



5 Things You Should Know About Simplified Acquisition Opportunities

March 28, 2018

BEFORE WE BEGIN

Before we begin ... just a few notes:

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- While you are listening please also put your phone on mute
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ABOUT WIPP

- Founded in 2001, Women Impacting Public Policy (WIPP) is a national, nonpartisan organization advocating on behalf of women entrepreneurs
- We work to strengthen women business owners' impact on our nation's public policy, create economic opportunities and forge alliances with other business organizations
- Our collective voice, including 79 women's organizations, has a powerful influence on Capitol Hill and with the Administration



ABOUT GIVE ME 5

- National program from WIPP & American Express OPEN designed to educate women business owners on how to apply for and secure federal procurement opportunities.
- Give Me 5 works to increase the representation of Women Business Owners that win government contracts. We provide accessible business education tools to assist both new and experienced federal contractors.
- Women Business Owners could gain more than \$4 billion in annual revenues if the 5% contracting goal set by Congress was reached.



GIVE ME 5: 5 THINGS YOU SHOULD KNOW ABOUT SIMPLIFIED ACQUISITION OPPORTUNITIES



'Go-To' Guy Timberlake

Co-Founder and Chief Visionary Officer
The American Small Business Coalition

www.theasbc.org

Guiding government contractors to a clearer view of the opportunity landscape.SM



'Go-To-Guy' Timberlake is an accomplished veteran of federal contracting with over 30 years of experience, knowledge and relationships acquired supporting civilian, defense and intelligence agency programs, beginning with Operation Desert Shield. He's known as 'Edutainer' for his ability to make mundane discussions about business essential topics interesting (like finding and winning federal contracts!) and facilitates each learning opportunity based on his hands-on experience augmented by the wisdom of the many Government and Industry mavens who helped him grow.



Through his leadership, The American Small Business Coalition continues to assist civilian, defense and intelligence agencies with identifying and engaging viable small business concerns, and empower small federal contractors with knowledge, skills and confidence to find and win business opportunities. The result is hundreds of millions of dollars in realized revenue for American Small Businesses since 2004.

Most important, Guy is a devoted husband and proud father who loves being the head chef for homemade pizza nights and stir-fry nights with family and friends. 'Go-To-Guy' is the nickname given to him by several of his defense customers in the 1990's who knew him, liked him and trusted him to get the job done.



govmates



@govconguy



gtimberlake@theasbc.org



410-381-7378 x200

What Are Simplified Acquisitions?

Which Agencies Buy This Way?

What Agencies Buy This Way

How Agencies Make SAP Buys

How Much Agencies Spend



START





Federal Acquisition (FASA) authorizing simplified

1994 Most Popular TV shows:

1. Seinfeld (NBC)
2. E.R. (NBC)
3. Home Improvement (ABC)
4. Grace Under Fire (ABC)
5. NYPD Blue (ABC)
6. Murder, She Wrote (CBS)
7. Friends (NBC)
8. Roseanne (ABC)
9. Mad About You (NBC)
10. Madman of the People (NBC)



streamlining Act of simplified



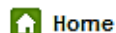


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Low-Hanging Fruit are a FASA-nating Opportunity!

POSTED BY EDITOR-IN-CHIEF VISIONARY · MAY 23, 2016 · [LEAVE A COMMENT](#)

FILED UNDER [ACQUISITION](#), [AGENCY](#), [BOA](#), [BPA](#), [CONGRESS](#), [CONTRACTING](#), [DEFINITIVE CONTRACT](#), [DOD](#), [FAR](#), [FASA](#), [GOVERNMENT AGENCY](#), [GOVERNMENT CONTRACTING](#), [GSA](#), [GUY TIMBERLAKE](#), [IDIQ](#), [IDV](#), [OBLIGATION](#), [PURCHASE ORDER](#), [PURCHASING](#), [SIMPLIFIED ACQUISITION](#), [SMALL BUSINESS](#)



*The advent of the Federal Acquisition Streamlining Act (FASA) in 1994 created a new window of opportunity for small companies to engage agency customers. FASA authorized the use of **simplified acquisition procedures** so agencies could begin to apply **expedited and streamlined evaluation and selection processes** for awarding smaller dollar value contracts. These rules lower the **overall level of risk** for agency and vendor and **reduce the level of effort** associated with issuing and responding to these requirements.*

*Unfortunately, quite a few small companies are either unaware of these buys or simply bypass them in their hunt for 'the big ones.' This means each fiscal year small federal contractors leave **billions in obligations reserved for small business concerns** 'on the table' for larger companies to scarf up via **Full and Open Competition**. I repeat, **billions**.*

— Guy Timberlake, The Chief Visionary

CATEGORIES

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What Are Simplified Acquisitions?





