

FOR MANUFACTURERS: Becoming a Supplier to the Military and Their Prime Contractors



Presented by:



April 16, 2015 – Fox Valley Technical College (FVTC)
Appleton, WI

May 1, 2015 – Chippewa Valley Technical College (CVTC)
Eau Claire, WI



Providing expert technical
assistance to
**FEDERAL, STATE and LOCAL
GOVERNMENT
Contractors
And Subcontractors**

**A Procurement Technical
Assistance Center (PTAC)
Serving the Wisconsin Business
Community**

WPI Offices located at:

Milwaukee County Research Park

10437 Innovation Drive, Suite 320
Milwaukee, WI 53226

414-270-3600 FAX: 414-270-3610

Juneau County Economic Development Corp.

122 Main St - Camp Douglas, WI 54618
608-427-2455 FAX: 608-427-2086

Western Dairyland EOC, Inc.

418 Wisconsin St. - Eau Claire WI 54703
608-427-2455 FAX: 608-427-2086

Fox Valley Technical College – DJ Bordini Center

5 Systems Drive – Appleton WI 54912
920-840-3771 FAX: 414-270-3610

Racine County Economic Development Corporation – Launch Box

141 Main Street, Suite 2, Racine, WI 53403
414-270-3600 FAX: 414-270-3610

Madison Enterprise Center

100 S. Baldwin St., Madison, WI 53703
608-444-0047 FAX: 414-270-3610

Food Enterprise & Economic Development (FEED)

1219 N. Sherman Ave., Madison, WI 53704
608-444-0047 FAX: 414-270-3610

Wausau Region Chamber of Commerce

200 Washington Street, Wausau, WI 54403
920-456-9990 FAX: 414-270-3610

www.wispro.org - info@wispro.org

Search ...

[BLOG](#) [SERVICES](#) [ABOUT](#) [MY ACCOUNT](#) [SURVEY](#) [CONTACT](#)



[EVENT
CALENDAR](#)

[FEDERAL
GOVERNMENT](#)

[STATE
GOVERNMENT](#)

[LOCAL
GOVERNMENT](#)

[OTHER
GOVERNMENT &
GRANTS](#)

[FAQS](#)

8 WAYS A SHUTDOWN WOULD DAMAGE HOMELAND SECURITY

www.wispro.org

UPCOMING EVENTS [→](#)

02/26/2015
FEDERAL PRIME CONTRACTOR GROUP MEETING
ST. FRANCIS (MILWAUKEE) »

03/03/2015
SMALL BUSINESS GOVERNMENT CONTRACTING
SERIES: SELLING TO THE DEPARTMENT OF VETERANS
AFFAIRS
WAUWATOSA »

03/04/2015
ACQUISITION HOUR: LEARNING ABOUT WAWF - IRAPT
WEBINAR »

03/09/2015
ENTERING THE GOVERNMENT MARKET - A PRIMER
RACINE »

03/11/2015
ACQUISITION HOUR: PREPARING FOR CSPR AUDIT
WEBINAR »

CURRENT OPPORTUNITIES (7) [→](#)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[GET STARTED](#)

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

[SIGN UP](#)

HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

[GET HELP](#)

GET STARTED WITH THE BASICS

Questions & answers on how to get started.

[GET STARTED](#)

SIGN-UP FOR OUR NEWSLETTER

Stay up-to-date with the latest WPI news.

[SIGN UP](#)

HAVE A QUESTION? WE'RE HERE TO HELP.

One of our staff of experts is available to answer your questions.

[GET HELP](#)

SERVICES OFFERED BY WPI

- FREE Bid Matching Services
- Individual Counseling and Assistance
- Locating Local, State and Federal Opportunities
- Government Market Strategy Development
- Training in use of Government websites and tools
- Assistance with System for Award Management (SAM) Registration
- Assisting in Market Research Process
- Development of Market Profile
- Small Business Subcontracting Plans-Development, Outreach and Reporting
- Small Group Training
- Outreach and training with Local, State and Federal agencies
- Assist with Pre and Post Award Functions
- Assistance with Agency Specific Contracting Requirements
- Assistance with Contracting Regulations and Requirements, including FAR, DFAR, CFR
- Assistance with GSA Schedule Preparation and Administration
- Assistance with Local, State and Federal Certifications, including:
 - Service Disabled & Veteran Owned Small Business, HUBZone, Woman Owned Small Business, 8(a) Business Development Program
 - State
 - Local
 - DBE
- Bid Review and Submission Assistance
- Proposal and Assistance, Review and Submission Assistance
- Capabilities Statement and Related Government Marketing Material Development
- Assistance in Locating and Developing Teaming Partners and Subcontractors
- Updated Government Market Information

Wisconsin Procurement Institute
10437 Innovation Dr., Suite 320
Milwaukee, WI 53226
Telephone 414-270-3600
FAX 414-270-3610
www.wispro.org
Executive Director – Aina Vilumsons
info@wispro.org

AGENDA

- **How to evaluate your readiness as a prime or subcontractor**
- **Locate and qualify opportunities**
- **How the Federal government buys**
- **Step by-step guide to getting started**
- **What it takes to WIN**



