

# Locating Opportunities



# How the Subcontractor - Searches for Primes with Current Procurement Opportunities

- Federal agencies
- Federal prime contractors
- Teaming & Partnering

Let's go to [www.USASPENDING.gov](http://www.USASPENDING.gov)

- **Some guidance**

- Look up MANUFACTURERS with FEDERAL AWARDS
- Identify MANUFACTURERS by NAICS codes – 31,32,33
  - Let's go to <http://www.census.gov/cgi-bin/sssd/naics/naicsrch> - here you can search for other NAICS
  - Identify other attributes in USASPENDING search that could narrow your search – location, agency.....
  - Export your search to a CVS file (look at in EXCEL)– this will give you the ability to see detail including number of contracts, dollar value, subcontracting plan requirement, contracting agency and much more

# Federal Agencies

DIBBS: <https://www.dibbs.bsm.dla.mil/>

The screenshot shows the DLA Internet Bid Board System (DIBBS) website. At the top, there is a navigation bar with links for Home, Solicitations, RFQs, RFP/IFB/Non-Quotable RFQs, Tech Data, Downloads, and Awards. Below this is a search bar with a 'Database Search' dropdown and a 'GO' button. A notice section contains two items: one about TKO Webinars and another about a canceled forum. Below the notice is a 'Location: Home' indicator and a 'LOGGED OFF' status with a timestamp of 9/30/2014 2:40:29 PM. The main content area describes the DIBBS system and includes a 'Registered User Log In' link with a key icon. Below this are four boxes containing links for Help, Vendor Registration, Solicitations, and Awards.

**DEFENSE LOGISTICS AGENCY**  
ENTERPRISE BUSINESS SOLUTIONS  
**DLA INTERNET BID BOARD SYSTEM**

Home | Solicitations | RFQs | RFP/IFB/Non-Quotable RFQs | Tech Data | Downloads | Awards

Navigation: Navigation/Documents - - - - - GO Database Search: Choose Search Value: GO

**Notice:** · Connect and Learn with our Training, Knowledge and Opportunities (TKO) Webinars! » [Read Notice](#)  
· The Combat and Wheeled Vehicle Industry Outreach Forum to be hosted by DLA Land and Maritime on Thursday October 23, 2014 has been canceled. Information about future forums will be forthcoming. » [Read Notice](#)

Please read notices posted on the [Notices page](#).

Location: **Home**

LOGGED OFF [ 273 ] 9/30/2014 2:40:29 PM

The **DLA Internet Bid Board System (DIBBS)** is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for **Defense Logistics Agency (DLA)** items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.

*Registered User Log In*

- Help**
  - [On-Line Help](#)
    - [Frequently Asked Questions ~ FAQ](#)
    - [DIBBS On-Line Quoting Help](#)
    - [Batch Quoting Help](#)
  - [Contact Us](#)
- Solicitations**
  - [Requests for Quotation \(RFQ\)](#)
    - [Batch Quoting](#)
    - [Submitted Quote Searching](#)
- Vendor Registration**
  - [Vendor Registration](#)
  - [Registration Guidelines](#)
  - [DLA Small Business Programs](#)
- Awards**
  - [Awards](#)
  - [Subsistence Market Ready Orders](#)

# Federal Agencies

FBO – [www.FBO.gov](http://www.FBO.gov)



Training Videos  
Guides  
FAQs

The screenshot shows the FedBizOpps.gov website interface. At the top, there is a navigation bar with links for "Getting Started", "General Info", "Opportunities", "Agencies", and "Privacy". The "Getting Started" link is circled in red. Below the navigation bar, there are links for "Buyers: Login | Register" and "Vendors: Login | Register", along with an "Accessibility" icon. The main content area features a U.S. Army logo and a contract opportunity listing. The listing title is "59--Subject: Wiring Harness, Bran. Direct your requests and communications ATTN: CCAM-AL-L, Michael Haywood, Contracting Officer, via email: Michael.haywood1@us.army.mil or FAX 256-955-9237. No telephone requests will be accepted". Below the title, it provides the Solicitation Number (W31P4Q10R0123), Agency (Department of the Army), Office (Army Contracting Command), and Location (AMCOM Contracting Center - Missile (AMCOM-CC)). There are buttons for "Notice Details", "Packages", and "Interested Vendors List". On the right side, there are "Print" and "Link" icons. Below the listing, there are buttons for "Return To Opportunities List", "Watch This Opportunity", and "Add Me To Interested Vendors". A "Complete View" section shows "Original Synopsis" with a "Presolicitation" date of "Mar 30, 2010". An "ALL FILES" section contains a link for "Amendment 1" dated "Apr 13, 2010" and a "See Solicitation" link.

