

VIRTUAL INDUSTRY DAY TIPS

Karen L. Baker
U.S. Army Geospatial Center
Chief, Office of Small Business Programs

"The views, opinions and findings contained in this report are those of the authors(s) and should not be construed as an official Department of the Army position, policy or decision, unless so designated by other official documentation."



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WHY



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COST / TIME



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SECURITY / SAFETY



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TRANSPARENCY



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NO CONFERENCE PACKAGE



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WHO



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INTERNAL TEAM

EXTERNAL TEAM(S)



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INTERNAL TEAM



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SMALL BUSINESS PROFESSIONAL

10

CONTRACTING OFFICER

CONTRACT SPECIALIST

TECHNICAL SUBJECT MATTER EXPERTS

PUBLIC AFFAIRS OFFICE REPRESENTATIVE

STAKE HOLDERS/ CUSTOMERS

OFFICE OF COUNSEL



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EXTERNAL TEAM(S)



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**PROCUREMENT TECHNICAL
ASSISTANCE CENTERS (PTACS)**

SBA DEVELOPMENT CENTERS

**U.S. WOMEN CHAMBER OF
COMMERCE**

**SAME, AFCEA, AGC, NOAC, ASCE,
ASBCC**



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WHEN



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**PICK A DAY DURING THE
WEEK**

TIME OF DAY

AVOID MAJOR HOLIDAYS



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WHERE



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CONFERENCE/MEETING ROOM



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WHAT



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REVIEW FBO VIRTUAL ANNOUNCEMENT

18



Federal Business Opportunities



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Multiple Environmental Government Acquisition (MEGA)-Restricted

Solicitation Number: W912DY-16-R-0077
Agency: Department of the Army
Office: U.S. Army Corps of Engineers
Location: USACE HNC, Huntsville

Notice DetailsPackagesInterested Vendors List

[Print](#) [Link](#)

Complete View

- [Original Synopsis](#)
Special Notice
Oct 13, 2017
3:01 pm
- [Changed](#)
Oct 16, 2017
11:22 am
- [Changed](#)
Oct 26, 2017
1:27 pm

[Return To Opportunities List](#) [Watch This Opportunity](#)
[Add Me To Interested Vendors](#)

Solicitation Number: W912DY-16-R-0077

Notice Type: Special Notice

Synopsis:
Added: Oct 13, 2017 3:01 pm Modified: Oct 16, 2017 11:22 am [Track Changes](#)

The purpose of this announcement is to invite interested firms to a Virtual Industry Day that will allow the Government to provide valuable information to industry - LIVE. The agenda will consist of an overview of the Scope of work, planned acquisition strategy, tips and best practices for Small Business, and a Question and Answer (Q&A) session. We encourage Small Business participation.

Date and Time: October 24, 2017, 2:30 p.m. - 4:30 p.m. Central Time Zone
Registration: Pre-registration is recommended for this event. Please register only once using the link provided below through Eventbrite. Please include your Company Name, Primary NAICS code, Small Business Classification(s), Attendee(s), and Point of Contact Name, Title, Email, & Phone Number. All registrations must be received no later than 23 October, 2017. Registration will close once capacity has been reached or on 23 October, whichever comes first.

Registration:
<https://www.eventbrite.com/e/mega-restricted-industry-day-tickets-38636728495>

ALL FILES

- [attendees list](#)
Oct 26, 2017
[Copy of report-2017...](#)
- [presentation slides](#)
Oct 26, 2017
[MEGA Restricted Indu...](#)
- [survey](#)
Oct 26, 2017
[Survey Questions - 2...](#)

GENERAL INFORMATION

Notice Type:
Special Notice

Original Posted Date:
October 13, 2017

Posted Date:
October 26, 2017

Response Date:
Oct 24, 2017 11:59 pm Eastern

Original Response Date:
Oct 24, 2017 11:59 pm Eastern

Archiving Policy:
Manual Archive

Original Archive Date:
-

<https://www.fbo.gov/?s=main&m=detail&tab=list>



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CREATE A VIRTUAL CALENDAR



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**PUT A REQUEST IN WITH YOUR IT
TEAM FOR A CENTRALIZED EMAIL
ACCOUNT**

UMCS-V@USACE.ARMY.MIL



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NEED TO SET UP THE ATT- WEBXX FOR TELECONFERENCING



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GO.USA.GOV



Signed in as [Karen L. Baker](#). [Log out](#)



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Shorten

Go.USA.gov has shortened **4,259,279** URLs that have been clicked **618,614,815** times.