Overview of the Market

- Who is buying
- Who is selling
- What is being purchased

STATE PROFILE: WISCONSIN

Wisconsin

Fiscal Year 2014

Go

CONTRACTS DATA

Total Contract Funds Awarded - 2014

\$2,200,207,100

Total Number of Contract Transactions - 2014

23,978

Total Contract Funds to SubAwardees - 2014

\$111,279,607

Total Contract Transactions to SubAwardees - 2014

320

TOP PRIME RECIPIENTS

1. OSHKOSH CORPORATION	\$531,348,369
2. GREAT LAKES HIGHER EDUCATION CORPORATION	\$184,414,944
3. WISCONSIN PHYSICIANS SERVICE INSURANCE CORPORATION	\$163,362,060
4. NATIONAL PRESTO INDUSTRIES INC.	\$73,010,918
5. SNAP-ON INCORPORATED	\$52,666,442

[Text View and More Details on All Prime Recipients](#)

TOP CONTRACTOR SUB-AWARDEES

1. DERCO AEROSPACE, INC.	\$83,989,885
2. WASTE MANAGEMENT, INC.	\$4,378,218
3. DEDICATED COMPUTING LLC	\$2,975,117
4. ARC COMMUNITY SERVICES INC	\$2,935,040
5. DERCO AEROSPACE, INC.	\$1,957,004

[Text View and More Details on All Contractor Sub-Awardees](#)

Agencies	TOTAL MANUFACTURING DOLLARS Obligated Aggregated, Actual Figures					
	2015 - YTD	2014	2013	2012	2011	2010
1700 - NAVY	149,400,431	48,336,677,235	43,259,057,754	50,923,143,333	59,147,072,096	48,236,587,308
5700 - AIR FORCE	1,036,199,267	26,000,405,571	23,152,711,839	37,622,610,361	32,402,746,038	32,347,180,852
97AS - DEFENSE LOGISTICS AGENCY	1,142,599,921	23,927,647,007	19,419,209,472	29,857,801,447	28,354,164,776	20,341,092,162
2100 - ARMY	111,298,444	23,320,943,025	19,552,646,170	33,322,839,969	45,228,168,175	53,116,435,640
3600 - VETERANS AFFAIRS	3,343,079,358	8,130,279,813	7,451,550,401	3,628,110,009	2,960,884,355	2,747,869,724
9700 - DEFENSE	40,361,280	6,627,389,511	4,585,555,115	6,662,179,934	5,531,150,148	4,499,406,552
7500 - HEALTH AND HUMAN SERVI	2,638,101,343	5,413,654,610	5,671,122,963	5,375,978,506	5,444,425,817	5,065,375,719
8000 - NATIONAL AERONAUTICS AN	2,649,471,154	3,704,637,241	2,941,517,408	2,425,055,496	2,680,891,513	2,266,651,795
7000 - HOMELAND SECURITY	1,177,871,899	2,808,831,215	2,570,344,844	2,343,002,221	3,611,667,722	2,645,089,307
1200 - AGRICULTURE	1,053,718,927	2,498,349,236	2,210,237,811	2,126,776,344	2,288,736,653	2,651,611,369
4700 - GENERAL SERVICES ADMINIS	661,884,158	2,044,421,717	1,598,413,942	973,175,078	832,347,622	1,783,998,698
1500 - JUSTICE	409,910,666	989,711,953	822,257,951	732,501,202	688,312,934	578,412,015
2000 - TREASURY	399,188,676	887,158,415	921,390,418	754,493,413	758,120,018	2,516,816,153
6900 - TRANSPORTATION	320,953,054	608,908,675	799,055,566	669,861,755	526,698,416	693,501,108
1900 - STATE	107,041,840	572,751,929	245,737,126	1,177,720,197	1,226,352,313	1,217,636,981

Readiness for the Department of Defense Supply Chain

- Capabilities
- Capacity

Capabilities

1. Quote – Bid
2. Administer contracts / awards
3. Manage your supply chain
4. Appropriate quality level
5. Business Management Process (ERP etc...)
6. Accounting system that can identify, segregate and analyze
7. Appropriate certification – technical expertise and talent
8. Understanding of DoD process, requirements and concepts
9. Electronic-capabilities vs. paper



Capabilities

1. Small business program status

a. Value to Federal government -

<http://www.sba.gov/category/navigation-structure/contracting/contracting-support-small-businesses>

b. Value to Prime Contractors

Federal Goals:

- 23 percent of prime contracts for small businesses;
- 5 percent of prime and subcontracts for women-owned small businesses;
- 5 percent of prime contracts and subcontracts for Small Disadvantaged Businesses;
- 3 percent of prime contracts and subcontracts for HUBZone small businesses;
- 3 percent of prime and subcontracts for service-disabled veteran-owned small businesses.

Competitive Edge

1. Small business program status
 - a. Value to Federal Prime Contractors
 - a. Small Business Subcontracting Plans
 - b. \$650,000 (\$1.5 million for construction)

Capacity

1. Financial resources
2. Trained labor force
3. Solid supply chain
4. Facilities
5. Contingency Plan



How the Government Buys - Searches for Current Procurement Opportunities

- Federal agencies
- Federal prime contractors
- Teaming & Partnering

Locating Opportunities



Let's go to 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 features a description of the DIBBS system and 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

Joint Certification Program:

<http://www.dlis.dla.mil/JCP/>

<http://www.dlis.dla.mil/jcp/>

Defense Logistics Information Service
"A Defense Logistics Agency Activity"

Questions?
Ask Phyllis, Our Virtual Rep!