FAR Subpart 8.4, Part 13, and Part 15 provide alternative means for getting your requirements on contract:

FAR Subpart 8.4	FAR Part 13	FAR Part 15
Federal Supply Schedules	Simplified Acquisition Procedures	Competitive Negotiation
Procedures for placing orders on multiple Award Schedules awarded by GSA and the VA	Procedures for open market acquisitions not exceeding the Simplified Acquisition Threshold (\$150,000)	Procedures for open market acquisitions above the Simplified Acquisition Threshold

~~A simplified acquisition is described in Part 13 of the Federal Acquisition Regulation (FAR) as the acquisition of supplies and services, including construction, research and development, and commercial items not exceeding the simplified acquisition threshold.~~



13.002 Purpose.

The purpose of this part is to prescribe simplified acquisition procedures in order to—

- (a) Reduce administrative costs;
- b) Improve opportunities for small, small disadvantaged, women-owned, veteran-owned, HUBZone, and service-disabled veteran-owned small business concerns to obtain a fair proportion of Government contracts;**
- (c) Promote efficiency and economy in contracting; and
- (d) Avoid unnecessary burdens for agencies and contractors



The FAR states “Each acquisition of **supplies or services** that has an anticipated dollar value exceeding **\$10,000** and not exceeding **\$250,000** is reserved exclusively for small business concerns and shall be set aside.”

The FY2018 NDAA increased the **Micropurchase Threshold** to \$10,000 (Sec. 806) and the **Simplified Acquisition Threshold** to \$250,000 (Sec. 805).



Rule of Two

In summary the rule states: 'Each acquisition of supplies or services that has an anticipated dollar value exceeding \$3,000 but not over \$150,000, is automatically reserved exclusively for small business concerns and shall be set aside for small business unless the contracting officer determines **there is not** a reasonable expectation of obtaining offers from two or more responsible small business concerns that are competitive in terms of market prices, quality, and delivery.'

Combined Synopsis/Solicitation





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Part II: Simplified Acquisitions

Simplified Acquisitions is the term given for purchases between \$3,000.00 and \$150,000.00. For discussion purposes, we have broken out this category into two different sections; those purchases between \$3,000.00 and \$25,000.00 and those between \$25,000.00 and \$150,000.00.

Purchases between \$3,000.00 and \$25,000.00

- Recommended as a "Foot in the Door" to Government Contracts
- Typically Not Formally Publicly Advertised (i.e., No Synopsis in [FedBizOpps](#) or Advertised on the Bureau Bid Board)
- Government Must Solicit Three Sources (Either Orally or in Writing)
- Purchases Are Reserved Exclusively for Small Business Concerns
- 8(a) Procedures May Be Used [Only One Source Would Be Contacted, If 8(a)]

Purchases between \$25,000.00 and \$150,000.00

- Typically Publicly Advertised (i.e., Synopsis in [FedBizOpps](#))
- Purchases Are Reserved Exclusively for Small Business Concerns
- 8(a) Procedures May Be Used (Only One Source Would Be Contacted and Synopsis Would Not Be Required)

For additional information, please see the Treasury listing of Bureau Simplified Acquisition Contacts.

For the acquisition of services over \$25,000 up to \$150,000, Treasury has an exception to the above requirement. Please contact the [Bureau Small Business Specialist](#) for further details.



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Which Agencies Buy This Way?





