation Research BAA - 692M15-20-R-00004
<https://sam.gov/opp/9411a565d693454db173ae986ad1c7a4/view>
- **Outreach – sbo.faa.gov – Upcoming Events**
 - WJHTC Matchmaking – April 2025