Joint Certification Program (JCP)

DLIS Home | Products | Services | Programs | Cataloging | Log Tools | Supplier | Training | Library

- JCP Home
- Search
- Provinces
- FAQs
- Disclaimers
- Links
- Documents
- Government Industry Data Mart (GIDM)

United States / Canada
Joint Certification Program

Welcome to the Defense Logistics Information Service (DLIS) lookup service of the U.S./Canada Joint Certification Program System via the World Wide Web. DLIS is the only source for the administration and functionality of the Certification process.

The data contained herein is for informational purposes only. If your company is listed with incorrect or incomplete data, please contact us at once at the e-mail addresses shown at the end of this paragraph for instructions on how to update the information. If your company has a Certification Number which is not reflected herein, please e-mail us for confirmation of that code at jcp-admin@dlia.mil.


GUIDELINES FOR SYSTEMS USAGE:

- The data contained herein is government owned information, and as such may not be reused or marketed for commercial use
- Searches are free; however, DLIS reserves the right to restrict access if unreasonable use of the system is made.
- Check out the [FAQs](#) area for basic information regarding U.S./Canada Joint Certification Program.


Start your [Search](#)

Federal Agencies

NECO: <https://www.neco.navy.mil/>

NECO 

Navy Electronic Commerce Online


This site is your link to the world of Navy Electronic Business Opportunities. NECO is the centerpiece of the Navy's paperless process strategy (GILS Number: 001482). 

Vendors should register with NECO to Submit Bids and receive Daily Procurement Opportunities. NECO Registration requires a valid CAGE Code, which can be obtained from the [SAM](#) System. Vendors may complete their online Reqs and Certs on the [SAM](#) System. See our [Vendor Guide](#). Contact Info: 800-503-6326 (8am-5pm ET) or [NECO Support](#)

REGISTER WITH NECO

MODIFY REGISTRATION

SEARCH SYNOPSIS

 RECOVERY SYNOPSIS

BUSINESS OPPORTUNITIES

SUBMIT A BID

FAQ

SUBMIT FEEDBACK

ASSOCIATED LINKS

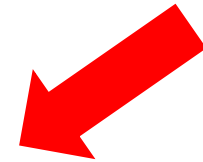
[HOME](#) | [REGISTER](#) | [SYNOPSIS](#) | [BUSINESS OPPORTUNITIES](#) | [SUBMIT BID](#) | [FEEDBACK](#)

  •  •  

[FAQ Links](#) | [Classification Codes](#) | [Abbreviations](#) | [Numbered Notes](#) | [Courses](#)

Federal Agencies

FBO – 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 for "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". The listing includes the Solicitation Number (W31P4Q10R0123), Agency (Department of the Army), Office (Army Contracting Command), and Location (AMCOM Contracting Center - Missile (AMCOM-CC)). Below the listing, there are tabs for "Notice Details", "Packages", and "Interested Vendors List". There are also buttons for "Return To Opportunities List", "Watch This Opportunity", and "Add Me To Interested Vendors". On the right side, there is a section for "ALL FILES" with a link for "Amendment 1" dated Apr 13, 2010, and a link for "See Solicitation".

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.gov)

Federal Agencies

PROCNET: <http://contracting.tacom.army.mil/>

https://contracting.tacom.army.mil

Most Visited m Getting Started

ARMATI
COMPARATOR CUSTOS

ProcNet

ACC - Warren Procurement Network
Serving the TACOM LCMC Enterprise

- Army Contracting Command-Warren
- Anniston
- Red River
- Sierra
- Warren
- Watervliet
- Other Opportunities
- Army Single Face to Industry
- FedBizOpps
- Other Links
- Freedom of Information Act
- ACC Warren Mission and Vision
- Locations and Major Partners
- US Army Contracting Command
- Competition Advocate
- TACOM Small Business Office

Sierra Army Depot CA

Red River Army Depot TX

Anniston Army Depot AL

Warren MI

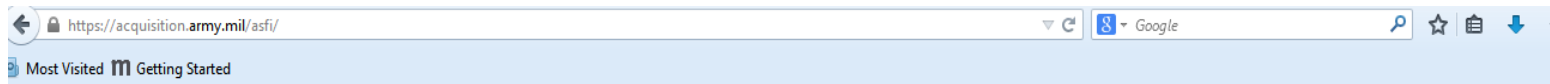
Watervliet Arsenal NY

transferring data from contracting.tacom.army.mil...

Accessibility

Federal Agencies

ASFI: <https://acquisition.army.mil/asfi/>



Army Single Face to Industry (ASFI) Acquisition Business Web Site

"Serving the U.S. Army Acquisition Community"

Please visit [What's New \(.doc\)](#) (last updated August 21, 2014) to learn about recent additions to our website.