15

Executive

9

Legislative

3

Judicial

78

Independent

78

Boards &
Commissions

183*

Contracting

68 Departments

158 Agencies

2980 Offices

Funding

83 Departments

259 Agencies

12079 Offices



AAC is a unique identifier to view specific
contracting and funding actions



Contracting Department Name	
AGENCY FOR INTERNATIONAL DEVELOPMENT	+
AGRICULTURE, DEPARTMENT OF	+
BROADCASTING BOARD OF GOVERNORS	+
COMMERCE, DEPARTMENT OF	+
DEPT OF DEFENSE	+
ENERGY, DEPARTMENT OF	+
ENVIRONMENTAL PROTECTION AGENCY	+
GENERAL SERVICES ADMINISTRATION	
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	
HOMELAND SECURITY, DEPARTMENT OF	+
INTERIOR, DEPARTMENT OF THE	
JUSTICE, DEPARTMENT OF	+
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	+
OFFICE OF PERSONNEL MANAGEMENT	+
PEACE CORPS	
SOCIAL SECURITY ADMINISTRATION	+
STATE, DEPARTMENT OF	
TRANSPORTATION, DEPARTMENT OF	
TREASURY, DEPARTMENT OF THE	
VETERANS AFFAIRS, DEPARTMENT OF	

Funding Department Name	
AGENCY FOR INTERNATIONAL DEVELOPMENT	
AGRICULTURE, DEPARTMENT OF	
BROADCASTING BOARD OF GOVERNORS	
COMMERCE, DEPARTMENT OF	
DEPT OF DEFENSE	
ENERGY, DEPARTMENT OF	
ENVIRONMENTAL PROTECTION AGENCY	
GENERAL SERVICES ADMINISTRATION	+
HEALTH AND HUMAN SERVICES, DEPARTMENT OF	+
HOMELAND SECURITY, DEPARTMENT OF	
INTERIOR, DEPARTMENT OF THE	+
JUSTICE, DEPARTMENT OF	
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION	
OFFICE OF PERSONNEL MANAGEMENT	
PEACE CORPS	
SOCIAL SECURITY ADMINISTRATION	
STATE, DEPARTMENT OF	+
TRANSPORTATION, DEPARTMENT OF	+
TREASURY, DEPARTMENT OF THE	+
VETERANS AFFAIRS, DEPARTMENT OF	+

<<<Top 20 of 68 Contracting Departments by \$\$\$

Top 20 of 83 Funding Department by \$\$\$>>>



What Agencies Buy This Way





A woman with long brown hair, wearing a black blazer over a black top, stands with her arms outstretched. Her right hand is raised, holding the words 'SMALL BUSINESS' in blue, 3D block letters. Her left hand is extended horizontally, holding the words 'BIG BUSINESS' in red, 3D block letters. The background is plain white.

SMALL
BUSINESS

BIG
BUSINESS

‘...best describes the principal purpose of the product or service being acquired.’



This one describes NAICS Codes.

This one describes Product and Service Codes.



‘...“WHAT” was bought for each contract action and should be selected based on the predominant product or service being purchased.’

NAICS Code and Description	Sum of Action Obligation (\$)
541519	
OTHER COMPUTER RELATED SERVICES	\$ 6,575,109,645.65
Grand Total	\$ 6,575,109,645.65

338 PSC Codes

137 Product Codes - \$2.965B
13 R&D Codes - \$11M

- A - Research and Development
- B - Special Studies and Analyses - Not R&D
- C - Architect and Engineering - Construction ✓
- D - Automatic Data Processing and Telecommunication
- E - Purchase of Structures and Facilities ✓
- F - Natural Resources and Conservation ✓
- G - Social Services
- H - Quality Control, Testing, and Inspection ✓
- J - Maintenance, Repair, and Rebuilding of Equipment
- K - Modification of Equipment ✓
- L - Technical Representative ✓
- M - Operation of Government Owned Facilities ✓
- N - Installation of Equipment
- P - Salvage Services ✓
- Q - Medical Services ✓
- R - Professional, Administrative and Management Support
- S - Utilities and Housekeeping Services ✓
- T - Photographic, Mapping, Printing, and Publications ✓
- U - Education and Training
- V - Transportation, Travel and Relocation ✓
- W - Lease or Rental of Equipment ✓
- X - Lease or Rental of Facilities ✓
- Y - Construction of Structures and Facilities
- Z - Maintenance, Repair or Alteration of Real Property ✓

