

Introduction to Government Contracting

Iris McCammon

- Past Defense Contractor – Aerospace, FAA
 - Locations – North America, Europe, Asia
 - Quality Control – ISO & AS Standards
- 8(a), woman owned (WOB), small business (SB), Minority, Native Hawaiian

Introduction to Government Contracting

□ Basics

- Prepare your business for contracting opportunities
- Define products and services in NAICS Codes (North American Industry Classification System)
 - <http://www.census.gov/eos/www/naics/>
- Prepare a capability statement
- Marketing target

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- SAM (System for Award Management)
 - ▣ Required registration to do business with the U.S. Government
 - ▣ Replaced CCR/FedReg and ORCA into a single system
 - ▣ <https://www.sam.gov/portal/public/SAM/>

- Register Requirements
 - ▣ D&B D-U-N-S Request Service for US Federal Contractors
 - ▣ <http://fedgov.dnb.com/webform>

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- Small Business Certifications
 - 8(a) Business Development Program
 - HUBZone Certification – designated location and employee requirements
 - Women-Owned Small Business Federal Contract Program
 - Veteran-Owned Businesses
 - Alaskan Owned Corporations
 - Native Americans
 - Native Hawaiian Owned Corporations
- <http://www.sba.gov/content/small-business-certification-0>

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- Business Development
 - Who's using your products or services
 - Know the agency's contracting procedures and develop a marketing strategy
 - POC (Point of Contact) responsible for approving contracts and purchase requirements.
 - Participate in procurement-related conferences, activities and events.

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- Direct Marketing
 - Navy
 - Air Force
 - Army
 - Marines
 - Veterans Administration
 - Corp of Engineers
 - Local & State – DOT/FAA/OCTA
 - Industrial Primes – two market segments
 - Commercial/Government

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□ Solicitation Sources

▣ FBO – Federal Business Opportunities

- Advance Search to specific NAICS codes
- Look at the agencies posting solicitations
- Add your name to interested vendor list
- Check it regularly

▣ GSA – General Services Administration

- Know your schedule schedules & products
- Online bidding - eBuy

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Opportunities

- Armed Forces
 - ▣ Army - ASFI (Army Single Face to Industry)
https://acquisition.army.mil/asfi/solicitation_search_form.cfm
- Navy - NAVAIR Home
<http://www.navair.navy.mil/osbp/index.cfm?fuseaction=home.contacts>
- Air Force – SMC (Space and Missile Systems Center)
<http://www.losangeles.af.mil/contracting.asp>
- Marines – Deputy for Small Business, Camp Pendleton
 - ▣ Ms. DaKeyah McFarlin, USMC Deputy of Small Business Programs
 - ▣ Small Business Office 763-5645
- NASA/Edwards Air Force Base, Ames, JPL, Vandenberg, 29 Palms, Port Hueneme, San Diego

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- Prebid Meetings – Hunting sessions
 - Open Invitation to bidders - competitors
 - Customer Rep – Tech, Purchasing, SB
 - Customer provides surface information
 - Schedules
 - Products & services
 - Contract terms
 - Overall spend & budget requirements

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- John Wayne Airport
 - ▣ 3 Capital Projects for which **we expect to receive** Federal (DOT/FAA) funds in FY2014-16.
 - Paularino Airfield Gate Relocation
 - Taxiway A, E, D Reconstruction
 - Runway Redesignation
- Certified DBEs (either Prime Contractors or their SubContractors) to meet our small business goal.
 - ▣ Notice - Inviting prequalified businesses
- Submittals are due by October 1, 2013

<http://192.168.22.200/businessandemployment/bids/>

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- Contract Solicitations
 - RFP – read it
 - SOW – Statement of Work
 - T & C – Terms & Conditions
 - Ask questions
 - Submit on time
 - Sources Sought
 - No project dates – they are hunting or need to verify
 - Set aside
 - Special conditions
 - Open bid

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- BID or NO BID
 - ▣ Time involved to respond - cost
 - ▣ Create a program matrix – be honest

Skills	Low	Medium	High	
Experience				
Management				
Capabilities				
Manpower				
Competitive				
ROI				
Financial				

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- Which type of industry/trade and business size/certifications are in demand going into 2014?
- How do you suggest prospective suppliers pursue business opportunities productively?
- Financial alternatives for small and growing businesses? Credit lines, AR, SB loans etc.
- Where are the federal business opportunities and how suppliers can gain access to potential federal opportunities

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- Define a qualified supplier
- What are the challenges on pursuing federal or government contracts and why?
- Advice and wisdom to suppliers.
- What do corporations look for in a bid proposal?
- Is low bid enough to win the bid?

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- How can suppliers overcome pitfalls?
- What are the common challenges facing businesses?
- How corporate contracts are won?
- What are the considerations when giving contract opportunities to new vendors?

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- Good Hunting