Federal regulations require that contracting officers publicize proposed contract actions expected to exceed \$25,000 through the on-line Government point of entry, [FedBizOpps](http://www.FedBizOpps)

# Federal Agencies

## BIDMATCHING

Client Last Viewed RFQ's on 2014-06-04

Bid Count Reports

Records 1 thru 13 out of 13

Company Profile

<u>RFQ Date</u>	<u>FBO</u>	<u>DLA</u>	<u>Other Fed</u>	<u>Web</u>	<u>Intl</u>	<u>Local</u>	<u>NonFed</u>	<u>Awards</u>	
2014-10-10	2	0	0	3	0	0	0	0	<a href="#">List_All</a>
2014-10-08	1	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-10-07	2	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-10-03	1	0	3	1	0	0	0	0	<a href="#">List_All</a>
2014-10-02	0	0	6	0	0	0	0	0	<a href="#">List_All</a>
2014-10-01	0	0	7	0	0	0	0	0	<a href="#">List_All</a>
2014-09-30	0	0	0	2	0	0	0	0	<a href="#">List_All</a>
2014-09-25	0	0	0	1	0	0	0	0	<a href="#">List_All</a>
2014-09-22	2	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-09-18	2	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-09-17	2	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-09-15	10	0	0	0	0	0	0	0	<a href="#">List_All</a>
2014-09-11	2	0	0	0	0	0	0	0	<a href="#">List_All</a>

# Federal Prime Contractors

<http://osn.oshkoshcorp.com/>

The screenshot shows the Oshkosh Supplier Network website. The main header features the Oshkosh logo with the tagline 'ONE SYSTEM. ONE TEAM.' and 'OSHKOSH SUPPLIER NETWORK'. Below this is the 'Our Vision' section, which states: 'To develop a world-class procurement and supply chain organization providing the best in logistics, quality, NPD and competitiveness to the Oshkosh family of companies on a global basis.' Navigation links include 'Index', 'Links', 'Support Center', and 'Supplier Quality Manual and Forms'.

The 'Supplier Standards Guide' section includes a table of contents with the following information:

Table of Contents  
Revised: 08-20-14

\* ALL SECTIONS OF YOUR MANUAL SHOULD BE UPDATED WITH THE REVISION LISTED IN THE CURRENT REVISION COLUMN.

<u>Section</u>	<u>Title</u>	<u>Current Revision</u>
PO Notes	<a href="#">PO Notes</a> Per the Note Reference on the purchase order, this section references the contract, contract number, DPAS priority rating and technical drawing furnished against a Purchase Order, as well as applicable Supplier Standards Guide sections incorporated by reference.	08-20-14
A	<a href="#">SUPPLIER QUALITY MANUAL</a> This section provides information on certification requirements and how you will be rated as a supplier.	<a href="#">See OSN</a>

# Federal Prime Contractors

<http://www.lockheedmartin.com/us/suppliers.html>

www.lockheedmartin.com/us/suppliers.html

Most Visited **m** Getting Started

**LOCKHEED MARTIN** INVESTORS MEDIA SUPPLIERS EMPLOYEES

WHO WE ARE WHAT WE DO NEWS & EVENTS INNOVATIONS CAREERS

Home → Suppliers

SUPPLIERS

Business Unit Procurement Information

Doing Business with Lockheed Martin

Cyber Security

Ethics

Sustainable Supply Chain Management

REACH

Resources

Prompt Payments

## Suppliers

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**LOCKHEED MARTIN**  
**Supplier Wire**  
*Opening Doors to Opportunity and Innovation*

What We Buy

Think Small, Win Big  
Lockheed Martin Supplier Diversity

# Federal Prime Contractors

<http://sensing.honeywell.com/suppliers>

www.honeywell.com/suppliers

Most Visited **m** Getting Started

**Honeywell** | Sensing and Control Supplier Microsite

→ Honeywell.com → Sensing & Control → Test & Measurement

Search the Entire Sensing & Control Supplier Site

sensing.honeywell.com/suppliers Search

Home Product Portfolio Contact

Welcome to the Honeywell Sensing and Control Global Supply Management Microsite.