Solicitation Procedures	SIMPLIFIED ACQUISITION	
Sum of Action Obligation		
Product or Service Code	Product or Service Description (Top 25 of 2458)	Total
1560	AIRFRAME STRUCTURAL COMPONENTS	\$ 330,526,319.70
1680	MISCELLANEOUS AIRCRAFT ACCESSORIES AND COMPONENTS	\$ 226,876,092.63
4820	VALVES, NONPOWERED	\$ 184,091,937.76
5340	HARDWARE, COMMERCIAL	\$ 211,679,007.28
5895	MISCELLANEOUS COMMUNICATION EQUIPMENT	\$ 146,462,412.31
6150	MISCELLANEOUS ELECTRIC POWER AND DISTRIBUTION EQUIPMENT	\$ 124,965,639.16
6515	MEDICAL AND SURGICAL INSTRUMENTS, EQUIPMENT, AND SUPPLIES	\$ 802,328,684.71
6640	LABORATORY EQUIPMENT AND SUPPLIES	\$ 302,901,588.25
7030	INFORMATION TECHNOLOGY SOFTWARE	\$ 1,157,889,110.55
7110	OFFICE FURNITURE	\$ 195,381,008.81
9660	PRECIOUS METALS PRIMARY FORMS	\$ 434,024,571.51
D302	IT AND TELECOM- SYSTEMS DEVELOPMENT	\$ 122,723,970.01
D304	IT AND TELECOM- TELECOMMUNICATIONS AND TRANSMISSION	\$ 185,651,212.19
D307	IT AND TELECOM- IT STRATEGY AND ARCHITECTURE	\$ 143,115,548.66
D319	IT AND TELECOM- ANNUAL SOFTWARE MAINTENANCE SERVICE	\$ 127,790,210.67
D399	IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS	\$ 324,166,536.37
F003	NATURAL RESOURCES/CONSERVATION- FOREST-RANGE FIRE SUPPRESSION/PRESUPPRESSION	\$ 204,193,842.13
Q999	MEDICAL- OTHER	\$ 162,645,889.14
R408	SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT	\$ 238,076,999.87
R425	SUPPORT- PROFESSIONAL: ENGINEERING/TECHNICAL	\$ 403,228,471.06
R499	SUPPORT- PROFESSIONAL: OTHER	\$ 624,404,587.84
R699	SUPPORT- ADMINISTRATIVE: OTHER	\$ 200,460,044.82
R799	SUPPORT- MANAGEMENT: OTHER	\$ 327,711,296.95
S201	HOUSEKEEPING- CUSTODIAL JANITORIAL	\$ 156,286,821.46
V124	TRANSPORTATION/TRAVEL/RELOCATION- TRANSPORTATION:	\$ 180,456,689.47
Grand Total		\$ 7,518,038,493.31



Solicitation Procedures	SIMPLIFIED ACQUISITION	
Sum of Action Obligatio		
NAICS Code	NAICS Description (Top 25 of 1152)	Total
115310	SUPPORT ACTIVITIES FOR FORESTRY	\$ 265,731,187.37
236220	COMMERCIAL AND INSTITUTIONAL BUILDING CONSTRUCTION	\$ 184,918,783.07
331410	NONFERROUS METAL (EXCEPT ALUMINUM) SMELTING AND REFINING	\$ 420,366,841.36
332510	HARDWARE MANUFACTURING	\$ 173,249,431.99
334220	RADIO AND TELEVISION BROADCASTING AND WIRELESS COMMUNICATIONS EQUIPMENT MANUFACTURING	\$ 226,280,389.78
334419	OTHER ELECTRONIC COMPONENT MANUFACTURING	\$ 253,340,832.28
334511	SEARCH, DETECTION, NAVIGATION, GUIDANCE, AERONAUTICAL, AND NAUTICAL SYSTEM AND INSTRUMENT MANUFACTURING	\$ 174,596,203.48
334516	ANALYTICAL LABORATORY INSTRUMENT MANUFACTURING	\$ 275,604,440.68
336413	OTHER AIRCRAFT PARTS AND AUXILIARY EQUIPMENT MANUFACTURING	\$ 1,097,278,076.31
336611	SHIP BUILDING AND REPAIRING	\$ 225,266,686.91
339112	SURGICAL AND MEDICAL INSTRUMENT MANUFACTURING	\$ 281,806,281.67
339113	SURGICAL APPLIANCE AND SUPPLIES MANUFACTURING	\$ 457,250,735.16
483111	DEEP SEA FREIGHT TRANSPORTATION	\$ 184,377,776.86
511210	SOFTWARE PUBLISHERS	\$ 1,016,529,534.08
541330	ENGINEERING SERVICES	\$ 267,648,263.84
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$ 320,165,624.39
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$ 606,420,992.36
541519	OTHER COMPUTER RELATED SERVICES	\$ 724,193,015.23
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$ 490,695,879.01
541990	ALL OTHER PROFESSIONAL, SCIENTIFIC, AND TECHNICAL SERVICES	\$ 271,566,062.42
561210	FACILITIES SUPPORT SERVICES	\$ 221,019,135.93
561720	JANITORIAL SERVICES	\$ 168,280,425.81
622110	GENERAL MEDICAL AND SURGICAL HOSPITALS	\$ 179,198,696.42
721110	HOTELS (EXCEPT CASINO HOTELS) AND MOTELS	\$ 169,124,872.79
811219	OTHER ELECTRONIC AND PRECISION EQUIPMENT REPAIR AND MAINTENANCE	\$ 169,504,424.20
Grand Total		\$ 8,824,414,593.40





