

Introduction to the Federal Market and Finding Opportunities – Federal Contracting 101

Presented by the

Northwest Michigan Procurement Technical Assistance Center (PTAC) & Wisconsin Procurement Institute (WPI)



Introductions

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THE GEORGE
WASHINGTON
UNIVERSITY
WASHINGTON DC

GWU School of Business
Masters Certificate in Government
Contracting

What is a PTAC?

Funded by the Department of Defense & the Michigan Economic Development Corporation (MEDC) to educate businesses regarding government contracting

- Individualized business counseling
- Support with bid proposals
- Information on all government levels: local, state, and federal
- Identification of bid opportunities
- Registrations & Certifications
- Training events
- Networking/matchmaking events
- Federal Acquisition Regulations
- Procurement award history
- **Wisconsin Procurement Institute provides similar services**





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

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

Three VERY IMPORTANT things to do as you begin to prepare to pursue the Federal market

- **REGISTER AS A CONTRACTOR**

- SAM (System for Award Management) www.SAM.gov

- **ESTABLISH AN EFFECTIVE SMALL BUSINESS PROFILE**

- Small Dynamic Business Search

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

- **START SEARCHING FOR OPPORTUNITIES**

- Federal Business Opportunities – FedBizOpps

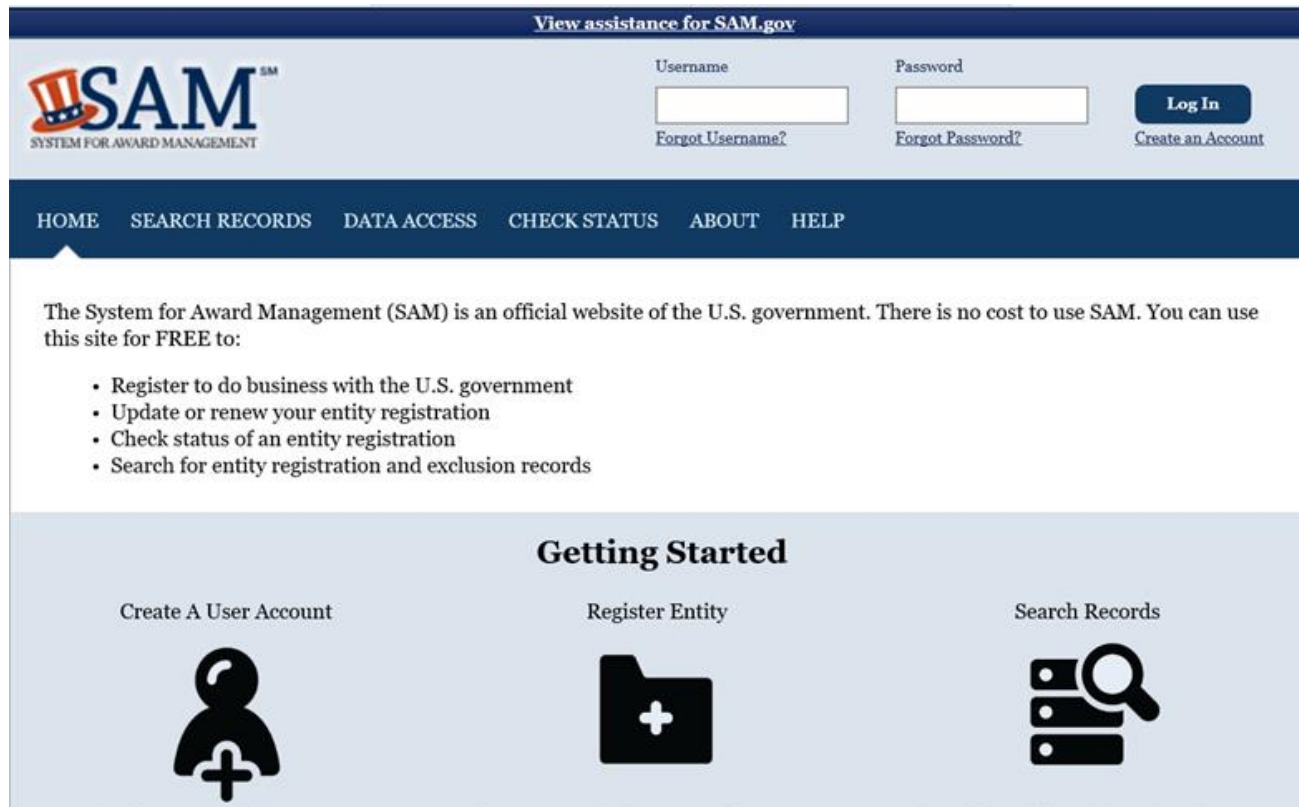
www.fbo.gov

SAM (System for Award Management)

www.SAM.gov

EVERY Federal contractor and grant recipient MUST be registered in SAM

- What is SAM?