[Privacy & Security Notice](#)

[Accessibility Information Notice](#)

[Freedom of Information Act \(FOIA\) Notice \(E\)](#)

[iSALUTE - Suspicious Activity Reporting \(E\)](#)

ASFI Business Opportunities

Acquisition Tool Set

ASFI for Industry

[Contracting Opportunities Search](#)

[Closed Solicitation Search](#) **New**

[ASFI Frequently Asked Questions](#)

[ASFI for Government Personnel](#)

[Web Browser Plugins/Certificates](#)

[ASFI Users Guide \(.doc\)](#)

[Vendor Notification Service](#)

[Vendor Bid History](#)

[Procurement Notifications](#)

[System for Award Management \(SAM\) \(E\)](#)

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	List_All
2014-10-08	1	0	0	0	0	0	0	0	List_All
2014-10-07	2	0	0	0	0	0	0	0	List_All
2014-10-03	1	0	3	1	0	0	0	0	List_All
2014-10-02	0	0	6	0	0	0	0	0	List_All
2014-10-01	0	0	7	0	0	0	0	0	List_All
2014-09-30	0	0	0	2	0	0	0	0	List_All
2014-09-25	0	0	0	1	0	0	0	0	List_All
2014-09-22	2	0	0	0	0	0	0	0	List_All
2014-09-18	2	0	0	0	0	0	0	0	List_All
2014-09-17	2	0	0	0	0	0	0	0	List_All
2014-09-15	10	0	0	0	0	0	0	0	List_All
2014-09-11	2	0	0	0	0	0	0	0	List_All

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	PO Notes 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	SUPPLIER QUALITY MANUAL This section provides information on certification requirements and how you will be rated as a supplier.	See OSN

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

Like 28 Tweet 18

+1 4 Share 17

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.honeywellsportal.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 is a navigation bar with the text "Most Visited" and "Getting Started". The main header features the "FINCANTIERI - Suppliers" logo on the left, and "home" and "ita" links on the right. A left sidebar contains a menu with the following items: "Company", "About the system", "What we buy", and "Registration". The main content area displays the heading "Welcome to FINCANTIERI e-procurement system" above a large graphic of blue water splashing. The text "The sea ahead" is overlaid on the water graphic. In the bottom left corner of the page, there is a login section with the label "Enter", a text input field for "Username", a text input field for "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

Basics of Federal Contracting

1. Identification of your NAICS and PSC/FSC codes
2. Registering as a contractor – SAM
3. BASICS contracting concepts to be aware of
 - a. Locating Standards
 - b. Unique packaging requirement
 - c. Understanding your contract requirements
 - d. TINA
 - e. Buy American Act
 - f. Subcontractors plans
 - g. Commercial vs Non Commercial
 - h. Flow-down Clauses
 - i. Defense Contract Management Agency
 - j. Defense Contract Audit Agency

Identifying your NAICS Codes – PCS Codes FSC codes


The screenshot shows the United States Census Bureau website. At the top, there is a search bar and navigation links for Topics, Geography, Library, Data, About the Bureau, and Newsroom. The main heading is "North American Industry Classification System". Below this, there are several navigation tabs: Main, History, Development Partners, Federal Register Notices, NAPCS, and FAQs. The "Introduction to NAICS" section is visible, containing text about the NAICS system and its development. A yellow highlight box contains the URL <http://www.census.gov/eos/www/naics/>. To the left of the main content, there are search boxes for NAICS codes from 2012, 2007, and 2002.

<https://www.acquisition.gov/PSC%20Manual%20-%20Final%20-%202011%20August%202011.pdf>

<https://www.acquisition.gov/>

Registering as a Contractor

System for Award Management (DUNS # required prior to register)



USER NAME PASSWORD

[Forgot Username?](#) [Forgot Password?](#) [Create an Account](#)

HOME SEARCH RECORDS DATA ACCESS GENERAL INFO HELP

Search Records

Looking for entity registration records or entity exclusion records in SAM?

* Use **Quick Search** if you know an entity's Business Name, DUNS number or

* Use **Advanced Search** to structure your search using multiple categories and

www.SAM.gov

Are you a Federal government employee?

* Create a SAM user account with your government e-mail address and log into SAM before searching to see FOUO information and registrants who chose to opt out of the public search.

Conducting small business-focused market research?

* In addition to what is contained in SAM, small businesses may supplement information about themselves in the SBA's [Dynamic Small Business Search](#).

QUICK SEARCH: Use one of the search bars below.

(Example of search term includes the entity's name, etc.)

DUNS Number Search:

CAGE Code Search:

ADVANCED SEARCH: Use specific criteria in multiple categories to structure your search.

Registering as a Contractor

DYNAMIC SMALL BUSINESS SEARCH

[http://dsbs.sba.gov/
dsbs/search/dsp_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)

SBA DSBS [Print](#) [Exit](#) [Help](#)
[DSBS](#) [Quick Market Search](#) [TM OnLine](#)

Disadvantaged Business Enterprise, Certification States: [HUBZone Certification:](#)

<input type="checkbox"/> Not Required	<input type="checkbox"/> Required (Active Certifications only)
<input type="checkbox"/> AL - Alabama	<input type="checkbox"/> Required (Active Certifications and Previously Certified)
<input type="checkbox"/> AK - Alaska	<input type="checkbox"/> Required (Previously Certified only)
<input type="checkbox"/> AA - American Atlantic (APO/FPO)	<input type="checkbox"/> Not Required
<input type="checkbox"/> AE - American Europe (APO/FPO)	

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBS Public Web Services](#).
For more information, see also [SBA Certifications](#) in the search help page.