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542 Reasons to Change How You Use NAICS and PSC Codes (or 'Are you looking for your opportunities in the right place(s)?')

POSTED BY GOVCONCHANNELCHIEF · OCTOBER 4, 2015 · 3 COMMENTS

FILED UNDER ACQUISITION, COMPETITIVE INTELLIGENCE, CONTRACTING, GOVERNMENT, INTELLIGENCE, NAICS CODE, PRODUCT AND SERVICE, PSC, SIMPLIFIED ACQUISITION, SMALL BUSINESS, SOLICITATION



Before the North American Industry Classification System (NAICS) was adopted by government contracting, two other classification systems were in play. One, the Standard Industrial Classification (SIC) was replaced by NAICS and the other was all but forgotten, if it was known in the first place. Funny thing is, the Product and Service Codes (PSC) didn't go away and remain an integral part of federal contracting for agencies and vendors.

This continues my ongoing 'reveal' of the relationship between PSC and NAICS Codes.

— The Chief Visionary

In an effort to help increase opportunity awareness for small federal contractors, I've published quite a few pieces related to NAICS Codes, PSC Codes, how they are used by agencies and how vendors should ensure they understand how knowing and using both systems can add to identifying opportunities. Some of the more recent ones include:

- 'To See or To Be Seen, Use the Right Codes!' (Video)
- 'Balancing NAICS and PSC For Business Sake'
- 'Marketing? Market Research? Don't Ignore Product and Service Codes.'
- 'Quick Guide to Product and Service Codes in Government Contracting'
- 'Fact, Fiction and More About NAICS Codes'



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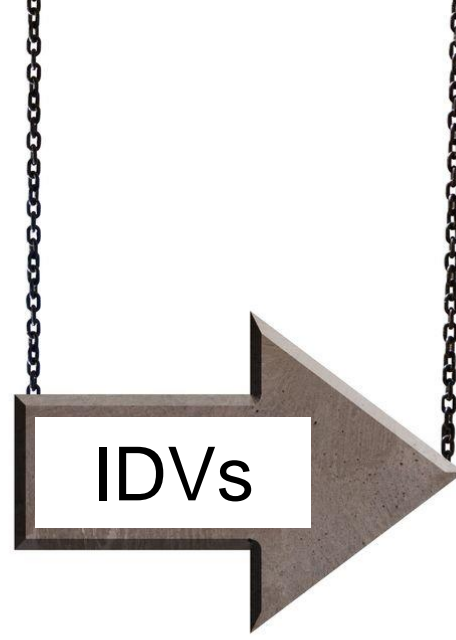
NAICS

A golden balance scale is shown in a balanced state. The left pan contains the text 'NAICS' and the right pan contains the text 'PSC'. The scale has a central vertical pillar and a horizontal beam with two pans hanging from it. The pans are silver and the text is in a bold, dark red font.

PSC

How Agencies Make SAP Buys





An **Indefinite Delivery Vehicle** (IDV) is a **contract or agreement** awarded to one or more vendors to facilitate the delivery of supply and service orders. These are award instruments that allow agencies **to place orders** against them.

The types of IDVs listed in FPDS-NG are:

Basic Ordering Agreement - BOA

Blanket Purchase Agreement

Federal Supply Schedule (VA and GSA)

Government Wide Acquisition Contract

Indefinite Delivery Contract (R/DQ/IQ)

An '**Award**' is a contractual vehicle (vice an agreement) that cannot have orders placed against it (the only way to change an 'award' is to modify it). Awards are made to a single vendor.