The screenshot shows the SAM.gov website interface. At the top, there is a navigation bar with the SAM logo and the text "SYSTEM FOR AWARD MANAGEMENT". To the right of the logo are input fields for "Username" and "Password", a "Log In" button, and links for "Forgot Username?", "Forgot Password?", and "Create an Account". Below the navigation bar is a menu with links for "HOME", "SEARCH RECORDS", "DATA ACCESS", "CHECK STATUS", "ABOUT", and "HELP". The main content area features a paragraph explaining that SAM is an official U.S. government website with no cost to use. Below this is a list of services: "Register to do business with the U.S. government", "Update or renew your entity registration", "Check status of an entity registration", and "Search for entity registration and exclusion records". At the bottom, there is a "Getting Started" section with three icons: "Create A User Account" (a person icon with a plus sign), "Register Entity" (a folder icon with a plus sign), and "Search Records" (a magnifying glass over a document icon).

SAM (System for Award Management)

- **A FEW TIPS BEFORE YOU GET STARTED**
 - **USE GOOGLE CHROME OR MOZILLA FIREFOX** – (both are free to download) - using Internet Explorer may cause functionality issues
 - <https://www.google.com/intl/en/chrome/browser/>
 - <http://www.mozilla.org/en-US/firefox/new/>
 - **Allocate enough time** to the process of initial registration or updating of your information – each time you start the process, you will have to start from the beginning and confirm each screen from the beginning.
 - **On the Point of Contact Screen** – information may not be entered into the correct fields during the migration from CCR – must be verified.
 - **SAM IS FREE!!!**

SAM (System for Award Management)

GETTING FAMILIAR WITH SAM

- Terminology
 - “Entity” – this is your business or organization within SAM
 - “Legacy System Account” – this is your old Central Contractor Registration (CCR) account (if applicable)
 - “User Dashboard” – the SAM “homepage” once you log in – this is where you will initiate updates and new registrations

SAM (System for Award Management)

GETTING FAMILIAR WITH SAM

- Layout- New registrations and updates in SAM are broken out into four distinct sections
 1. **Core Data:** includes your business demographics, banking information, location, business type –IMPORTANT because this section will determine your size based on your NAICS
 2. **Assertions:** includes NAICS and PSC codes
 3. **Representations and Certifications:** previously was ORCA – consists of a number of FAR clauses – need to read AND understand each
 4. **Points of Contact**



SAM (System for Award Management)

- **What you need to get started**

- DUNS number - <http://fedgov.dnb.com/webform>
- Banking information
 - Account number
 - Institution name
 - Point of contact at the bank including phone and fax
- Tax information – EIN or SS
 - Company name as it appears on your Federal Taxes – **EXACTLY**
- Information about your firm
 - Number of employees
 - Average revenue from past 3 years
 - Year founded
- NAICS and PSC codes
 - NAICS: <http://www.census.gov/eos/www/naics/>
 - PSC: <http://www.outreachsystems.com/resources/tables/pscs/>
- Points of contact at your firm

SAM (System for Award Management)

- The REGISTRATION PROCESS
 - New Entity Registration
 - Previously in CCR and expired
- FOR ALL REGISTRATIONS:
 - You **MUST** register for an **INDIVIDUAL ACCOUNT** with SAM **FIRST**.
 - Basic registration, but **must have an active and correct e-mail address**
 - **MUST update at least once a year**

SAM (System for Award Management)

A FEW NOTES ON SAM:

- SAM is a relatively new system, so you may experience some functionality issues. Contact PTAC or WPI if you need assistance completing your registration
- **SAM is FREE** – there are companies willing to charge to a substantial fee to complete your registration for you. HOWEVER, there are FREE resources to help you if you experience any issues
- The SAM update is broken out into four sections
 - Core Data (company information)
 - Assertions (codes)
 - Representations and Certifications (previously ORCA)
 - Points of Contact

SAM (System for Award Management)

A FEW NOTES ON SAM (cont):

- Pay close attention to the Reps and Certs portion
 - **Make sure you understand what you are answering – PENALTIES apply if you knowingly misrepresent your business in SAM – IF YOU ARE NOT SURE – ASK!**
- At the end of your SAM registration, you will be asked if you want to register in or update your SBA profile
 - Select **YES**

Dynamic Small Business Search & Finding Opportunities

Small Dynamic Business Search

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

The screenshot displays the SAM (System for Award Management) interface. At the top left is the SAM logo with the text "SYSTEM FOR AWARD MANAGEMENT". At the top right, the user name "Sarah Loch" is shown next to a "LOGOUT" button. A dark blue navigation bar contains the following menu items: "MY SAM", "SEARCH RECORDS", "DATA ACCESS", "GENERAL INFO", and "HELP". To the right of these items is a search input field with a magnifying glass icon.

