Contracting

United States Government
Uncle Sam wants You.
Maybe?
What is your business?

Pictures
Unavailable
If you make it, service it, program it, replenish it, consult about it or imagine it, the government probably buys it.
How do I get business?

Small group of contractors draws 35 percent of IT dollars

A review of the government's information technology contractors reveals that nine of the top 10 are primarily service-oriented companies and 35 percent of the government's fiscal 2004 technology dollars went to the top 10 contractors.

Of the $50 billion spent by the agencies in fiscal 2004, 73 percent of the money, or $36 billion, went to 150 contractors.

Source: Daniel Pulliam govexec.com
Northrop Grumman Corp
$3,198,547,000

Science Applications International Corp
$2,587,875,000

Lockheed Martin Corp
$2,547,677,000
Plan of Attack
Who do you want to be?

Plan of Attack
Who do you want to be?

Prime Contractor

There are two chances:
Who do you want to be?

Sub-Contractor

Sole Source Provider
Authorization

Appropriations
House & Senate
House & Senate

$25
House & Senate

$15
Authorized $20
Authorized

Appropriated

Appropriated
$20
$10
Billions AUTHORIZED to purchase land for National Parks

Zero dollars APPROPRIATED for the purchase of that land
What your elected representatives can and cannot do for you.
Members cannot force the outcome of an agency decision.

Ethics and the legal system.
Members can force an agency to respond in a timely manner in accordance with agency guidelines.
WHEN: 7:00 pm - 10:00 pm Friday, March 4th
WHERE: 2100 Grand (6th floor)  Downtown KCMO
ATTIRE: Business Casual

Please join us for an evening of wine and hors d'oeuvres
FOR MORE INFORMATION CALL (816) 221 - 0370
Number of jobs in your company

Number of new jobs your proposed contract will add.

Job security your proposal will add.

Positive attention it will bring to the Member
Depending on the situation, how many members of his/her political party work in your company?
Follow up every step of the way with the staff person that has been assigned to you. If you don’t like that person, ask for someone else.
Figure out where you fit in the contracting picture.
Form a plan that:

1…Includes your Member of Congress
2…Keeps the Member and staff fully informed
3…Don’t be afraid to ask for help
If the Member or any of the staff indicate in any way that they would appreciate some type of monetary reward or assistance from you, immediately report that to either the House or Senate ethics committee and the Federal Election Commission as this is an illegal practice and punishable by law.
Questions
Suggestions
Free will offerings