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Your Links

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Info	Clicks	Date ▾
https://www.fbo.gov/spg/USAF/AFMC/AEDC/FA9101... metrics http://go.usa.gov/xnScW notes	30	3/08/2018
https://www.fbo.gov/spg/USA/COE/DACA87/W912DY... metrics http://go.usa.gov/xnuBa notes	336	3/05/2018
https://www.fbo.gov/spg/USA/COE/DACA87/PANHES... metrics http://go.usa.gov/xnUHR notes	240	12/20/2017



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Virtual Industry Day
For
Utility Monitoring and Control Systems
(UMCS) - V

On
04 April 2017

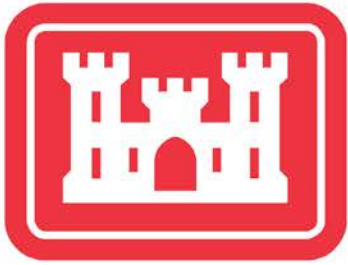
At
1300 – 1700 hours CDT

For registration and further information, go to
<https://go.usa.gov/xXXUg>



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Attendees receive information regarding the acquisition approach. The agenda consists of an overview of the scope of work, planned acquisition strategy, tips and best practices for small businesses and a question and answer session.

Register for the event at:
<https://go.usa.gov/xXXUg>

**For more information on
Huntsville Center, visit:**
www.hnc.usace.army.mil

Virtual Industry Day for Utility Monitoring and Control Systems (UMCS) - V

**April 4
1 - 5 p.m. CDT**



SAMPLE MEDIA RELEASE

25



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News Release Archive

2018 (3)

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2013 (11)

Huntsville Center's BASEOPS Program sets virtual industry day

SHARE Email Print

Posted 1/17/2017

Release no. 17-007

Contact

Karen Baker
256-895-1774
Karen.L.Baker@usace.army.mil
Small Business Office

The U.S. Army Engineering and Support Center, Huntsville's BASEOPS Program is sponsoring a virtual industry day to provide information and assistance to small businesses interested in submitting proposals for performing work for the 88th Regional Support Command (RSC).

The 88th RSC provides services and base operations support to more than 55,000 Army Reserve Soldiers, Families and Civilians dispersed across 19 states in the northern U.S. from the Ohio River to the Pacific.

The virtual industry day is set from 10 a.m. - 1 p.m. MST, Feb 2. The Colorado Procurement Technical Assistance Center (PTAC) will serve as the host location and will live-stream to all participating state and regional PTACs hosting parties interested in the upcoming acquisitions. To facilitate check-in and security, attendees are encouraged to arrive between 9 - 9:45 a.m. MST.

The work required at the 88th RSC sites is for janitorial, ground maintenance and solid waste collection services.

Photos

1 of 1



Huntsville Center's BASEOPS Program is sponsoring a virtual industry day to provide information and assistance to small businesses interested in submitting proposals for performing work for the 88th Regional Support Command. (Photo by Farrow)

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RESOURCE LIST

USE THE SBA 8(a) MENTOR PROTÉGÉ LIST

CONTACT YOUR LOCAL PROCUREMENT TECHNICAL
ASSISTANCE CENTER REPRESENTATIVE

CONTACT THE VARIOUS ASSOCIATIONS



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EVENTBRITE REGISTRATION

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This event has ended.



MAY
04

Medical Facilities Support Services II Virtual Industry Day

by U.S. Army Engineering and Support
Center in Huntsville (CEHNC)

Free

Sales Ended

[DETAILS](#)

REGISTRATIONS ARE CLOSED

You are registered to attend. If you have any questions please
email: mfss_ii@usace.army.mil.

DESCRIPTION

The U.S. Army Engineering and Support Center in Huntsville
(CEHNC) Alabama is hosting a Virtual Industry Day via Facebook
Live! This allows the Government to gather information for market
research and provide valuable information to industry on the

DATE AND TIME

Thu, May 4, 2017
1:00 PM – 3:30 PM CDT
[Add to Calendar](#)

LOCATION

Facebook Live
<https://www.facebook.com/Hunts>



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OTHER RESOURCES

Spider Phone with speaker extensions

Monitor

Minimum 2 laptops

Webinar capability (transcripts from
webinar provider)

Infomercials



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HOW



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SAMPLE OF WEBINAR PRESENTATION



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ENERGY SAVINGS PERFORMANCE CONTRACTS (ESPC) SMALL BUSINESS ON-RAMP

OVERVIEW OF ESPC PROGRAM



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GOVERNMENT REPRESENTATIVES

NAME – Project Manager,

NAME – Technical SME,

NAME – Contracting Officer, Pre-Award

NAME – Contract Specialist, Pre-Award

Karen Baker – Office of Small Business Programs



RULES OF ENGAGEMENT

- Everything discussed is subject to change!
- We are looking for your INPUT!
- Submit your questions to:
HNC-Preaward-Division@usace.army.mil
CC: ContractSpeci@usace.army.mil
- Look for the Questionnaire, Presentation Slides, and Attendees List on FedBizOpps.gov
- **NOTE:** Until all required acquisition related documents are approved, the expectations shared herein are subject to change.