The main content area is divided into a left sidebar and a main panel. The sidebar contains a "Register Entity" section with a list of options: "Registration Overview", "Purpose of Registration", "Core Data", "Assertions", "Representations and Certifications", "Points of Contact", "Small Business Certification" (highlighted in blue), "SBA Profile" (with a right-pointing arrow), and "Submit Certification".

The main panel has a dark blue header with "SBA Supplemental" on the left and "Aurora Manufacturing Inc" on the right. Below the header, the DUNS number "017729810" and CAGE Code "4LZ39" are displayed. The main content area contains the following text:

SBA Supplemental

You have successfully completed the Assertions portion of your entity's registration. Please review the information below if you would like to apply for a Small Business Administration (SBA) certification program.

If you would like to provide additional information to SBA for market research or are applying for certification as a HUBZone, 8(a) Business Development, or 8(a) Joint Venture Program, you must complete the SBA Supplemental page. Click the "Register or Update SBA Profile" button located at the bottom of this page to go directly to the supplemental pages specific to your entity. Note: When you click the button, a new window will open and take you to the appropriate SBA page. Please make sure you go back to the SAM window to complete and submit your registration. The SBA will notify SAM if and when your entity is added to a certification program. SAM will send an e-mail to your entity's administrator when the SBA sends the confirmation. If your entity is added to the 8(a) or 8(a) Joint Venture program, the Business Type information will be updated. You will be instructed to review the changes found on the General Information page and to re-certify to your entity's small business status. If you are added to the HUBZone program, the Representations and Certifications portion of your entity's registration must be updated. You will be instructed to review the changes and re-certify to your entity's small business status.

At the bottom of the main panel, there is an SBA.GOV logo (U.S. Small Business Administration) and a "Register or Update SBA Profile" button. Below this are three buttons: "BACK TO USER DASHBOARD", "CANCEL", and "PREVIOUS" (disabled), and a "SAVE AND CONTINUE" button.

Small Dynamic Business Search

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

- Why is it important for a Small Business to be visible and “locatable” in the SDBS? **THIS IS WHERE FEDERAL AGENCIES AND PRIME CONTRACTORS SEARCH FOR SUBS / PARTNERS**

The screenshot displays the SBA DSBS search interface. At the top, there is a navigation bar with the SBA logo, 'DSBS', and buttons for 'Print', 'Exit', 'Help', 'DSBS', 'Quick Market Search', and 'TM OnLine'. Below this is a welcome message: 'Welcome to the Dynamic Small Business Search'. The main content area is divided into two sections: 'Location of Profile' and 'Government Certifications'.

Location of Profile

State(s):
(How to make multiple selections.)

(any state)

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)
- AS - American Samoa
- AZ - Arizona
- AR - Arkansas
- CA - California

Searching within a State:
(Requires exactly one state from the list at left.)

Congressional District: [Help](#)

County: Select 1 State, then press Lookup [Lookup Help](#)

Area Code or Phone Number Initial Fragment:

Metropolitan Statistical Area [Help](#):

SBA Servicing Office [Help](#):

Zip Code or Zip Code Initial Fragment:

Government Certifications

8(a) Certified or 8(a) Joint Venture:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Disadvantaged Business Enterprise, Certification States:

Not Required

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)

Small Disadvantaged Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

HUBZone Certification:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

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

Small Dynamic Business Search (DSBS)

- The Dynamic Small Business Search is tied to the System for Award Management (SAM)
 - Information that is entered into your SAM profile will be used to populate your DSBS profile
- HOWEVER; there are additional fields that you should update that are not automatically populated
 - Capabilities Narrative
 - Website
 - E-mail
 - Special Equipment/materials
 - Bonding (if applicable)
 - References

Small Dynamic Business Search (DSBS)

Imported from the
US SBA

Skip Navigation Accessibility Options
Print Exit Help
SBA DSBS DSBS Quick Market Search TM OnLine

Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser

Government Certifications

8(a) Certified or 8(a) Joint Venture:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

Disadvantaged Business Enterprise, Certification States:

Not Required

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)

Small Disadvantaged Business:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

HUBZone Certification:

- Required (Active Certifications only)
- Required (Active Certifications and Previously Certified)
- Required (Previously Certified only)
- Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS 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](#))

Small Dynamic Business Search (DSBS)

Welcome to the Dynamic Small Business Search [All search form hotlinks](#)

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)
 Service Bonding Level (aggregate)

Quality Assurance Standards

ANSI/ASQC Z1.4 ISO-9000 Series ISO 10012-1 MIL-Q-9858 MIL-STD-45662A

Size

At least No more than Employees and/or Annual Gross Revenue

Small Dynamic Business Search (DSBS)

Capabilities

- Accepts Government Credit Card? Required Not Required
GSA Advantage Contract? Required Not Required
Exporter? Yes Wants to Be Either Not Required
 Has an Export Profile in TM OnLine (*)

(*) To search the contents of "Export Profiles", use the DSBS-affiliated [Trade Mission Online Search](#) ("TM OnLine").

Searching for a specific profile

- CAGE Code: [Help](#)
DUNS Number(s): [Help](#)
8(a) Case Number:
Company Name or Trade Name:
(slow)
 Do "sounds like" matching
 Do "first letters" matching
 Do "contains" matching

Profile Status

Profile Last Updated: On or before On or after

- Status: Active (default)
 Expired Registration in SAM
 Not Fully Registered in SAM

("All" also sets Profile Last Updated to 'On or after 01/01/1900')

Small Dynamic Business Search (DSBS)

Small Dynamic Business Search (DSBS)

PAST PERFORMANCE HISTORY (REFERENCES)

- Includes: Name, Contract, Start, End, Value, Contact and Phone

Performance History (References)

Name:	RAO/LTM EMAC
Contract:	N68711-01-D-0005
Start:	09/28/2001
End:	02/10/2008
Value:	\$1,816,553
Contact:	Michael Gonzalez, US Navy Southwest Division
Phone:	619-556-8685

Name:	Pemaco Superfund Site Specific, RG/FS, RA, O&M, CA
Contract:	DACA45-97-D-0015
Start:	09/27/2001
End:	07/31/2007
Value:	\$3,465,000
Contact:	Rose Marie Caraway, USEPA Region 9
Phone:	415-972-3158

Name:	Pre-Placed Remedial Action Contract
Contract:	DACA45-00-D-0006
Start:	06/27/2000
End:	06/27/2007
Value:	\$30,000,000
Contact:	Randy Peterson, USACE Omaha District
Phone:	402-995-2732

Small Dynamic Business Search (DSBS)


Skip Navigation Accessibility Options

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

SBA Search Results

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	ROYALTON PROPERTIES, LLC		613 WAUPACA GRAVEL RD WAUPACA, WI 54981-0000	
2	Carpenter Brothers, Inc.		7100 W Donges Bay Rd Medford, WI 53092-4448	
3	MIDDLETON DISCOVERY SPRINGS LODGING INVESTORS, LLC COURTYARD MIDDLETON	NICOLE CASALETTO	2266 WEMING WAY MIDDLETON, WI 53562-4770	
4	THOMPSON ARBORCARE TREE SERVICE		1023 BARD ST KENOSHA, WI 53143-6146	
5	INTRABAND, LLC	DAN BOTEZ	200 N PROSPECT AVE MADISON, WI 53726-4027	
6	DOCTORS OXYGEN SERVICE, INC.		9760 S 60TH ST FRANKLIN, WI 53132-8644	
7	ADVANCED LASER MACHINING, INC.	RALPH STECKMAN	600 CASHMAN DR CHIPPEWA FALLS, WI 54729-4118	Metal fabrication, forming, welding, assembly, powder coating.
8	Customized Support Services, Inc. CSS Power		319 Ward Dr Verona, WI 53593-8434	Our capabilities revolve around mission critical infrastructure design and installation including project consulting, budgeting, design, equipment procurement, project management, construction, commissioning, maintenance, emergency service and monitoring.
9	WALSH MARINE PRODUCTS, INC		2735 N CALHOUN ROAD BROOKFIELD, WI 53005-3555	Manufacturer of rotationally molder buoys and floats with capabilities for custom jobs.
10	PURELY MED GAS, INC.	DOM SPREMO	W255 S7535 HI LO DR WAUKESHA, WI 53189-9307	

FedBizOpps – www.fbo.gov

<p>Under \$3,500 "Just Do It"</p> 	<p>\$3,500 to \$25,000</p> <p>Opportunity must be advertised somewhere and competing bids invited</p>
<p>Greater than \$25,000</p> <p>Opportunity must be advertised on Fed Biz Opps (fbo.gov)</p>	<p>Greater than \$700,000 <small>(or greater than \$1,500,000 for construction)</small></p> <p>Contractor must have a Subcontracting Plan</p>

