Tips & Opportunities
Available for Small Business
AMC Small Business Conference
McLean, Virginia

George Mason University
Procurement Technical Assistance Program
November 3, 2005
Increase contracting between small businesses, prime contractors, and government...

- Help small businesses obtain contracts with federal, state, and local governments
- Apply APTAC’s member resources to improve business and economic climate in Local Communities

Defense Logistics Agency & APTAC
PTAP Background

PTAP

- Defense Logistics Agency SCAA
- Began mid 80’s - PTAP early 90’s
- Originally DoD oriented
- Mid 90’s extended to other Federal
- Now includes State and Local
- One stop shop - pre and post award
Commonwealth of Virginia PTAC’s

- State-wide Program- George Mason University
  - Northern Virginia - City of Fairfax
  - Central Virginia - Charlottesville
  - Hampton Roads – Newport News

- Other Virginia Regional PTAC’s
  - Southwest VA Comm. College – Richlands
  - Crater Procurement Assistance Center - Petersburg
PTAC Areas Served

Source: Division of Legislative Services
http://dlsgis.state.va.us
PTAC Services

- Outreach
  - Seminars & Conferences (sponsor and participant)
  - Associations (networking and participation)

- Education

- Counseling
PTAC Services (Cont’d)

- Marketing
  - Research
  - Strategic partnering
  - Mentor-Protégé

- Teaming & Joint Venture Networking

- Proposal Development Assistance

- Bid Matching System

- Reference Library
Procurement Technical Assistance Program

http://www.gmu.edu/gmu/PTAP
Other PTAC’s

http://www.dla.mil/db/procurem.htm

DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers

The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTAP Centers are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS

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How To Get Started?

- Identify your product or service \((NAICS/FSC)\)
- Register
- Determine who buys your goods or services
- Familiarize yourself with government contracting procedures.
- Seek additional assistance as needed.
- Explore subcontracting/teaming opportunities
- **Focus** and Market your firm
North American Industry Classification System

http://www.census.gov/epcd/www/naics.html

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.

NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

NAICS on the move. Revisions are set for NAICS 2002. Construction and wholesale trade are substantially affected, but the revisions also modify a number of retail classifications and the organization of the information sector.

A new North American Product Classification System (NAPCS) is presently under development, with initial focus on products of service industries. NAPCS will focus on manufacturing products at a later date, for existing census codes, see the Numerical List of Manufactured and Mineral Products.

The official 1997 US NAICS Manual North American Industry Classification System--United States, 1997 includes definitions for each industry, tables showing correspondence between 1997 NAICS and 1987 SICs, and a comprehensive index--features also available at this web site. To order the 1250-page Manual in print or on CD-ROM, call NTIS at (800) 553-6847 or (703) 605-6000, or visit the NTIS web site.
Federal Supply Classification

http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz

FPDS PSC Wizard - Step 1

The PSC Wizard will help you pick the correct Product or Service Code.

PSCs are categorizations of the kinds of "things" that the U.S. Government Buys. They consist of Federal Supply Classification codes developed to categorize tangible products and service codes developed specifically for use in the Federal Procurement Data System.

Research and Development codes cover all aspects of research, development, and evaluation (including management and support).

Services include all other non-tangible services AND purchase or lease of buildings.

Choose One Major Category

- Research and Development
- Services (other than R and D)
- Products

Option: Enter one word or phrase to search for: (up to 20 characters)

Go To Step 2 – Pick Major Group

Return to the FPDC home page

PSC Wizard Version 0.5, March 17, 2000
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Central Contractor Registration

http://www.ccr.gov/

**Notice:**
Please note that the CCR.GOV site will be under maintenance from Friday 12:00 noon to Sunday 7:00 p.m. We apologize for this brief inconvenience.

**CCR Workshop result:**
On September 12th, the CCR Program Office held a half day event to provide updated information on the upcoming CCR mandate. Over 350 attendees from various government agencies were present for this informative session. Download the slides from the conference.