AGENDA

- Program Overview
- Acquisition Approach
- Small Business and Resources
- Questions and Wrap up



ESPC OVERVIEW:

- The Energy Savings Performance Contracts (ESPC) are the *primary tool* that supports intended to promote the use of renewable energy technologies, acquire energy and water conservation services, reduce energy and water consumption and/or associated utility costs, may reduce energy and water related operations and maintenance costs, and perform other holistic approach site specific project activities.
- The energy service company (ESCO) shall be responsible for providing all labor, material, and capital to install energy and water conservation projects, renewable energy projects, operations and maintenance (O&M), and Measurement and Verification (M&V) as specified in each issued task order.



ESPC OVERVIEW:

Cont..

- The cost of an energy savings performance contract (ESPC) TO project (hereafter referred to as TO project) must be covered by the energy, water, ancillary, and related cost savings that will accrue to the Federal facility. The TO project cost savings must be verified and documented annually.
- ESPCs utilize private capital to make infrastructure improvements on military installations
- Allows Energy Services Companies (ESCOs) to provide Federal customers:
 - Energy and water efficiency improvement projects
 - Renewable energy projects
 - Demand reduction services
 - Energy security and resiliency



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ESPC OVERVIEW:

- Improved energy infrastructure at Army Garrisons
- Reduced energy consumption (Btu)
- Reduced O&M needs
- Lower maintenance costs
- Meeting Army energy reduction goals
- Increased reliability of systems, equipment, and components



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ESPC OVERVIEW:

Cont.

- Continue to meet and exceed the Army's PPCC execution goals
- Provide innovative solutions to reduce customer's energy consumption
- Partner with other DoD and Federal agencies to leverage USACE's proven, streamlined approach to developing and awarding ESPC projects
- Streamline our development approach further to achieve savings quicker
- Firms must have experience with third party financing.



ESPC OVERVIEW:

Cont.

- Implementation and development costs are financed for up to 25 years at competitive interest rates.
 - Contractors under this MATCO must be able to obtain financing of large multimillion dollar project and sustain their business without receiving payment for multiple years while the ESPC project is developed and implemented.
 - Contractors must be able to support the project, provide maintenance and perform M&V over the life of the project.
- Payment is derived from the savings generated by the improvements
 - Savings must occur or contractor does not get paid.



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ESPC OVERVIEW:

Cont.

- The geographic scope of the contracted services under this acquisition will cover the United States (CONUS), including Alaska, Hawaii, and all U.S. Territories and possessions, and may include overseas locations of Germany and Korea.



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ESPC OVERVIEW:

Cont.

➤ Typical ESPC Energy Conservation Measures (ECMs):

- Boiler Improvements
- Chiller Improvements
- Air Handling Equipment
- Controls
- Motors and Drives
- Upgrade of HVAC Systems
- Lighting Retrofits
- Renewable Energy Systems
- Building Envelope
- Water & Steam Distributions
- Electrical Peak Sharing
- Solar, Photovoltaic
- Ground Source Heat Pumps
- Generators
- Variable Frequency Drives
- Upgrade of Central Power Plants
- Metering & Energy Information Systems
- Gas-fired Infrared Heaters
- Primary/Secondary Pumping Systems
- Decentralization of Domestic Hot Water Systems
- Decentralization of Central Power Plants
- Wind



ESPC MEASUREMENT & VERIFICATION

- Critically important to ESPC Program success
- Must follow Army guidance
- Must conform to FEMP M&V protocols
- No stipulated savings
- ESCOs must see M&V as a way to promote what ESPC has provided:
 - Use M&V to show benefit
 - Schedule M&V briefings with the customer
 - Use M&V to identify issues and alert the customer to any field problems they may not be aware of



ESPC CUSTOMERS:

- Rock Island Arsenal JMTC
- Rock Island Arsenal
- White Sands Missile Range
- FT Carson
- McAlester AAP
- Daegu Korea
- Yongsan Korea
- Ft McCoy
- SPAWAR Pacific (Navy)
- SPAWAR Atlantic (Navy)
- Fleet Readiness Center SW (Navy)
- Mobile District (USACE)
- Ft Buchanan
- Ft Bragg
- Camp Humphries (Korea)
- Aberdeen Proving Grounds
- Letterkenny Army Depot
- Michigan National Guard
- Puerto Rico National Guard
- Ft Bliss
- Corpus Christi Army Depot
- Hohenfels (Germany)
- Wiesbaden (Germany)
- Ft Lee
- Adelphi Laboratory Center
- Ft Leavenworth
- FT Irwin
- Soldier System Center Natick
- West Point
- Ft Greely



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ENERGY SAVINGS PERFORMANCE CONTRACTS (ESPC) SMALL BUSINESS ON-RAMP

ACQUISITION APPROACH

Overview of our expected procurement strategy for the contracts and how we will select for task orders



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MATOC ON-RAMP EXPLAINED

- The On-Ramp provision allows for new contractors to be added to the MATOC pool, thereby increasing competition.
- On-Ramps create a unique opportunity for the Government to accept and evaluate new proposals during the period of performance with the intention of adding additional contractors to a competition pool when it is in the best interest of the Government. This allows increased competition and new and / or improved technologies and technical approaches to be realized by the Government.



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MATOC ON-RAMP EXPLAINED

Cont..

- There are cases in which market research shows a high response from small businesses; however, few possess the ability to perform the entire scope. An On-Ramp provision provides an avenue to increase the competition pool with small businesses who have developed the required capabilities during the contract period of performance.
- Occasionally small business MATOC holders may become a large businesses during the performance period. Becoming a large business reduces the small business pool of the MATOC.



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MATOC ON-RAMP EXPLAINED

Cont..

- The goal of this on-ramp is to add a minimum of one (1) and up to a maximum of three (3) additional small business contractor(s) to the existing ESPC MATOC pool.
- The evaluation for award shall be conducted in accordance with the original solicitation.
- All contract terms and conditions under the MATOC shall be applicable to the new awarded MATOC contract.



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ESPC - ACQUISITION APPROACH:

- North American Industry Classification System (NAICS) Code – 541330, Engineering Services
- Small business size standard - \$15.0 million
- Anticipated capacity - \$1.5 billion, shared capacity under the current MATOC.
- Current Capacity: \$1.321B (as of 26 February 2018).



ESPC - ACQUISITION APPROACH:

Cont.

- Period of Performance – The period of performance of the awarded contract shall coincide with the existing MATOC period of performance.
- Existing MATOC period of performance.
 - Base Period: 4 April 2014 through 3 April 2019
 - Option Period: 4 April 2019 through 3 April 2024
- Selection of the firm(s) for the award shall be *qualifications-based*.



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SOURCE SELECTION – BASE CONTRACTS

- All proposals will be evaluated against the following factors (in descending order of importance with Factors 3 and 4 equal in importance):
 - Factor 1: Corporate Technical Experience and Management Approach
 - Factor 2: Financial Capability
 - Factor 3: Past Performance
 - Factor 4: Small Business Participation Plan
 - Factor 5: Technology Markups and Financing Markups

- Basis of Award – Best Value
 - Non-price related factors, when combined, are significantly more important than the price-related factor.



SMALL BUSINESS PARTICIPATION FACTOR

- All Offerors, both large and small, must submit a Small Business Participation Plan to be evaluated by the SSEB.
- A separate Small Business Subcontracting Plan will be submitted by large firms only and will be evaluated on a pass / fail basis prior to award. The Subcontracting Plan should be consistent with the efforts proposed in the Small Business Participation Plan.
- Offerors will be required to propose their best effort for meeting the following small business participation percentages:
 - Small Business: 20%
 - Small Disadvantaged Business: 3%
 - Women-Owned Small Business: 3%
 - HUBZone Small Business: 2%
 - Veteran-Owned Small Business: 2%
 - Service-Disabled Veteran-Owned Small Business: 2%



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ESPC TASK ORDER SELECTION

- Task orders will be issued as firm fixed-price (FFP) and may include performance periods of up to 25 years.
- Task orders will either be set aside exclusively for small business competition or will be competed among all contractors (both large and small business).

