TSIS PANEL, 12 JUNE 2019

How Teams are Chosen – How Companies Benefit
A View from Companies Large & Small – or Small & Large
Agenda

- Introduction of Event & Panelists
- Tools for Researching
- Timelines to Begin Process
  - Non-Disclosure Agreements / Teaming Agreements
- Benefits of Teaming
- Small Business Subcontracting Plan versus Small Business Participation Plan
Meet The Presenters

Moderator
De Voorhees, NDIA-CFL

Small Businesses
Garth Arevalo, CEO, Lukos, LLC
Rick Pray, President, RPA Electronic Solutions, Inc.

Large Businesses
John Dzenutis, The Boeing Company
Mike Kerrigan, Lockheed Martin Corporation
Tools for Researching

• For Government & Large Business
  • SBA Dynamic Small Business Search (DSBS) engine - Provides information about Small Businesses to Government Customers and Prime Contractors looking for subcontractors
  • SAM search – Socio-economic certifications and NAICS qualifications

• For Small Business
  • Large Business Small Business Portals
    • The Boeing Company - http://www.boeingsuppliers.com/
Timelines to Begin NDAs / TAs

• Views from Large Business
  • The Boeing Company
  • Lockheed Martin Corporation

• Views from Small Business
  • Lukos, LLC
  • RPA Electronic Solutions, Inc.
Impact of Multiple Award ID/IQs on Teaming

- Views from Large Business
  - Lockheed Martin Corporation
  - The Boeing Company

- Views from Small Business
  - RPA Electronic Solutions, Inc.
  - Lukos, LLC
Benefits of Teaming

• Views from Large Business
  • The Boeing Company
  • Lockheed Martin Corporation

• Views from Small Business
  • Lukos, LLC
  • RPA Electronic Solutions, Inc.
Questions for our Panelists?
**Small Business Subcontracting Plan vs Small Business Participation Plan**

<table>
<thead>
<tr>
<th>SB Subcontracting Plan (Requirements/Assessment)</th>
<th>SB Participation Evaluation (Requirements/Evaluation)</th>
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<tbody>
<tr>
<td>FAR 19.7</td>
<td>FAR 15.304, DFARS 215.304</td>
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<tr>
<td>Must be negotiated and determined acceptable by the Contracting Officer</td>
<td>Solicitation establishes requirements and evaluation criteria for SB participation</td>
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<tr>
<td>Must have 15 elements defined in FAR 52.219-9 *(DFARS 252.219-9 Deviation 2016 O0009)</td>
<td>Evaluation conducted IAW solicitation evaluation criteria</td>
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<tr>
<td>Required for all Federal contracts (subject to dollar limitations and exceptions) and includes both negotiated and sealed bidding</td>
<td>Required only for bundled contracts or certain DoD negotiated acquisitions</td>
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<tr>
<td>Does not apply to small businesses</td>
<td>Applies to all businesses</td>
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<tr>
<td>Based on total planned subcontracting dollars</td>
<td>DoD best practice MQR% (if appropriate) based on total contract value (TCV) (dollars)</td>
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Thank you for attending!

Industry / Government

Questions/comments/topics

Please respond to the Post-TSIS Survey