Ownership and Self-Certifications

- Any Minority Owned:
 - Any Native American Owned:
 - Tribally Owned
 - Alaskan Native Corp (ANC) Owned
 - Native Hawaiian Org (NHO) Owned
 - Other Native American
 - Other Minority Owned
- Community Development Corporation (CDC) Owned
- Self-Certified Small Disadvantaged Business
- Service Disabled Veteran Owned
- Veteran Owned (including Service Disabled Veteran Owned)
- Any Women-Owned Small Business: [search help](#)
 - Women-Owned Small Business under the Women-Owned Small Business Program [more information](#)
 - Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program
 - Women-Owned Small Business Joint Venture
 - Economically Disadvantaged Women-Owned Small Business Joint Venture

(To start over in this section, if you like, you can use this hotlink: [Clear These Checkboxes](#))

Specific Nature of Business

NAICS Code(s): Any All (slower) [Help](#)

"Buy Green" NAICS Code(s): Any All (slower) [Help](#)

Keywords: Any All (slower) [Help](#)

General Nature of Business

Manufacturing Construction Research & Development Services

Has TECH-Net Award(s).

(Note: [TECH-Net](#) is an SBA web site related to Research & Development. But "Has TECH-Net Award(s)" is independent of "Research & Development".)


Minimum Acceptable Bonding Levels

Construction Bonding Level (per contract)

Construction Bonding Level (aggregate)

Service Bonding Level (per contract)

last modified: 07/13/2004 12:00:00 AM

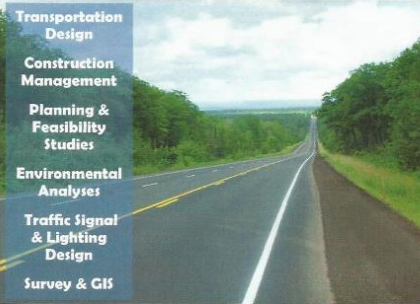


KL Engineering
[A] Better Experience

Capability Statement


Kim M. Lobdell, PE • President
klobdell@klengineering.com
608.663.1218 - Voice / 608.444.0073 - Cell
5950 Seminole Centre Court, Suite 200
Madison, WI 53711 • 608.663.1226 - Fax
www.klengineering.com

- Transportation Design
- Construction Management
- Planning & Feasibility Studies
- Environmental Analyses
- Traffic Signal & Lighting Design
- Survey & GIS



What We Can Do For You • United States Forest Service

KL Engineering can assist the Forest Service on opportunities that include roads, bridges and sitework. While we are primarily a design firm, our Construction Management Services can be a good match for many Forest Service projects. We can act as the Owner's Representative on your construction projects, managing a team that helps make sure the contractor delivers to the owner's expectations. Realizing that every action we take can affect the environment and future generations, we work with a great respect for the ecosystem around us. From stormwater drainage to disposal of construction waste, we always keep our environmental impact top of mind.



What Makes Us Different

EXPERIENCE: 90% of our work over 23 years has been for federal projects through WisDOT contracts.

KNOWLEDGE: We understand specific processes and procedures required for governmental contracts.

SATISFACTION: We gather client feedback on a regular basis and put the results into action.

RELIABILITY: We are known for delivering cost effective, low maintenance, high quality and timely services.


CREDENTIALS: We are a **Woman Owned Small Business (WOSB) & DBE Certified by WisDOT.**

WINNING: We produce award winning designs and project work.

Company Details

- In Business Since 1991 (23 years)
- 3 Offices in Wisconsin: Madison, Green Bay & Menomonie
- 47 Employees: 31 Civil Engineers, 2 Environmental Specialists, 2 Surveyors, 7 Engineering Technicians, 5 Administration

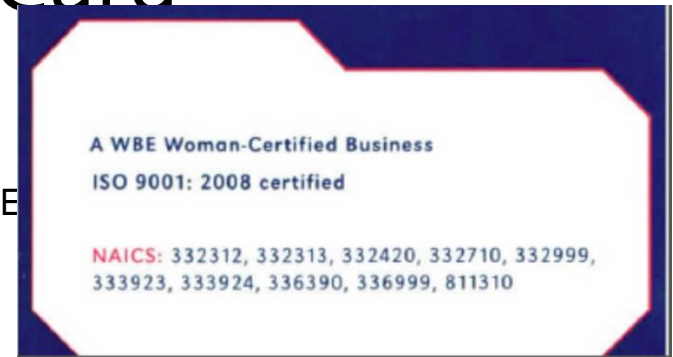
DUNS: 804316727
Cage: 3Q8P1
NAICS Codes:
541330, 541340, 541370,
541611, 541620 & 237310



• Proudly Serving Wisconsin, Minnesota, Michigan, Indiana & Illinois •

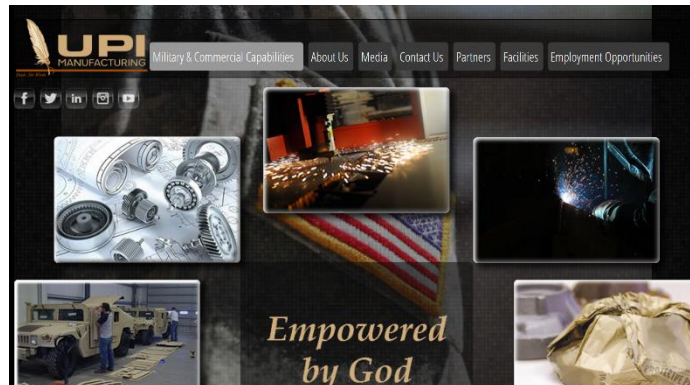
HOW TO MARKET TO A PRIME – Business Card