Dollar Value	Task Order Competition	Caveats
\$5 Million or Greater	Unrestricted Competition	
Less than \$5M	The Contracting Officer will first consider reserving the Task Order for small businesses. The determination will examine the size of the project, complexity of the project and level of financing required.	Before making the determination on a particular project, the Contracting Officer will request a letter of interest from all SB firms. If fewer than two responses are received, the Task Order will open for Unrestricted Competition.



OFFICE OF SMALL BUSINESS PROGRAMS

Ms. Karen L. Baker

Deputy, HNC Office of Small Business Programs



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FEDERAL ACQUISITION REGULATION (FAR)

The screenshot displays the Acquisition.GOV website in a web browser. The address bar shows the URL <https://www.acquisition.gov>. The website header features the Acquisition.GOV logo, a search bar, and links for 'Advanced Search' and 'Change Text Size'. A navigation menu includes links to Home, Federal Acquisition Regulation (FAR), Supplemental Regulations, Acquisition Systems, Archives, and CAO.gov. The main content area features a large banner with the text '"NEW" FAN In A Minute' and a 'READ MORE' button. To the right, a computer monitor displays the 'FAN in a Minute FAR Alert Notice' logo. The Windows taskbar at the bottom shows various application icons and the system clock indicating 10:24 AM on 11/30/2017.

<https://www.acquisition.gov>



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FEDERAL ACQUISITION REGULATION (FAR)

Home » Federal Acquisition Regulation (FAR)

Federal Acquisition Regulation (FAR)

FAC Number/Effective Date: 2005-96 / 11-06-2017 - Download Entire FAR - [PDF](#) [HTML](#) [Full Screen](#)

FAR PARTS					Title & Number	Select the download format
Index						HTML
Table of Contents					Part 1 — Federal Acquisition Regulations System	HTML
1	2	3	4	5	1.1 Purpose and Scope	
6	7	8	9	10	1.2 Administration	
11	12	13	14	15	1.3 Agency Acquisition	
16	17	18	19	20	1.4 Devices and Supplies	
21	22	23	24	25	1.5 Agency and Public Participation	
26	27	28	29	30		
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FAR PARTS	
Index	
Table of Contents	

PART 19. SMALL BUSINESS PROGRAMS

[19.000 Scope of part.](#)
[19.001 Definitions.](#)
[Subpart 19.1 Size Standards](#)
[19.101 Explanation of terms.](#)
[19.102 Size standards.](#)
[Subpart 19.2 Policies](#)

<https://www.acquisition.gov>



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NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS)

United States Census Bureau

North American Industry Classification System

U.S. Department of Commerce | Blogs | Index A-Z | Glossary | FAQs

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Enter keyword or 2-6 digit code

2012 NAICS Search

Enter keyword or 2-6 digit code

2007 NAICS Search

Downloads/Reference Files/Tools

- 2017 NAICS
- 2012 NAICS
- 2007 NAICS
- 2002 NAICS
- 1997 NAICS
- Concordances
- NAICS Update Process Fact Sheet [PDF, 37KB]

Contact Us

Email Us: naics@census.gov

Introduction to NAICS

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly by the [U.S. Economic Classification Policy Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#), to allow for a high level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS reference files and tools. Additional information on the background and development of NAICS is available in the [History](#) section of this Web site.

Announcements

NAICS 2017 Revision is final

[August 08, 2016](#) [PDF, 290KB]
North American Industry Classification System—Revision for 2017; Notice. Vol. 81, No. 152

2017 NAICS Structure [XLSX, 94KB]

2017 NAICS to 2012 NAICS [XLSX, 59KB]

2012 NAICS to 2017 NAICS [XLSX, 58KB]

[August 04, 2015](#) [PDF, 325KB]
North American Industry Classification System (NAICS) - Updates for NAICS 2017; Notice. Vol. 80, No. 149

[August 08, 2014](#) [PDF, 292KB]
2017 North American Industry Classification System (NAICS) Revision - Notice Regarding Implementation of the Factoryless Goods Producer Classification in NAICS 2017; Notice. Vol. 79, No. 153

[May 22, 2014](#) [PDF, 324KB]
2012 North American Industry Classification System (NAICS) —Updates for 2017; Notices. Vol. 79, No. 99

<http://www.census.gov/eos/www/naics/index.html>



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NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS)

CB NAICS Search

← → ↻ ↺ ① https://www.census.gov/cgi-bin/sssd/naics/naicsrch

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North American Industry Classification System

[Main](#)[History](#)[Development Partners](#)[Federal Register Notices](#)[NAPCS](#)[FAQs](#)

NAICS Search:

Enter keyword or 2-6 digit code

2017 NAICS Search

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2007 NAICS Search

Reference Files

- 2017 NAICS
- 2012 NAICS
- 2007 NAICS
- 2002 NAICS
- 1997 NAICS

2017 NAICS Definition

T = Canadian, Mexican, and United States industries are comparable.