FedBizOpps – www.fbo.gov

- A web-based portal, which allows vendors to view federal government business opportunities (FedBizOpps) greater than \$25,000
 - Smaller requirements may be posted to agency specific websites
- Vendors may register on FBO to receive daily notifications
- On FBO, vendors may:
 - View solicitation requirements
 - View and respond to sources sought
 - View awards
 - List themselves as an interested vendor

FedBizOpps – www.fbo.gov

The screenshot shows the FedBizOpps website homepage. At the top, there is a blue header with the FedBizOpps logo (a star and the text 'FEDBIZOPPS.GOV') and the text 'Federal Business Opportunities'. To the right of the header are logos for 'IAE', 'E-GOV', and 'USA.gov'. Below the header is a navigation menu with tabs for 'Home', 'Getting Started', 'General Info', 'Opportunities', 'Agencies', and 'Privacy'. The main content area is yellow and features a search bar with a magnifying glass icon. The search bar contains the text 'Search more than 34,000* active federal opportunities.' Below the search bar are several dropdown menus for filtering: 'Posted Date' (set to 'Last 90 Days'), 'Set-Aside Code' (set to 'Any'), 'Place of Performance' (set to 'Any State or Territory'), and 'Type' (set to 'Any'). There are also input fields for 'Keyword / Solicitation #' and 'Agency'. A 'Search' button is located below the input fields. To the right of the search bar, there is a section for 'RECOVERY' with a sub-header 'RECOVERY' and a description 'Locate actions funded by the American Recovery and Reinvestment Act.' Below this are two buttons: 'SEARCH RECOVERY OPPORTUNITIES' and 'SEARCH RECOVERY AWARDS'. Further down, there is a section for 'FBO RECOVERY REPORTS' with two links: 'Click here for Opportunities' and 'Click here for Awards'. Below that is a section for 'SMALL BUSINESS EVENTS' with a link 'Learn more about the Small Business Central Event Listing or search now for events.' and a 'SEARCH SMALL BUSINESS EVENTS' button. At the bottom of the main content area, there is a section for 'VENDOR COLLABORATION' with a link 'FBO now contains the Vendor Collaboration Central Event Listing.' On the left side of the main content area, there are two warning messages. The first is a yellow warning icon followed by the text 'SAM.gov REGISTRATION IS FREE: There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.' The second is a lightbulb icon followed by the text 'ATTENTION: Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the FBO Buyers Guide. Do not upload ANY classified materials to FBO.'

★ **FEDBIZOPPS.GOV** Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **34,000*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search Additional criteria and multiple selections are available on the [advanced search form](#).
** Notices posted within the last 90 days.*

RECOVERY
Locate actions funded by the American Recovery and Reinvestment Act.

SEARCH RECOVERY OPPORTUNITIES

SEARCH RECOVERY AWARDS

FBO RECOVERY REPORTS

- Click here for **Opportunities**
- Click here for **Awards**

Learn more [about FBO recovery reports](#).

SMALL BUSINESS EVENTS

Learn more about the Small Business Central Event Listing or [search now](#) for events.

SEARCH SMALL BUSINESS EVENTS

VENDOR COLLABORATION

FBO now contains the Vendor Collaboration Central Event Listing.

! SAM.gov REGISTRATION IS FREE: There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.

💡 ATTENTION: Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO.

FedBizOpps – www.fbo.gov

WHAT POSTS TO FBO?

- **Opportunities over \$25,000:** Solicitation type, posted date, response date, amendments and requirements
- **Sources Sought** (Market Research): the Sources Sought notice is a synopsis posted by a government agency that states they are seeking possible sources for a project. It is not a solicitation for work, nor is it a request for proposal.
 - Go to www.fbo.gov Click on "opportunities" main navigation (upper navigation bar). On the "opportunities list" tab, use the "more" field to see additional search filters. Select "Sources sought" type. Refine the search with other search criteria as appropriate to your search (e.g., agency, keyword, posting date). Click "go" to proceed to filter the lists of opportunities

FedBizOpps – www.fbo.gov

WHAT POSTS TO FBO?

- **Awards:** allows you to view who has won contracts for specific criteria (e.g. construction in Wisconsin). This a good feature to identify your competitors and locate potential prime contractors

FedBizOpps – www.fbo.gov

REGISTERING ON FBO



ATTENTION: Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO.

Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

Password

Login

▶ [View Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)

Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username

Password

Login

▶ [Find Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)

▶ [Password Reminder](#)

▶ [Recovery FAQs](#)

Click [here](#) to learn more.

