



A&E, Construction & Environmental Trends

Using Business Intelligence

Presented by:
Patrick McMullen
Tooke Consulting
+
Lindsay Carry
Fedmine

Agenda

- About Tooke Consulting
- About Fedmine
- Latest Trends
 - SBA All Small Mentor Protégé Program
 - Rise of Joint Ventures
- Fedmine Demonstration
 - What does the data show
- Q + A
- Conclusion

Tooke Consulting — Patrick McMullen

- 20 year old consulting firm that serves A&E, Environmental and Engineering clients
 - Clients are primarily in DoD markets
 - Their clients primary interest: grow revenue
 - Services depend on current, detailed and accurate data
- Retired USAF Lt. Col Bioenvironmental Engineer with extensive knowledge of DoD funding and the contract acquisition process
- Over 40+ years experience in engineering, construction and environmental markets

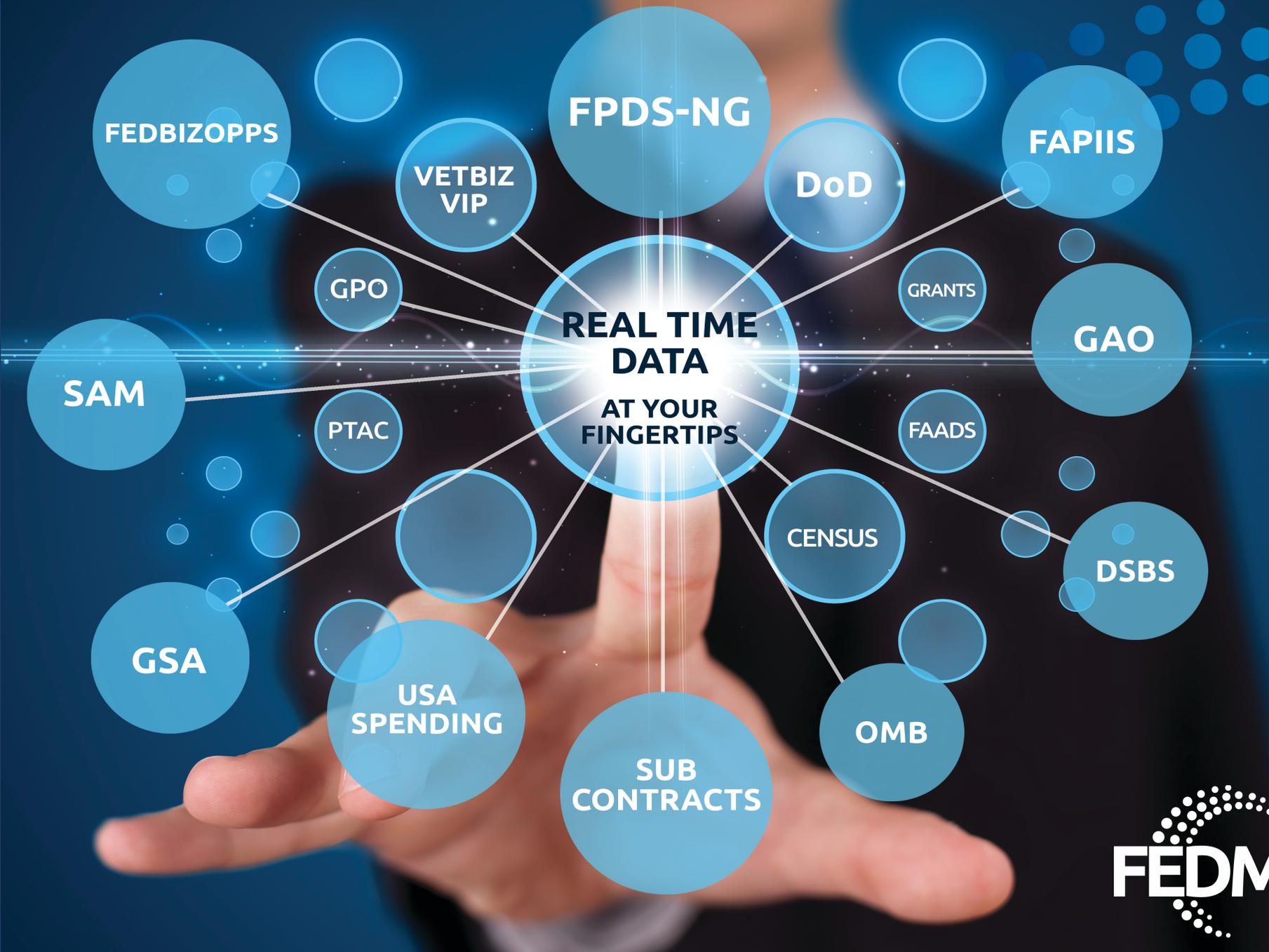




Who We Are

Founded in 2004, Fedmine is a federal business intelligence platform that aggregates spending data from **17 authoritative sources** and simplifies it into usable information.

We integrate the sources within one user friendly platform to save your organization hours in the day. The actionable intelligence gives you a clear plan to approach the federal contracting space.