Following are the types of awards listed in FPDS-NG:

BOA* (Single Award)

BPA* (Single Award)

BPA Call

Definitive Contract

Delivery Order

IDC* (Single Award)

Purchase Order

90% of BOA obligations
were for goods.

56% of BPA obligations
were for services
not including R&D.

70% of IDC obligations
were for services
not including R&D.

70% of DC obligations
were for services
not including R&D.

70% of PO obligations
were for goods.

#2

Accounts for
74% of FY17
SAP spending.

#1

BPA (Blanket Purchase Agreement) * Single or Multiple Award

A BPA simplifies the filling of recurring needs for supplies or services, while leveraging a customer's buying power by taking advantage of quantity discounts, saving administrative time, and reducing paperwork. Ordering Offices may establish BPAs against a Federal Supply Schedule.

IDV ID (Mod#):	12471G18A0008 (0) (View)	IDV Type:	BPA
Vendor Name:	PATTON APPRAISAL SERVICE	Contracting Agency:	RURAL HOUSING SERVICE
Date Signed:	November 03, 2017	Action Obligation:	\$0
Referenced IDV:		Contracting Office:	USDA RURAL DEVELOPMENT
NAICS (Code):	OFFICES OF REAL ESTATE APPRAISERS (531320)	PSC (Code):	SUPPORT- PROFESSIONAL: REAL PROPERTY APPRAISALS (R411)
Vendor City:	CROSSVILLE	Vendor DUNS:	039816533
Vendor State:	TN	Vendor ZIP:	385554408
Global Vendor Name:	PATTON APPRAISAL SERVICE	Global DUNS Number:	039816533

BPA Call

A purchase under a Blanket Purchase Agreement that does not exceed the simplified acquisition threshold unless otherwise specified by an agency.




Award ID (Mod#):	140D0418F0004 (0) (View)	Award Type:	BPA CALL
Vendor Name:	HR ANEW, INC.	Contracting Agency:	DEPARTMENTAL OFFICES
Date Signed:	November 03, 2017	Action Obligation:	\$32,093.22
Referenced IDV:	IND17PA00054	Contracting Office:	IBC ACQ SVCS DIRECTORATE (00004)
NAICS (Code):	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES (541611)	PSC (Code):	SUPPORT- PROFESSIONAL: HUMAN RESOURCES (R431)
Vendor City:	COLUMBIA	Vendor DUNS:	115415338
Vendor State:	MD	Vendor ZIP:	210461015
Global Vendor Name:	HR ANEW INC.	Global DUNS Number:	115415338

Solicitation Procedures	SIMPLIFIED ACQUISITION			
Fiscal Year	2017			
Sum of Action Obligation				
IDV Type	Award or IDV Type	IDV Multiple Or Single	IDV Part 8 Or Part 13	Total
BPA	BPA CALL		PART13	\$ 38,874,101.99
			PART8	\$ (4,826,285.19)
		Total		\$ 34,047,816.80
		M	PART13	\$ 1,444,764,976.66
			PART8	\$ (11,063.30)
		M Total		\$ 1,444,753,913.36
		S	PART13	\$ 3,091,162,077.68
			PART8	\$ 1,976,882.68
		S Total		\$ 3,093,138,960.36
BPA Total				\$ 4,571,940,690.52
Grand Total				\$ 4,571,940,690.52

Purchase Order

An offer by the Government to buy supplies or services including construction and research and development, upon specified terms and conditions, often using **simplified acquisition procedures**.

Award ID (Mod#):	TMHQ16P0293 (0) (View)	Award Type:	PURCHASE ORDER
Vendor Name:	SUNSHINE MINTING, INC.	Contracting Agency:	UNITED STATES MINT
Date Signed:	July 26, 2016	Action Obligation:	\$24,571,370.13
Referenced IDV:		Contracting Office:	US MINT HEADQUARTERS
NAICS (Code):	NONFERROUS METAL (EXCEPT ALUMINUM) SMELTING AND REFINING (331410)	PSC (Code):	PRECIOUS METALS PRIMARY FORMS (9860)
Vendor City:	COEUR D ALENE	Vendor DUNS:	824857989
Vendor State:	ID	Vendor ZIP:	838157951
Global Vendor Name:	SUNSHINE MINTING INC.	Global DUNS Number:	824857989