SMALL BUSINESS EVENTS

[Learn more](#) about the Small Business Central Event Listing or [search now](#) for events.

SEARCH SMALL BUSINESS EVENTS

VENDOR COLLABORATION

FBO now contains the Vendor Collaboration Central Event Listing. [Learn more](#) or [search](#).

VENDOR COLLABORATION

USER GUIDES

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.

DEMONSTRATION VIDEOS

Learn about FBO features and functionality in on-line videos.

 [Watch the Videos](#)


FedBizOpps – www.fbo.gov

REGISTERING ON FBO –

Vendor/Citizen Registration

◀ RETURN TO HOME ◀ RETURN TO LIST (HOME)

- 1 DUNS #
- 2 Company Information
- 3 Personal Information
- 4 Review/Submit

 **On this step:** If you are a vendor: Enter your DUNS and click **Proceed**. The system will retrieve your company information in SAM.

If you do not know the DUNS number for your company: you may find this information through the following search page: www.sam.gov

If your company does not have a DUNS number, you can obtain one free of charge via webform at <http://fedgov.dnb.com/webform/displayHomePage.do> or by calling the D&B Government Customer Response Center at 1-866-705-5711 (visit http://fedgov.dnb.com/webform/pages/reqDuns_phone.jsp for more details). If requested over the phone, your DUNS number is provided immediately. Webform requests take 1 - 2 business days.

If you are a citizen or do not wish to enter your DUNS number: You may click **skip this step**. Your data will not be auto-filled and you will not have access to controlled unclassified data until your DUNS number is entered and verified by SAM.

Enter DUNS Number (Optional)

* indicates a required field

Vendors: Please enter your company's 9 digit DUNS number. This will allow you to access controlled unclassified documents.

Citizens / Others: You may skip this step by leaving the field empty and pressing **Skip this Step** at the bottom of the page.

DUNS # (optional):

Vendors should complete this field to ensure access to controlled unclassified data.

Cancel

Proceed


Skip This Step

FedBizOpps – www.fbo.gov

Vendor/Citizen Registration

◀ RETURN TO HOME ▶ RETURN TO LIST (HOME)

- 1 DUNS #
▼
- 2 **Company Information**
▼
- 3 Personal Information
▼
- 4 Review/Submit

 **Note:** Your company information was **not** found in SAM.
Please fill out all required fields and click **Proceed** to continue.
Note: Without sam verification, you will not be permitted to view any controlled unclassified information. Please contact <http://www.sam.gov> for more information.

Company Information

* indicates a required field

Legal Business Name*:

Doing Business As (DBA)*:

Cage #:

Division Name:

Division Number:

Physical Address

Street Address*:

City*:

State*:

Zip+4*:

Country:

FedBizOpps – www.fbo.gov

SEARCHING FBO

- **FBO allows you to search by a number of criteria**
 - Place of Performance
 - Set aside code
 - Procurement Type
 - Keyword
 - NAICS Code
 - PSC Code
 - AND ANY COMBINATION THEREOF

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FEDBIZOPPS.GOV Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **26,400*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search Additional criteria and multiple selections are available on the [advanced search form](#).
* Notices posted within the last 90 days.

ATTENTION: Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO.

Buyers / Engineers
Government users may post, manage, and award opportunities.

Username: Password: Login

[View Opportunities](#)
No login is required to view opportunities.

[Register Now](#)
[Password Reminder](#)
[Recovery FAQs](#)

Vendors / Citizens
Vendors and citizens may search, monitor, and retrieve opportunities.

Username: Password: Login

[Find Opportunities](#)
No login is required to view opportunities.

[Register Now](#)
[Password Reminder](#)
[Recovery FAQs](#)

RECOVERY
Locate actions funded by the American Recovery and Reinvestment Act.

SEARCH RECOVERY OPPORTUNITIES
SEARCH RECOVERY AWARDS

FBO RECOVERY REPORTS
[Click here for Opportunities](#)
[Click here for Awards](#)

Click [here](#) to learn more.

SMALL BUSINESS EVENTS
[Learn more](#) about the Small Business Central Event Listing or [search now](#) for events.

SEARCH SMALL BUSINESS EVENTS

VENDOR COLLABORATION
FBO now contains the Vendor Collaboration Central Event Listing. [Learn more](#) or [search](#).