**Federal Acquisition Circular (FAC) 2001-16** amends the FAR to require contractor registration in CCR database...

**Security Notice**
Dynamic Small Business Search

http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

Privacy Statement

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key data bases across Federal Agencies.

Important Information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is its average number of persons employed for each pay period over the concern’s latest 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see:
http://www.sba.gov/size/part121sects.html

The three-year average annual receipts (AAR) means “total income” or “gross income” plus “cost of goods sold” as reported to the IRS, tax returns and includes those of all affiliates worldwide. The AARs are calculated based on your firm’s last three completed fiscal years. Travel,
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FedBizOpps

http://www.fedbizopps.gov/

FedBizOpps.gov is the single government point of entry (GPE) for Federal government procurement opportunities over $25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

Contact Information

Email: fbo@opama.gov
Phone: 877-472-9770 (Toll Free)
Federal Procurement Data System*

http://www.fpds.gov

* Use Internet Explorer or Netscape 7.0
Federal Acquisition Jumpstation

http://prod.nais.nasa.gov/pub/fedproc/home.html

Federal Acquisition Jumpstation

Your link to federal acquisitions on the Internet

Welcome

Departments of the Executive Branch:
Agriculture / Commerce / Defense / DLA / Air Force / Army / Navy / Education / Energy / Health & Human Services / HUD / Interior / Justice / Labor / State / Transportation / Treasury / VA

Independent Agencies of the Executive Branch:

Other Acquisition Information:
Commerce Business Daily (CBD) / Procurement Assistance

Procurement and Acquisition Sites by Contracting Activity

Departments of the Executive Branch:

Department of Agriculture
- USDA Procurement
- USDA Points of Contact and Business Opportunities Information
- Agricultural Research Service
- Farm Service Agency
- Rural Business-Cooperative Service

Department of Commerce
- Commerce Acquisition Community
- Office of Small and Disadvantaged Business Utilization (OSDBU)
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Federal Purchase Thresholds

- Greater than $100,000
- Simplified Acquisition Threshold $100,000
- Small Purchase Threshold < $25,000
- Micro-purchase < $2500
Federal Acquisition Regulations
Some Important FAR Parts

- Part 12 – Acquisition of Commercial Items
- Part 13 – Simplified Acquisition Procedures
- Part 14 – Sealed Bidding
- Part 15 – Contracting by Negotiation
- Part 16 – Types of Contracts
- Part 19 – Small Business Programs
DOD OSDBU

http://www.acq.osd.mil/sadbu
Navy SADBU

http://www.hq.navy.mil/sadbu/

Click on the SADBU Seal to visit
Digital SADBU

Department of the Navy
Small and Disadvantaged Business Utilization Office (SADBU)

http://www.hq.navy.mil/sadbu/
Navy Electronic Commerce Online

http://www.neco.navy.mil
Army SADBU

http://www.sellingtoarmy.info
Air Force SADBU
http://www.selltoairforce.org/
DoD E-Mall

https://emall.prod.dodonline.net/scripts/emLogon.asp
DoD Procurement Gateway

http://progate.daps.dla.mil/home/

Announcement: August 8, 2003 - REMINDER! DoD G&I VENDORS! Revision #6 of the DoD G&I Simplified Purchase Agreement (SPA) is now in place. It is critical that you review this. Go to http://www.dscp.dla.mil/contract/spa_1999_Rev_No6.pdf for the latest revision. In addition, DoD G&I PAGE POLICY AND PROCEDURES HAVE BEEN UPDATED. The updates are included in the SPA, or you can go directly to http://progate.daps.dla.mil/home/include/help/PAGE.pdf.

The Procurement Gateway is an integrated collection of automated systems providing oversight for the management of procurement data. The Procurement Gateway allows prospective government contractors to perform comprehensive and detailed searches against Request for Quotation (RFQ) and Award documents. Flexible search options permit the user to identify RFQs and Awards using a variety of search criteria including solicitation, Purchase Request Number (PRN), and National Stock Number (NSN). Users may also search the Procurement Gateway by providing keywords, data ranges, and Federal Supply Class (FSC). All RFQs and Awards are stored in digital format and may be viewed online. Please note that RFQs and Awards are available in Portable Document Format (PDF) and accessing them requires using the free Adobe Acrobat plug-in.