How It Works

Data is populated directly from federal government sources. Unlike error-prone manual methods, our **fully automated technology** architecture leverages the power of the internet to curate real-time information from integrated data sets in an easy-to-use platform. Using Fedmine, you get:

- Customized keyword searches to understand who's winning federal contracts
- Email alerts to keep you up-to-the-minute on recompetes contracts, new opportunities, and awards made to your competitors with task order detail
- Agency and company profiles by socioeconomic status, place of performance, industry, company size and more

Who We Serve

Fedmine addresses the three sectors that make up the federal contracting marketplace

- Federal agencies
- Large and small prime contractors
- Growth support organizations

What is the SBA 2016 All Small Mentor Protégé Program?

- Expanded MP Program from only 8(a)'s to all small businesses
 - Dramatic increase in firms eligible to enter MP
- Most common format is a large business mentor supporting a small business
- Mentor provides its protégé with various types of BD assistance
 - Technical or management assistance, financial assistance, subcontract assistance, trade education or administration assistance
- They CAN ALSO form a joint venture (JV) relationship to pursue more contracts as the JV retains small business status
 - Protégé can enter a maximum of two MPA in a lifetime within different NAICS

Eligibility + Benefits

- *Who is eligible?*
 - To qualify as a protégé, a company has to be a small business under its primary or secondary NAICS code
 - Any business, large or small, can qualify as a mentor
- *What are the benefits?*
 - For the protégé, the benefits are relatively straight forward
 - Increased capabilities
 - Become more competitive
 - For the mentor — if the mentor and protégé CHOOSE to form a JV, the JV will qualify as a small business, so if the mentor is large, they in turn increase their access to small business contracts

What is a Lead Agency?

- There are over 22,000 contracting agencies within the Defense sector, focus should be on "lead agency" trends
- For the branches of the DoD lead agencies are as follows —
 - For US Army — USACE (the Corps)
 - For US Air Force — AFCEC
 - For US Navy — NAVFAC
- Lead agency trends predict DoD wide trends

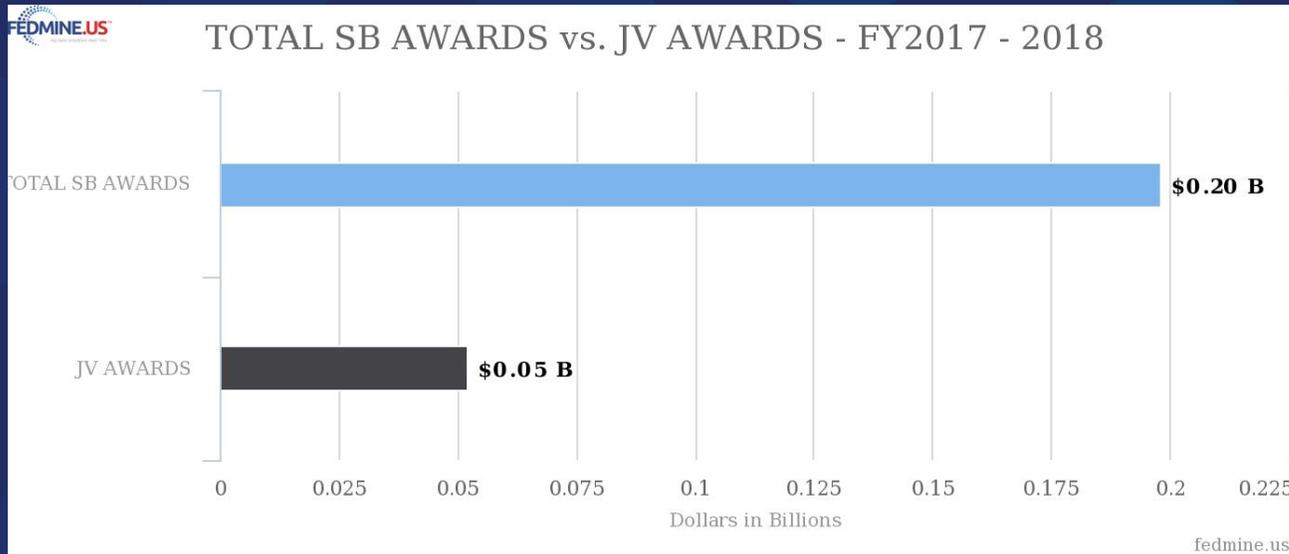
Key Questions:

What Can We Learn from Data

- Are JV's increasing in number since the inception of the SBA All Small Program?
- Are they increasing in % of total awards across the lead agencies?
- Can we readily get details on the JV participants broken out by each agency?
- Since MATOC's are the primary type of contract award of interest for most of our clients, are JV's having a significant impact?

What Does the Data Suggest?