541330 Engineering Services


This industry comprises establishments primarily engaged in applying physical laws and principles of engineering in the design, development, and utilization of machines, materials, instruments, structures, processes, and systems. The assignments undertaken by these establishments may involve any of the following activities: provision of advice, preparation of feasibility studies, preparation of preliminary and final plans and designs, provision of technical services during the construction or installation phase, inspection and evaluation of engineering projects, and related services.


Illustrative Examples:

Civil engineering services
Environmental engineering services
Construction engineering services
Mechanical engineering services
Engineers' offices

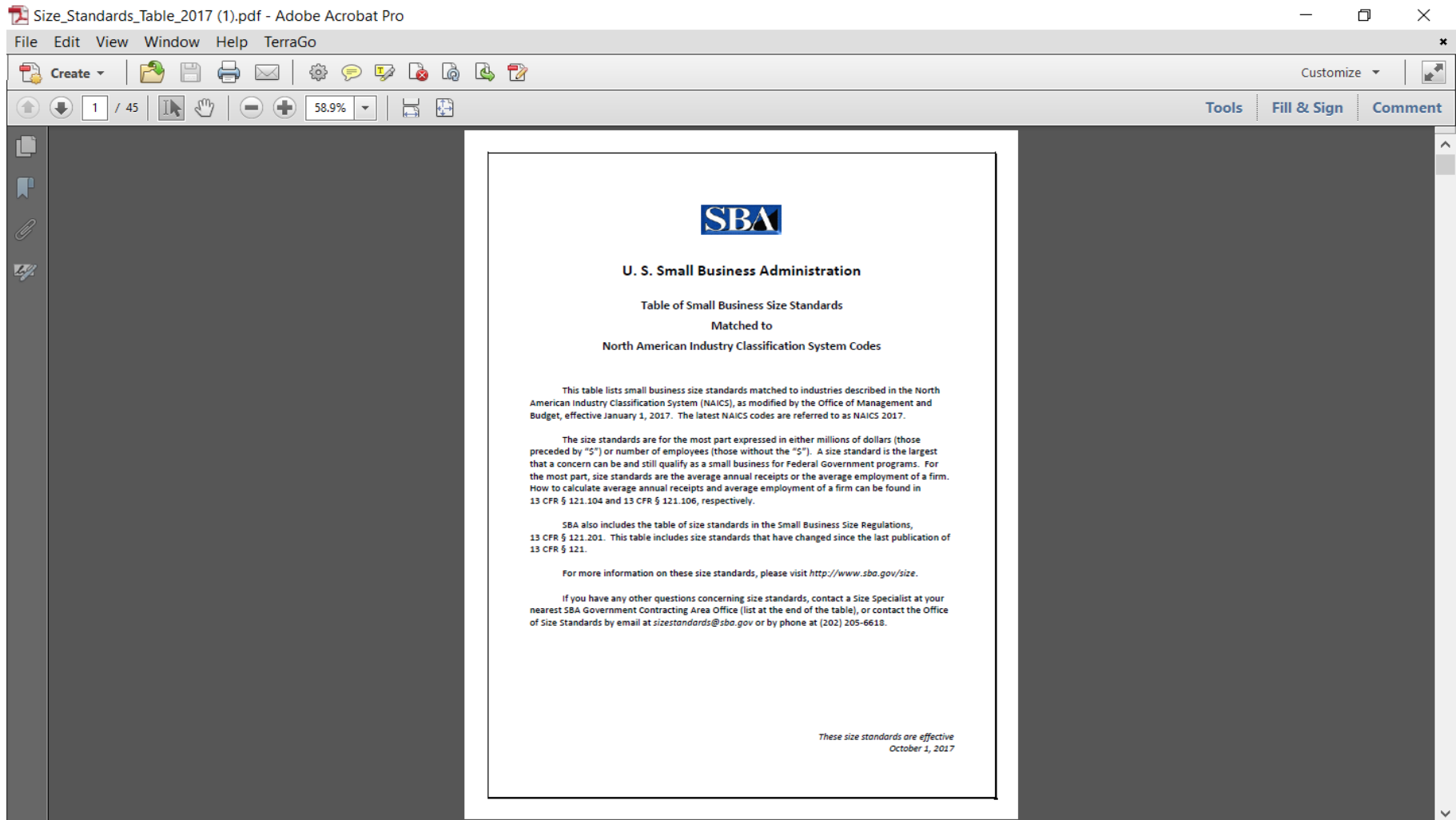
Cross-References. Establishments primarily engaged in--