Check out our new User Profile or Collection Download features. The User Profile option allows registered users to create and customize searches against account-specific profiles. Profile-based searches locate data that is important to you. The Collection Download option allows users to search and collect files on RFQs by the FSC search criteria. Users can collect multiple RFQs and have the Procurement Gateway zip those files up for you online, instantly! To conserve server resources, Collection Download requests are limited to 4 MB per request. Once the request has been processed successfully, users can download the zip file immediately, or access the URL within the next 24 hours. An index file identifying each RFQ will be included in the zip file, and as well as in the email to the user. Check it out today!
Procurement History Data Mart
http://phdm.ctcgsc.org/dispatch/show.home

Welcome to the Procurement History Data Mart Online Application

Due to recent FOIA decisions, dollar value fields (unit price, total dollars, dollars per award) for some vendors will not be included in PHDM data for non-mill users. Click here for more information and a list of the vendors.

Welcome to the Procurement History Data Mart Online Application

PROTOTYPE APPLICATION

Please feel free to use the PHDM Application at your leisure. However, although all of the data and results are current and valid, the application itself is still in R & D mode. This means that the application is still under development and is subject to change, error, or downtime as development progresses.

The PHDM System provides a widely available point of access to DLA Procurement History Data with user-friendly, simple tools to allow DoD/DLA managers and analysts to create sophisticated calculations, views and reports and to perform analyses that otherwise would require significant time for each case. The information returned by the PHDM system will be turned around in seconds or minutes as opposed to days or weeks. Additionally, the system allows vendors to access data on-line that was previously available by phone and/or formal request only. The new accessibility will allow small vendors to analyze acquisition patterns and to potentially become more competitive by understanding past procurement activities and trends.

DLA Privacy and Security Notice

If you have any questions, suggestions, or problems please click feedback.
Fed Tech Data Site

https://www.fedteds.gov
General Services Administration

http://www.gsa.gov/
e-Tools...

- www.gsa.gov
- www.gsa.gov/
  - schedules
  - elibrary
  - gsaadvantage
  - vsc
- fsstraining.gsa.gov
General Services Administration E-library
http://www.gsaelibrary.gsa.gov/elib/eLibrary.jsp

Welcome!

Schedules e-Library is your source for the latest GSA and VA schedules contract award information! Now, schedule customers have a centralized source for researching GSA and VA schedules 24 hours a day! Schedules e-Library contains basic ordering guidelines, complete schedule listings, and a powerful search engine. The Schedules e-Library is updated daily to provide you with the latest award information. Schedules e-Library will also link you directly to our premier e-commerce shopping site - GSA Advantage! where you can place your order today!

What are you Searching For?

Enter keywords, contract number, contractor/manufacturer name, schedule number or SIN.

$ Search & Shop
GSA Advantage!

for Manufacturer Part Numbers and Product Names.

Privacy Statement
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OSDBU Interagency Council

http://www.osdbu.gov/

Federal OSDBU Directors Interagency Council


[List of Federal OSDBU Offices]

About The Council

- Charter
- Executive Committee Members

General

- Outreach Events
- Success Stories
- Useful Links
- Summary Meeting Minutes'

Save the Date

16th Annual OSDBU Procurement Conference will be held on Thursday, April 20, 2006 (Upper Marlboro, MD)

Key Issues and Topics

- News
- Buncing
- Competitive Sourcing
- Recertification
- President's Management Agenda

Working Groups

- Legislative

Commerce Secretary Gutierrez Announces Hurricane Contracting Information Center (HCIC), One-Stop Shop to Help U.S. Businesses Participate in Hurricane Rebuilding Efforts

The Department of Veterans Affairs' Center for Veterans Enterprise (CVE) has developed an Internet database of veteran-owned and service-disabled veteran-owned small businesses called "VetBiz Vendor Information Pages (VIP)"
**Other PTAC’s**

http://www.dla.mil/db/procurem.htm

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SBA Government Contracting Assistance Directory

http://www.sba.gov/gc/asstdir.html
SBA SCORE Listings

http://www.score.org/

George Mason University
Procurement Technical Assistance Program
Woman’s Business Web Sites

www.onlinewbc.gov

www.womenbiz.gov
Woman’s Business Center
http://www.wbcnova.org

Just Added - New Summer Classes!
Find out more on our events page!