VENDOR COLLABORATION

USER GUIDES
[Buyer](#)

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Search For Opportunities

◀ RETURN TO HOME

Opportunities List

Advanced Search

Archives

Advanced Search

Enter your search criteria and click search to find opportunities

Search

Clear

Return To Opportunities List

Posted Date:

Place of Performance State:

Hold CTRL to select multiple states

- Alabama
- Alaska
- American Samoa
- Arizona
- Arkansas

Place of Performance Zip Code:

Separate multiple zip codes by commas

Documents To Search:

- Active Documents
- Archived Documents
- Both

Set-Aside Code:

[More information about Set-Aside Codes](#)

- | | | |
|---|--|---|
| <input type="checkbox"/> Competitive 8(a) | <input type="checkbox"/> Partial HBCU / MI | <input type="checkbox"/> Total HBCU / MI |
| <input type="checkbox"/> Emerging Small Business | <input type="checkbox"/> Partial Small Business | <input type="checkbox"/> Total Small Business |
| <input type="checkbox"/> HUBZone | <input type="checkbox"/> Service-Disabled Veteran-Owned Small Business | <input type="checkbox"/> Veteran-Owned Small Business |
| <input type="checkbox"/> Woman Owned Small Business | <input type="checkbox"/> Economically Disadvantaged Woman Owned Small Business | <input type="checkbox"/> Very Small Business |

Opportunity/Procurement Type:

- | | | |
|---|---|---|
| <input type="checkbox"/> Presolicitation | <input type="checkbox"/> Combined Synopsis/Solicitation | <input type="checkbox"/> Sources Sought |
| <input type="checkbox"/> Modification/Amendment/Cancel | <input type="checkbox"/> Sale of Surplus Property | <input type="checkbox"/> Special Notice |
| <input type="checkbox"/> Foreign Government Standard | <input type="checkbox"/> Award Notice | <input type="checkbox"/> Justification and Approval (J&A) |
| <input type="checkbox"/> Intent to Bundle Requirements (DoD-Funded) | <input type="checkbox"/> Fair Opportunity / Limited Sources Justification | |

Agency/Office/Location(s)*:

- All Agency/Office/Locations
- Specific Agency/Office/Locations

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Keywords or SOL#:

Enter a keyword or solicitation number to search all opportunity data.

 [? TIPS](#)

NAICS Code:

Use the search box to find NAICS Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.

<input type="checkbox"/> 111 -- Crop Production
<input type="checkbox"/> 111110 -- Soybean Farming
<input type="checkbox"/> 111120 -- Oilseed (except Soybean) Farming
<input type="checkbox"/> 111130 -- Dry Pea and Bean Farming
<input type="checkbox"/> 111140 -- Wheat Farming
<input type="checkbox"/> 111150 -- Corn Farming
<input type="checkbox"/> 111160 -- Rice Farming
<input type="checkbox"/> 111191 -- Oilseed and Grain Combination Farming
<input type="checkbox"/> 111199 -- All Other Grain Farming

0 of 1353 selected [show selected] [show all]

Classification Code:

Use the search box to find Classification Codes and mark one or more checkboxes to add to your selection.

Note: Changing your search criteria does not remove items from your selection.

<input type="checkbox"/> 10 -- Weapons
<input type="checkbox"/> 11 -- Nuclear ordnance
<input type="checkbox"/> 12 -- Fire control equipment
<input type="checkbox"/> 13 -- Ammunition & explosives
<input type="checkbox"/> 14 -- Guided missiles
<input type="checkbox"/> 15 -- Aircraft & airframe structural components
<input type="checkbox"/> 16 -- Aircraft components & accessories
<input type="checkbox"/> 17 -- Aircraft launching, landing & ground handling equipment
<input type="checkbox"/> 18 -- Space vehicles

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J&A Statutory Authority:

- | | |
|---|---|
| <input type="checkbox"/> FAR 6.302-1(c) - Brand name | <input type="checkbox"/> FAR 6.302-1 - Only one responsible source (except brand name) |
| <input type="checkbox"/> FAR 6.302-2 - Unusual and compelling urgency | <input type="checkbox"/> FAR 6.302-3 - Industrial mobilization; engineering, developmental or research capability; or expert services |
| <input type="checkbox"/> FAR 6.302-4 - International agreement | <input type="checkbox"/> FAR 6.302-5 - Authorized or required by statute |
| <input type="checkbox"/> FAR 6.302-6 - National security | <input type="checkbox"/> FAR 6.302-7 Public interest |

Fair Opportunity / Limited Sources Justification Authority:

- | | |
|---|--|
| <input type="checkbox"/> Urgency | <input type="checkbox"/> Only One Source (except brand name) |
| <input type="checkbox"/> Follow-on Delivery Order Following Competitive Initial Order | <input type="checkbox"/> Minimum Guarantee |
| <input type="checkbox"/> Other Statutory Authority | |

Posted Date Range:

to

Response Deadline:

to

Last Modified:

to

Contract Award Date:

to

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Agencies

[RETURN TO AGENCIES](#)

Search Tips: Click an agency/office below to view opportunities. Use the keyword search field to filter by agency name, abbreviation, or description. To conduct a more accurate search, use the [Advanced Search Form](#) in the Opportunities section.