- Business cards
 - Example: Aurora Manufacturing
 - **CLEARLY** state what the business DOES
 - NAICS
 - CAGE
 - Website
 - Phone #
 - Email



HOW TO MARKET TO A PRIME – WEBSITE <http://upimfg.com/>

- Good contact information
- Indicate if any background or experience with other Federal or Defense contractors
- Reflect what the prime is looking for



HOW TO MARKET TO A PRIME

- Social Media
- Participating in Industry events & networking
 - Volk Field Small Business Conference
 - Marketplace – Governor’s Conference
 - Rock Island Industry Days
 - WPI website WWW.WISPRO.ORG
- Elevator pitch

Contract Administration – KNOW YOUR RESPONSIBILITIES

- **Meeting prime contractor requirements**
 - Marking, packaged, shipped, invoiced
 - Possible inspection requirements
- **Flow down clauses**
 - How to search the FAR – Let's do a search
 - <http://farsite.hill.af.mil/>
 - Far part 25.1103(a) **Clause** 52.225-13

BASIC Contracting Concepts

- 1. Locating specifications/ standards/drawings**
- 2. Unique packaging requirement**
- 3. Understanding your contract requirements**
- 4. TINA**
- 5. Buy American act/Berry Amendment**
- 6. Subcontractors plans**
- 7. Commercial vs Non Commercial**
- 8. Flow-down Clauses**
- 9. Defense Contract Management Agency**
- 10. Defense Contract Audit Agency**

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

BASIC Contracting Concepts

Unique packaging requirement

1. Military preservation and packaging ([MIL-STD-2073-1E](#))
2. Commercial packaging ([ASTM D 3951](#))
3. Special Packaging Instructions or Supplemental Packaging
4. Hazardous Materials item as defined in the Code of Federal Regulations, Title 49
5. Marking and labeling ([MIL-STD-129P](#))
6. Military Shipping Labels
7. Special markings such as shelf life, project codes, and expedited handling codes RFID [DFARS Clause 252.211-7006](#) (Feb 2007)
8. Palletization clauses
9. Treatment of Wood Packaging Material (WPM)
10. Other contract Section D packaging clauses

BASIC Contracting Concepts

Understanding your contract requirements

Part I	The Schedule
	A Solicitation/Contract Form
	B Supplies or Services & Prices or Costs
	C Specification/SOW/SOO/ORD
	D Packaging & Marking
	E Inspection & Acceptance
	F Deliveries or Performance
	G Contract Administration Data
	H Special Contract Requirements
Part II	Contract Clauses
	I Contract Clauses
Part III	List of Documents, Exhibits, & Other Attachments
	J List of Attachments
Part IV	Representations & Instructions
	K Representations, Certifications, & Other Statements
	L Instructions, Conditions, & Notices to Offerors or Quoters
	M Evaluation Factors for Award

BASIC Contracting Concepts

Truth In Negotiation Act : 10 U.S.C. §2306(a)

Federal Law whose purpose is to protect the Government from defective pricing

TINA: If the contract value is \$700,000.00 or greater you will have to certify your cost and Pricing data. Contractor certifies that cost data is current, accurate & complete to a date prior to contract award.

Cost data is factual & verifiable

Includes data used to determine estimated future costs or projections

If the contract value is less than \$700,000.00 you may still have to submit cost data.

What factors support your price: Material costs, rate of production, learning curve, packaging and freight requirements, rates and profit?

BASIC Contracting Concepts

- **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

- **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**

BASIC Contracting Concepts

Subcontracting Plans: Obligation for the prime to subcontract part of its DOD contracts to SMALL BUSINESS

Subcontracting plans are required for:

- **Contracts and Modifications > \$650K (\$1.5M construction) AND subcontract opportunities exist**
- **Multi-year contracts / contracts with options**
 - **Cumulative value of base contract & all options**
 - **SEPARATE goals for base & each option**
- **Individual plans approved prior to contract award – explanation required on why you did not meet mandated goals**

BASIC Contracting Concepts

Subcontracting Plans

Contractor Semi-Annual Reporting

Required at the contract level with explanation of why you did not meet a goal in your plan

Government tracking at the Company level (overall goals)

BASIC Contracting Concepts

Commercial vs Non-Commercial

Commercial Contract:

Commercial contract have less administrative burden than non-commercial contracts

- **Best Price Support – Commercial Invoice**
- **May still need to support your price but certified cost and pricing data will not be required (other than cost & pricing data)**
- **Not an Auditable contract**
- **Must sell to the government at same or less than existing customers**
 - **Exception: providing additional services**
- **Few required clauses**

BASIC Contracting Concepts

Commercial vs Non-Commercial

- Non Commercial Contract:
- Far Part 15
- Sole Source / Competitive
- Many required clauses

BASIC Contracting Concepts

Flow Down Clauses

Mandatory Clauses

Generally two categories

- Socio-Economic policies
- Clauses intended to provide oversight of use of federal funds

Incorporating terms and conditions of prime contract (between prime contractor and government) into lower tier agreements

Reason for Flow Down Clauses

- Privity of contract is only between government and prime
- Flow down enables government control over lower tier subcontractors
- Subcontractors assume same responsibilities as the prime