President Unveils Small Business Plan at Women’s Entrepreneurship Summit

The Conference highlight was special guest, President George W. Bush (speech transcript).

ARE YOU READY TO BE YOUR OWN BOSS?
Do you have a great idea that you think would make a successful business? Are you energetic, creative and enthusiastic? Are you ready to take your career to the next level?

If you’ve answered “yes” to any of these questions, then NxtLevel™ is the answer.

PROYECTO EMPRESARIAL PARA HISPANOS
El Proyecto es una serie de talleres que se le ofrecerán a los asistentes para capacitarse en el inicio de su propio negocio. Todos los talleres se ofrecerán en español en el mes de mayo de 2002. Información Adicional

WHO MAY BENEFIT FROM THE CENTER’S RESOURCES?
Any woman in the Northern Virginia area who is interested in starting or expanding her small business can benefit from the programs and services of the Women’s Business Center of Northern Virginia. We particularly seek to help those currently underserved by existing programs, especially minority and socially disadvantaged women.
SBA VETS
http://www.sba.gov/VETS/
Veteran’s Administration VETBIZ

http://www.va.gov/vetbiz/

Department of Veterans Affairs
Center for Veterans Enterprise

VETBiz - The Federal Web Portal for Veterans in Business

"To care for him who shall have borne the battle, and for his widow and his orphan ..."
- Abraham Lincoln

- General Dynamics and CVE present Veterans Appreciation Day.
  On April 23, all General Dynamics locations throughout the nation will open their doors to Service-Disabled Veteran-Owned Small Businesses and to Veteran-Owned Small Businesses. General Dynamics' buyers and program managers will meet with prospective suppliers one-on-one to discuss present and future supply chain requirements.
- Small Businesses Urged to Prepare for National Guard and Reserve Call-Ups
- SBA E-Business Institute: The E-Business Institute is a virtual campus housing free training courses, workshops and knowledge resources designed to assist entrepreneurs and other students of enterprise. The institute makes SBA’s business management resources available anytime and anywhere. It is a dynamic learning center designed to help small businesses compete in a constantly changing, global environment.
  - Read More
  - Visit Site
- New! VA Forms Online

Partners

- National Veterans Business Development Corporation
- Association of Small Business Development Centers
- Service Corps of Retired Executives
- Association of Government Marketing Assistance Specialists
- SBA Office of Veterans Business Development
- Dept. of Labor Veterans Employment and Training Service

Getting Started

- Eligibility
- Starting Your Business (SBA)
- What VA can help you with
- What other agencies can help you with
- & More

Management

- Business Planning
- Veterans Business Outreach Centers
- Procurement Technical Assistance Centers
- Electronic Commerce Resource Centers
- & More
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SBA SUB-Net
http://web.sba.gov/subnet/

U.S. Small Business Administration
Subcontracting Network

The use of SUB-Net fulfills the function set forth in Federal Acquisition Regulation (FAR) 5.206. Notice of Subcontracting Opportunities, for contractors and subcontractors to post notices and thereby increase competition for subcontracts.

Also see SBA's Subcontracting Opportunities Directory
& SBA's PRO-Net - Procurement Marketing and Access Network
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Market Your Business

Associations
- AFCEA
- NCMA

Networking

Conferences

Market Research

Targeted Sales Calls
Market Your Business

Focus!!!!
Remember!!

There are only two kinds of Companies.... the quick and the dead!
George Mason University PTAP
4031 University Drive, Suite 200
Fairfax, VA 22030
Phone: 703-277-7700
Fax: 703-352-8195
www.gmu.edu/gmu/PTAP

“bringing business and government closer together”