- Planning and designing computer systems that integrate computer hardware, software, and communication technologies--are classified in U.S. Industry [541512](#), Computer Systems Design Services;
- Performing surveying and mapping services of the surface of the earth, including the sea floor--are classified in Industry [541370](#), Surveying and Mapping (except Geophysical) Services;

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SMALL BUSINESS ADMINISTRATION (SBA) TABLE OF SMALL BUSINESS SIZE STANDARDS



[https://www.sba.gov/sites/default/files/files/
Size_Standards_Table_2017.pdf](https://www.sba.gov/sites/default/files/files/Size_Standards_Table_2017.pdf)



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SMALL BUSINESS ADMINISTRATION (SBA) TABLE OF SMALL BUSINESS SIZE STANDARDS

MEDICAL FACILITIES ARC x NAICS Search x SBA Size_Standards_Table_20 x

https://www.sba.gov/sites/default/files/files/Size_Standards_Table_2017.pdf

Size_Standards_Table_2017.pdf

31 / 45

533110	Lessors of Nonfinancial Intangible Assets (except Copyrighted Works)	\$38.5	
Sector 54 – Professional, Scientific and Technical Services			
Subsector 541 – Professional, Scientific and Technical Services			
541110	Offices of Lawyers	\$11.0	
541191	Title Abstract and Settlement Offices	\$11.0	
541199	All Other Legal Services	\$11.0	
541211	Offices of Certified Public Accountants	\$20.5	
541213	Tax Preparation Services	\$20.5	
541214	Payroll Services	\$20.5	
541219	Other Accounting Services	\$20.5	
541310	Architectural Services	\$7.5	
541320	Landscape Architectural Services	\$7.5	
541330	Engineering Services	\$15.0	
<i>Except,</i>	Military and Aerospace Equipment and Military Weapons	\$38.5	
<i>Except,</i>	Contracts and Subcontracts for Engineering Services Awarded Under the National Energy Policy Act of 1992	\$38.5	
<i>Except,</i>	Marine Engineering and Naval Architecture	\$38.5	
541340	Drafting Services	\$7.5	
541350	Building Inspection Services	\$7.5	
541360	Geophysical Surveying and Mapping Services	\$15.0	
541370	Surveying and Mapping (except Geophysical) Services	\$15.0	
541380	Testing Laboratories	\$15.0	
541410	Interior Design Services	\$7.5	
541420	Industrial Design Services	\$7.5	
541430	Graphic Design Services	\$7.5	



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FEDERAL BUSINESS OPPORTUNITIES (FBO)

The screenshot displays the FedBizOpps.gov website. The browser address bar shows the URL: <https://www.fbo.gov/index?s=opportunity&mode=form&id=d82cf9edf45e1fcc38f4d>. The page header includes the FedBizOpps.gov logo and navigation tabs: Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. Below the header, there are links for Buyers (Login, Register) and Vendors (Login, Register), along with an Accessibility link.

The main content area features a U.S. Army logo and the title: **MEDICAL FACILITIES ARCHITECT-ENGINEER SERVICES (MFAES) 3.0**. Below the title, it lists the Solicitation Number: W912DY18R0008, Agency: Department of the Army, Office: U.S. Army Corps of Engineers, and Location: USACE HNC, Huntsville.

There are three tabs: Notice Details, Packages, and Interested Vendors List. The Notice Details tab is selected. Below the tabs, there are links: Return To Opportunities List, Watch This Opportunity, and Add Me To Interested Vendors.

The Original Synopsis section shows the date: Nov 03, 2017 4:19 pm. The Solicitation Number is W912DY18R0008 and the Notice Type is Sources Sought.

The Synopsis text states: "This is a SOURCES SOUGHT notice. The Government is seeking to identify qualified business sources under North American Industry Classification System (NAICS) 541330 (Engineering Services). The Small Business standard is \$15 million. This notice is for market research purposes only. IS NOT A REQUEST FOR PROPOSAL (RFP) nor does it restrict the Government as to the ultimate acquisition approach. The Government will reimburse respondents for any costs incurred in preparation of a response to this notice. For market research purposes both small and large business should provide responses."