USAF Awards in NAICS 562910 & 236220

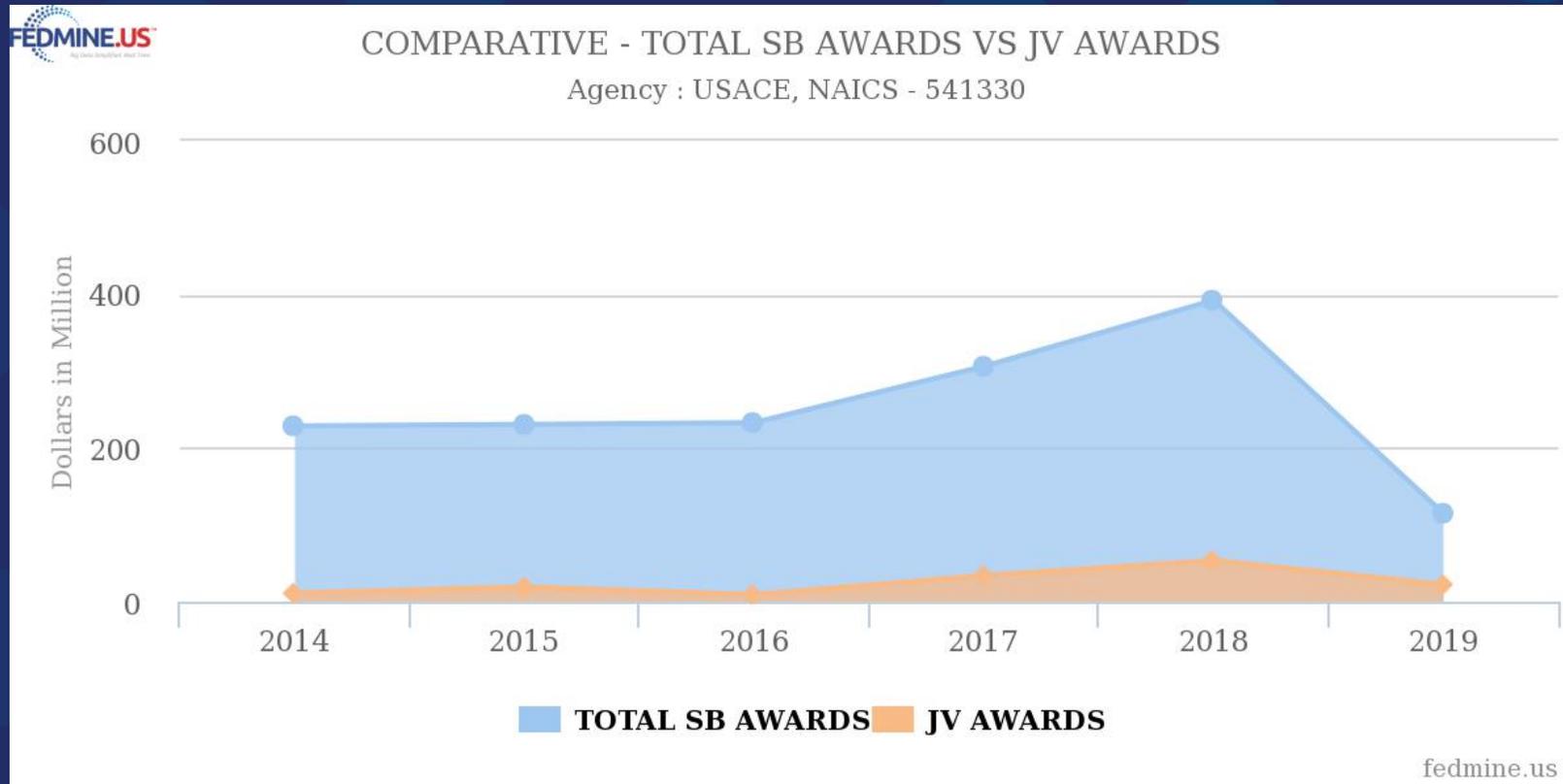


The biggest increase for JV awards within the Air Force is in the NAICS 562910 (Remediation Services) and 236220 (Commercial and Institutional Building Construction), the former showing a more steady increase with the latter bursting last FY with close to 40% of the awards going to JV's

**Athna-CDM Smith and Mowa-Barlovento getting majority of the \$*

What Does the Data Suggest?

USACE Awards NAICS 541330



In FY14 and 15 awards made to JV's were 4.78 and 8.28% respectively, in FY17, we saw an increase to 11.02% and in FY19, we are at close to 20%

MATOC Data

MATOC's FY17-19

- 30% of USACE awards went to small businesses, of that 30%, 28% were awarded to Joint Ventures
 - In the Omaha District alone, 16 of the 34 awards made in FY18 + 19 went to Joint Ventures, that is 47%
- 20% of NAVFAC MATOC awards went to JV's
- Overall the data is suggesting that small business MATOCs are increasingly being awarded to joint ventures, with a rise from 12% to 14.3% in the past 3 FY

Final Thoughts

- Should small businesses form a JV in order to be competitive for DoD contract awards?
- Will this drive a change in strategy for FY19 and onward?
- What are the unintended consequences of the All Small Mentor Protégé Program?



Fedmine

Lindsay Carry

lcarry@fedmine.us

301.279.7575

Tooke Consulting

Pat McMullen

Pat@tookeconsulting.com

210.378.4898