Solicitation Procedures	SIMPLIFIED ACQUISITION	
Fiscal Year	2017	
Sum of Action Obligation		
Award or IDV Type 	Total	
PURCHASE ORDER	\$	11,431,812,316.27
Grand Total	\$	11,431,812,316.27

The Power of the Purchase Order

Top 5 Contracting Departments

55% of DoD obligations via PO

45% of HHS obligations via PO

50% of DoJ obligations via PO

55% of DoS obligations via PO

65% of VA obligations via PO

BPA's and DCs collectively account for 30% of Top 5 spend.

How Much Agencies Spend



Solicitation Procedures

SIMPLIFIED ACQUISITION



Fiscal Year

2017



Row Labels



Sum of Action Obligation

BOA

\$ -

BPA

\$ (9,923.52)

BPA CALL

\$ 4,556,468,119.65

DEFINITIVE CONTRACT

\$ 3,155,528,137.56

DELIVERY ORDER

\$ 2,469,408,032.09

FSS

\$ -

GWAC

\$ -

IDC

\$ 249,724,255.05

PURCHASE ORDER

\$ 11,423,873,561.17

Grand Total

\$ 21,854,992,182.00



Solicitation Procedures	SIMPLIFIED ACQUISITION				
Fiscal Year	2017				
Sum of Action Obligation	Column Labels				
Row Labels	M (Multiple Award IDVs)	S (Single Award IDVs)	(blank)	Grand Total	
BOA	\$ 102,585,979.68	\$ 693,644,546.83	\$ 1,385,506.82	\$ 797,616,033.33	
BPA	\$ 1,433,287,344.83	\$ 3,089,192,828.35	\$ 33,968,668.46	\$ 4,556,448,841.64	
FSS	\$ 4,007,457.37			\$ 4,007,457.37	
GWAC	\$ (316,168.47)			\$ (316,168.47)	
IDC	\$ (475,518.21)	\$ 1,668,559,058.59	\$ -	\$ 1,668,083,540.38	
Grand Total	\$ 1,539,089,095.20	\$ 5,451,396,433.77	\$ 35,354,175.28	\$ 7,025,839,704.25	



Growth Simplified

The SB impact of capturing \$100K or more in SAP.

Per vendor total obligations of \$100K or more account for **\$20.3B** of FY17 SAP spending.

\$11.6B obligated to SB

14,210 SB impacted

- PO's accounted for **\$6.3B** in obligations
- DC's accounted for **\$2B** in obligations
(That's 73% of the SB spend at \$100K+)

- 6,793 Small Business Concerns with **\$100K < \$250K (\$1B)**
- 5,073 SBC's with **\$250K < \$1M (\$2.5B)**
- 2,044 SBC's with **\$1M < \$5M (\$4.1B)**
- 298 SBC's with **\$5M < \$100M (\$3.5B)**
- 2 SBC's >**\$100M - #2 \$123M and #1 \$348M**

Solicitation Procedures	SIMPLIFIED ACQUISITION
Sum of Action Obligation	
Fiscal Year	Total
2009	\$ 12,997,478,398.36
2010	\$ 13,942,644,924.08
2011	\$ 16,835,633,026.14
2012	\$ 15,715,645,677.52
2013	\$ 17,478,902,276.39
2014	\$ 19,033,571,005.75
2015	\$ 19,981,050,002.29
2016	\$ 21,267,608,168.70
2017	\$ 21,854,992,182.00
Grand Total	\$ 159,107,525,661.23

Commerce +\$100M

Interior +\$20M

Homeland +\$85M

Nearly half of the 66 agencies, boards and commissions reporting as 'Contracting Departments' show an increase in FY2018 SAP obligations as compared to FY2017.

Based on obligations reported October 1st – March 1st.

Agriculture +\$70M

VA +\$70M

SSA +\$20M



THANK YOU TO OUR SPEAKER



‘Go-To’ Guy Timberlake

Co-Founder and Chief Visionary Officer
The American Small Business Coalition

www.theasbc.org

THANK YOU FOR PARTICIPATING!

Following this call you will receive links to the podcast of this session.

For questions, please contact Lin Stuart at
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QUESTIONS?



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