The Contract Information section states: "1. CONTRACT INFORMATION: The U.S. Army Corps of Engineers, Engineering and Support Center (CEHNC) will select Architect-Engineer (A-E) firms for the following architecture and engineering services specific to Army and Air Force medical facilities: Facility design services, A-E technical support, engineering surveys and assessments, engineering studies, facility planning, solicitation and bid document preparation, commissioning, and AE construction phase services. These services intended to be procured through task orders using Indefinite Delivery Contracts (IDC). These IDCs will primarily support the USACE Medical Center of Expertise & Standardization (MCX) and the Defense Health Agency (DHA) as well as other DoD and non-DoD customers. The contracts addressed by this notice will provide A-E services."

At the bottom, there is a sidebar with the following information: "C -- Architect and engineering services", "NAICS Code: 541 -- Professional, Scientific, and Technical Services/541330 -- Engineering Services".

A red box highlights the following information: "Office: U.S. Army Corps of Engineers", "Location: USACE HNC, Huntsville", "Notice Details", "Packages", "Interested Vendors List", "Return To Opportunities List", "Watch This Opportunity", "Add Me To Interested Vendors", "Solicitation Number:", and "Notice Type:".

<https://www.fbo.gov>



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SMALL BUSINESS ADMINISTRATION (SBA) DYNAMIC SMALL BUSINESS SEARCH

The screenshot shows a web browser window with the URL http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm. The page features the SBA logo and navigation links: Mobile View, Print, Exit, Help, DSBS, Quick Market Search, and TM OnLine. A welcome message states: "Welcome to the Dynamic Small Business Search. All search form hotlinks open a new browser window. All form fields that require typing in data have 'tooltips' with data format information." A red starburst icon highlights "NEW FEATURES FOR MOBILE USERS: Phone number hotlinks can be used to dial the number on mobile phones. Address hotlinks can be used to show the address in Google Maps." A disclaimer states: "This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract." The "Location of Profile" section includes a "States:" dropdown menu with options from AL to CA, a "Searching within a State:" field, a "Congressional District:" field, and a "County:" dropdown menu. Below these are input fields for "Area Code or Phone Number Initial Fragment", "Metropolitan Statistical Area", "SBA Servicing Office", and "Zip Code or Zip Code Initial Fragment". The "Government Certifications" section includes checkboxes for "8(a) Certified or 8(a) Joint Venture", "Small Disadvantaged Business", and "HUBZone Certification".

Location of Profile

States: (any state)
AL - Alabama
AK - Alaska
AA - American Atlantic (APO/FPO)
AE - American Europe (APO/FPO)
AP - American Pacific (APO/FPO)
AS - American Samoa
AZ - Arizona
AR - Arkansas
CA - California

Searching within a State: (Requires exactly one state from the State list at left.)

Congressional District: [Help](#)

County: Select 1 State, then press Lookup [Lookup Help](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Government Certifications

8(a) Certified or 8(a) Joint Venture:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

Small Disadvantaged Business:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

HUBZone Certification:

- ☐ Required (Active Certifications only)
- ☐ Required (Active Certifications and Previously Certified)
- ☐ Required (Previously Certified only)
- ☒ Not Required

http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm



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RESOURCES

- ❖ Small Business Administration (SBA) Programs (www.sba.gov) and (certify.SBA.gov)
- ❖ 8(a) Program
- ❖ HUBZone
- ❖ Women-Owned Small Business Program
- ❖ Service-Disabled Veteran-Owned Small Business Program
- ❖ SUB-Net
- ❖ Mentor-Protégé Programs
- ❖ Teaming Arrangements
- ❖ Federal Procurement Data System-Next Generation (www.fpds.gov)
- ❖ Association of Procurement Technical Assistance Centers (PTACs)
- ❖ SBA Small Business Development Centers



QUESTIONS & WRAP UP

- Everything discussed is subject to change!
- We are looking for your INPUT!

Submit your questions to -HNC-Preaward-Division@usace.army.mil

- Look for the Questionnaire, Presentation Slides, and Attendees List on FedBizOpps.gov
- Thank you!



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POST SLIDES, LIST OF ATTENDEES, AND ANSWERS TO THE Q&A ON FBO



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**SEND A SHORT SURVEY OUT TO
THE PARTICIPANTS AFTER THE
VIRTUAL EVENT**



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SAMPLE SURVEY QUESTIONS

67

Identify your current socioeconomic status. Circle all that apply

Overall, how would you rate the Virtual Industry day?

How likely are you to attend a future virtual Industry Day?

How helpful was the content in the presentation?

How engaging were the presenters/speakers?

Was sufficient time allotted for each agenda item?



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CONCLUSION



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