BASIC Contracting Concepts

Defense Contract Management Agency

- Delegated by the Buying Command to DCMA
 - Quality/Capabilities: Does the contractor have the capabilities to do the work?
 - Price/Cost: How did the contractor arrive at the proposed price?
 - Support labor hours
 - Rates
 - Profit
 - Material costs
 - Allowable vs. non-allowable costs
 - Property Management System
 - Post Award Contract Enforcement (inspection, 1st Article Test, etc)
 - Small Business Program Review (SBA is asked to participate)

BASIC Contracting Concepts

Defense Contract Audit Agency

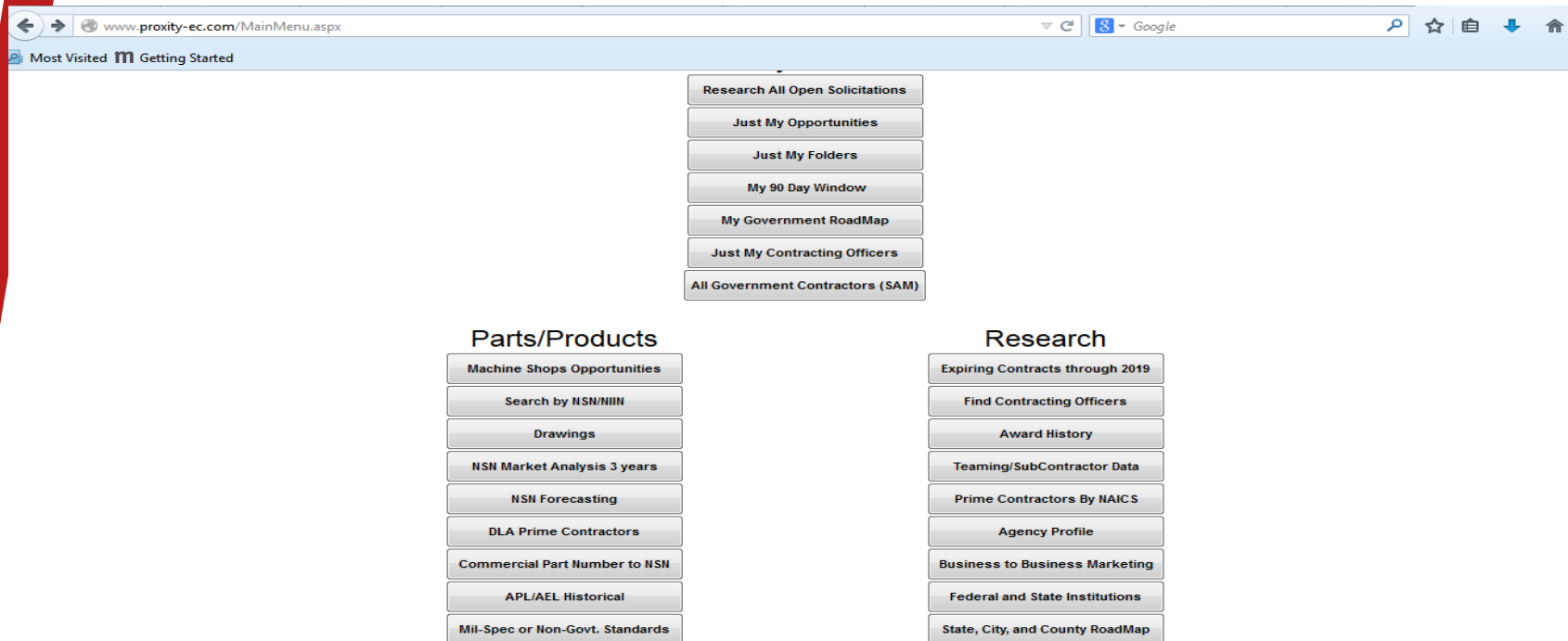
- **FAR Part 15 Contracts over \$10M**
- **Truth In Negotiation Act assist audits**

Tools and Other "STUFF"



Tools and Other "STUFF"

Market Research / Proximity



Tools and Other "STUFF"

Market Research / USA Spending -

<http://www.usaspending.gov/>

The screenshot shows the USA Spending website interface. At the top, it says "An Official Web Site of the United States Government" and "Monday, October 13, 2014". The navigation menu includes "Home", "News", "Summaries", "Trends", "Data Feeds", "Opportunities", "Sub-award Documents", and "FAQs". There are also links for "Feedback", "Help", and social media sharing options. The main header features the "USASPENDING.GOV" logo with the tagline "Government spending at your fingertips". Below the logo is a search bar and a "Search" button. There are two search options: "Prime Award Advanced Search" and "Sub-award Advanced Search". A note states: "NOTE: You must click [here](#) for very important D&B information." The main content area is divided into three sections: "Popular Requests" with a list of categories like "Gulf Oil Spill Contracts", "Construction Contracts", "Housing Assistance", "Student Assistance", and "Research and Development Contracts"; "Spending Trends" with a scatter plot showing the relationship between "(\$) Grant Spending" and "(\$) Contract Spending"; and "What's new" with a section for "New" features and a sign-up form for updates.

