

Winning Employment Strategies:

**ETI Contracting
Mechanisms:**

General Services
Administration

MAS MOBIS Federal Supply
Schedule (GS-10F-0280N)

8(a))FAST2 Information
Technology Federal supply
Schedule

8(a) Simple Acquisition or BPA
Existing IDIQ or BPA contract
through:

U.S. Army Corps of Engineers
U.S. Navy Seaport
Enhanced
U.S. Department of
Transportation
National Oceanographic &
Atmospheric Administration
National Institute of Health
National Park Service

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NAICS issues important to all businesses

NAICS code use for Small Business

Subcontractors clarified by EPA.

The following is excerpted from a USEPA Office of Acquisition Management (OAM) newsletter "Hot Tips," April 2004:

The North American Industry Classification System (NAICS) code specified in the prime contract **is not** required to be used for all the work that the prime contractor is subcontracting out.The prime contractor should be selecting small business subcontractors by using the NAICS code for the product or service the subcontractor will be providing, which may be different than the NAICS code specified in the contract. The subcontractor may be counted as a small business on the bid or proposal and in the prime contractor's subcontracting reports, as long as the subcontractor's last three year average revenue meets the [SBA] size limit for the "product or service (i.e., NAICS code) it is providing on the subcontract" (13 CFR 121.410). This gives prime contractors bidding on solicitations the flexibility of using multiple subcontractors, under multiple NAICS codes, some of which may be larger than the identified NAICS code of the prime contract. For example, even if a prime contract is assigned a NAICS code that has a size limit of \$6 million, a subcontractor may provide services associated with a different NAICS code, potentially having a larger dollar size limit, and still be counted as a small business in the prime contractor's report to the Government.

SBA to Revisit Size Standard Restructuring

Agency Responds to Customer Comments by Re-examining Rule

After reviewing a significant number of comments from the small business community the Small Business Administration (SBA) has decided to re-evaluate the proposed rule for the Restructuring of Size Standards as published in the Federal Register (13 CFR Part 121) of March 19, 2004 (<http://a257.g.akamaitech.net/7/257/2422/14mar20010800/edocket.access.gpo.gov/2004/pdf/04-5049.pdf>). The original intent was to reduce the number of size standards while maintaining the employee-based size standards, but with one major change- it would be matched with a corresponding dollar limit thereby requiring multiple criteria to be met within a particular NAICS code. While the simplification is probably warranted, the "number of employees" criteria was being reduced in several critical NAICS codes such that there were many companies that would no longer be classified as small. Allegra McCullough, the Deputy Administrator for Government Contracting at the SBA is quoted as saying, "We are here to serve those small business owners, and we take their concerns very seriously. That is why we are going to step back and study this rule further. There is no doubt that our current system of size standards is in need of simplification, but we want to make absolutely sure that we do it in the right way. This issue is important to our mission, and it's important to America's small business owners."

New contracts awarded that will help Federal Agencies reach their SDB/WBE/8(a) goals

Several Federal Agencies have recently awarded contracts to ETI so that they may utilize our business model to more effectively address short and long-term project needs. These Agencies include:

- **General Service Administration:** ETI has been awarded a GSA 8(a)FAST2 contract for Information Technology services. This contract vehicle is set up specifically for 8(a) companies so that Agencies may have efficient methods for meeting set-aside requirements for their IT needs
- **National Institute of Health:** NIH has just awarded a Blanket Purchase Order (BPA) to ETI for any services available through our GSA MOBIS schedule. We plan to serve the NIH Institutes and Centers at their main campus in Bethesda MD through our office in Baltimore, MD.
- **National Oceanic & Atmospheric Administration:** NOAA has extended ETI's initial one-year contract for Science, Management and Policy support to the National Marine Sanctuaries Program, Silver Spring, MD for an additional three years. ETI is currently working on Management Plan reviews for several Marine Sanctuaries.
- **U.S. Navy, Seaport Enhanced:** ETI is part of three separate teams that successfully won Seaport Enhanced contracts with the U.S. Navy. ETI is eligible to provide engineering support services to Seaport facilities throughout all regions in the U.S. through this contract.
- **National Park Service:** ETI was recently awarded a contract with the National Park Service

Fiscal year-end project demands?

Do you have *Hot Button* projects that you *must complete* this fiscal year?

ETI Professionals Inc. (ETI) is standing by with *Hundreds of qualified people* ready to tackle your hot projects, big or small.

Our specialty is responding to peak load, *short-term projects*, and we are an *SDB/WBE/8(a) firm*.

Here are some of the project areas that we can respond to within days:

Environmental/
Engineering
Program Management
Facilities Management
Research and
Development
Information Technology

Ask about our broad, high-level project experience.

ETI's Mission:

ETI provides responsive problem solving and value-added services for candidates, employees, and clients. ETI pledges to ensure trust, respect and integrity in all our business relationships.

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