**S&C Global Supply Management**

- > Code of Business Conduct
- > S&C Oracle iSupplier Portal
- > S&C Terms & Conditions
- > Logistics Routing Guide
- > STEP Manual
- > Corrective Action (e-Cats)
- > Vendor Scorecard

**Welcome**

Welcome to the Honeywell Sensing and Control (S&C) Global Supply Management page. This site is your portal to guidelines and detailed information for working closely with us. You will find links to our Code of Conduct, Purchase Order T&C's, Logistics, Quality and other aspects of our integrated Supply Chain relationship that may apply to an order you have received from Honeywell S&C.

We plan to expand this page to include a password protected interface to your account where you will have access to our supplier scorecard summarizing important monthly metrics such as On-Time delivery, PPM and other critical performance data. By sharing information in a more convenient

# Federal Prime Contractors

<https://www.fincantieri-suppliers.com/fcsuppliers/app?service=page&page=Home>

The screenshot shows a web browser window with the URL <https://www.fincantieri-suppliers.com/fcsuppliers/app?service=page&page=Home>. The browser's address bar shows the URL and a search engine icon for Google. Below the address bar, there is a navigation bar with the text "FINCANTIERI - Suppliers" on the left, "home" in the center, and "ita" on the right. A sidebar on the left contains a menu with the following items: "Company", "About the system", "What we buy", and "Registration". The main content area features a large banner with the text "Welcome to FINCANTIERI e-procurement system" at the top. Below this, there is a large image of blue water splashing, with the text "The sea ahead" overlaid in a light blue font. At the bottom left of the page, there is a login form with the following fields: "Enter", "Username", "Password", and a "Go" button.

# Teaming & Partnering

- **Teaming Agreements**
  - Private contract between two or more parties
  - Prime/Sub Contractor Team
  - Alliance with one Prime Contractor & one or more Subcontractors
  - Joint Venture Team
  - Partnership of two or more businesses that applies to contract opportunity collectively

# Contract Administration – KNOW YOUR RESPONSIBILITIES

- **Open to Financial Audit by the Prime or DCAA (Assist Audit)**
- **Meeting prime contractor requirements**
  - Marking, packaging, shipping, invoicing
  - Possible inspection requirements
- **Flow down clauses**

# What are Flow-Down Clauses?

FAR clauses included in Government contracts that prime contractors are required to flow down to their subcontractors in their subcontracts

# Flow-Down Clauses

- Prime Contractors are responsible for the actions of their subcontractors. Prime Contractor is responsible for the entire contract.
- Subcontractors need to know how FAR requirements will impact their costs. Subcontractors may need to flow down FAR clauses as well to their subcontractors/suppliers
- Prime Contractors may flow-down other clauses

# BASIC Contracting Concepts

## Locating specifications/standards/drawings

- ASTM <http://www.astm.org/>
- ANSI <http://www.ansi.org/>
- DOD Specifications and Standards <http://quicksearch.dla.mil/>
- Defense Standardization Program  
[http://www.dsp.dla.mil/APP\\_UI/SpecsAndStandards.aspx?action=content&accounttype=displaySpecs&contentid=40](http://www.dsp.dla.mil/APP_UI/SpecsAndStandards.aspx?action=content&accounttype=displaySpecs&contentid=40)

# Understanding Your Contract Requirements

- Far clauses referenced in your Purchase Order
- Terms & Conditions listed in your Purchase Order
- Correct Price
- Delivery date
- Supplier Standards Guide

# Regulations that effect Performance

- **Buy American Act**
  - Provide preferential treatment for domestic sources of unmanufactured articles, manufactured goods, and construction material for public use
  - Requires the federal government to purchase domestic supplies for use in the United States under certain circumstances
- **Counterfeit Parts**
- **Berry Amendment**
  - Requires the Department of Defense to give preference in procurement to domestically produced, manufactured, or home-grown products, most notably food, clothing, fabrics and specialty metals
- **Qualifying Countries**
- **Exceptions**