Tools and Other "STUFF"

Market Research / FPDS-

https://www.fpds.gov/fpdsng_cms/index.php/en/

Federal Procurement Data System - Next Generation

>> [Home](#) >> [Newsroom](#) >> [Reports](#) >> [Status](#) >> [Worksite](#) >> [Archives](#) >> [Training](#) >> [Help](#)

Login

Log-In:

Password:

[Log In](#)

- >> [Forgot Your Password?](#)
- >> [Security and Privacy](#)
- >> [Contact Help Desk](#)
- >> You must click [here](#) for very Important D&B Information

Registration

- >> [Register](#)
- >> [Who Should Register?](#)

FAQs

ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

NIA - Operations in Iraq and Syria

A new National Interest Action value 'Operations in Iraq and Syria' has been added to track the relief contracts.

For Web Portal users the value 'Operations in Iraq and Syria' is available for selection in the National Interest Action field dropdown. The Contract Writing systems using V1.4 shall use the code 'O14S' when creating/updating documents through Business Services.

National Interest Action value 'Operations in Iraq and Syria' is valid from 09/14/2014 to 09/30/2015.

Contracts reported against 'Operations in Iraq and Syria' are available in the National Interest Action report starting Tuesday 10/07/2014.

FY 2012 Small Business Goaling Report

FY 2012 Small Business Goaling Report is now available on the 'Reports' page of FPDS-NG.

[Click here](#) for the report.

The Small Business Goaling Report is a department level report that displays Small Business data for a specified date range by Funding/Contracting Agency.

NIA - Oklahoma Tornado and Storm 2013

A new National Interest Action value 'Oklahoma Tornado and Storm 2013' has been added to track the relief contracts.

For Web Portal users the value 'Oklahoma Tornado and Storm 2013' is available for selection in the National Interest Action field dropdown. The Contract

Top Required

- >> [Recovery Report](#)
- >> [Hurricane Sandy](#)
- >> [Hurricane Irene](#)
- >> [Pacific Earthquake](#)
- >> [Hurricane Earl F](#)
- >> [Gulf Oil Spill Re](#)
- >> [Haiti Earthquake](#)
- >> [Hurricane Katrin](#)
- >> [Hurricane Rita F](#)
- >> [Other Hurricane](#)
- >> [Oklahoma Tornado Report](#)

Latest

- >> [NIA - Operation Assistance](#)
- >> [Software Release](#)
- >> [Upcoming Release](#)
- >> [Data Management](#)
- >> [Small Business](#)

Tools and Other "STUFF"

National Stock Number -

http://www.dlis.dla.mil/webflis/pub/pub_search.aspx

DEFENSE LOGISTICS AGENCY
Logistics Information Service

Home | About Us | Customer Support | FOIA | Site Map

WebFLIS Home

Alert: Last Updated On: 12 August 2014

IMPORTANT Upcoming WebFLIS Changes That Will Affect You

[\[Click Here For More Information\]](#)

Web**FLIS** Public Search Selection Menu

Instructions for performing searches:

For a **NIIN/NSN** search, leading zeros can be omitted. Enter up to nine positions for NIIN and thirteen positions for NSN in the NIIN/NSN field and then click on the Go button. NIIN/NSN can be entered with or without dashes. If dashes are entered, up to sixteen positions are accepted.

Enter Search Criteria

NIIN/NSN

Item Name Keyword(s)

Part Number

Expanded Part Number search

Enter CAGE Code



**WHAT IT TAKES TO
WIN!!!!**

**YOUR
Competitive edge**

Competitive Edge

1. Pricing
2. Unique capabilities
3. Knowledge of competitors and qualified suppliers
4. Advance knowledge of requirements
5. Reputation – past performance
6. Solid marketing and business development /
Networking –
 - a. Business cards
 - b. Capabilities statement (one page)
 - c. Website
 - d. Sales pitch

P.S. Clear, to the point, accurate and honest

Midwest Small Business Government Contracting Symposium 2015



TUESDAY, JUNE 2 -
THURSDAY, JUNE 4, 2015

<http://www.ndia-ia-il.org/symposium/>

NDIA IA-IL Home

Home

Lodging

Agenda

Sponsors

Exhibitors

Matchmaking

Golf



[Symposium Registration](#)

9TH ANNUAL VOLK FIELD SMALL BUSINESS CONFERENCE –

CONTRACTING IN TIMES OF EMERGENCY, DISASTERS AND CRISIS

July 29 – 30, 2015 – Camp Douglas, WI



Sponsored and Hosted by:

- Volk Field Air National Guard Base
- Juneau County Economic Development Corporation
- US Small Business Administration
- Western Dairyland
- Wisconsin Procurement Institute
- Monroe County Economic Development
- SBDC – UW La Crosse
- Northwest Michigan PTAC

PROGRAM HIGHLIGHTS:

Current Issues in Government Contracting
Contracting Opportunities in Emergency
Preparedness and Disaster Relief
Networking and Individual Meetings
Capabilities Statement Exhibit
Capabilities Presentation Competition
Financing and Bonding for your Small
Businesses
Social Media

UPDATED information will be posted to

<http://tinyurl.com/Volk2015> or contact David Olson at 608-427-2455 or davido@wispro.org

WPI CONTACTS

- Jean Polka – jeanp@wispro.org
FVTC - DJ Bordini Center
5 Systems Drive, Suite 201, Appleton, WI 54914
Cell: 920-285-4442
- Patricia Sullivan – patricias@wispro.org
FVTC - DJ Bordini Center
5 Systems Drive, Suite 201, Appleton, WI 54914
Cell: 920-840-3771