Keywords:

Items 1-20 of 132 Showing 20 Jump 1 | [Next >](#)

	Name	Offices	Locations	Notices
	Patient-Centered Outcomes Research Institute	0 Offices	1 Location	1 Notices
	Administrative Conference of the United States	0 Offices	1 Location	1 Notices
	African Development Foundation	1 Office	1 Location	2 Notices
	Agency for International Development	2 Offices	94 Locations	1001 Notices
	American Battle Monuments Commission	1 Office	4 Locations	1 Notices
	Architect of the Capitol	1 Office	1 Location	15 Notices
	Armed Forces Retirement Home	1 Office	2 Locations	4 Notices
	British Defense Staff (Washington)	1 Office	1 Location	0 Notices
	Broadcasting Board of Governors	1 Office	18 Locations	47 Notices
	Comm for Purchase from People Who Are Blind or Severely Disabled	1 Office	1 Location	4 Notices

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S--Building and Grounds Maintenance Service, Youghiogheny Lake, Confluence, Pennsylvania
Solicitation Number: W911WN13B0002
Agency: Department of the Army
Office: U.S. Army Corps of Engineers
Location: USACE District, Pittsburgh

U.S. ARMY

Notice Details Packages Interested Vendors List

[Return to Opportunities List](#) [Watch This Opportunity](#) [Add Me to Interested Vendors](#)

Complete View

- [Original Synopsis](#)
Presolicitation
Jan 29, 2013
4:55 pm
- [Changed](#)
Mar 18, 2013
3:43 pm
Solicitation
- [Changed](#)
Apr 02, 2013
4:54 pm
- [Changed](#)
Apr 12, 2013
3:55 pm
- [Changed](#)
Apr 17, 2013
11:16 am

Solicitation Number: W911WN13B0002 Notice Type: Solicitation

Synopsis:
Added: Jan 29, 2013 4:55 pm
Building and Grounds Maintenance Service, Youghiogheny Lake, Confluence, Pennsylvania

The Corps of Engineers, Pittsburgh District, has a need for a Requirements Contract for Building and Grounds Maintenance Services at their Youghiogheny Lake Project in Confluence, Pennsylvania. Some of the services include, but are not limited to, grass mowing, trimming, maintenance of landscaped areas, tree removal, debris removal, pesticide application, cleaning of offices and restrooms, shampooing and steam cleaning carpets, and solid waste and raw sewage removal. This procurement is 100% set-aside for small business (NAICS 561210; size standard \$35.5 Million). The period of performance will be from 1 April 2013 (or date of award, whichever is later) through 31 December 2013, with four one-year option periods. Contractors must be registered in the System for Award Management (SAM) before receiving a contract award (go to <https://www.sam.gov/portal/public/SAM/> to register). The Invitation for Bid (IFB) will be issued approximately 13 February 2013 on-line only thru Federal Business Opportunities (FedBizOpps); therefore requests for hardcopies of the specifications will not be honored. Request for this solicitation must be made thru FedBizOpps at <https://www.fbo.gov>. Vendors, Plan Rooms and Printing Companies will be able to download this solicitation on or after the above issuance date.

ALL FILES

- [Solicitation 1](#)
Mar 18, 2013
[See Solicitation](#)
- [Amendment 1](#)
Apr 02, 2013
[See Solicitation](#)
- [Amendment 2](#)
Apr 12, 2013
[See Solicitation](#)
- [IFB Abstract](#)
Apr 17, 2013
[BioResourcesfor13b00002](#)

GENERAL INFORMATION

Notice Type:
Solicitation

Original Posted Date:
January 29, 2013

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INTERESTED VENDORS TAB

- If the buyer has designation an interested vendors list, REGISTERED users may add themselves to this list
- This allows that company to be visible by other companies who may bid on this solicitation
 - Opportunities for subcontracting
- To add yourself to this list (you MUST BE REGISTERED ON FBO):
 - use the “Add Me To Interested Vendors” button.

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The screenshot shows the FedBizOpps website interface. At the top, there is a navigation bar with 'My FBO', 'My Profile', 'Opportunities', and 'Agencies'. Below this is a header with the FedBizOpps logo and 'Federal Business Opportunities'. A search icon is visible on the left. The main content area displays a notice titled '2nd explicit access make sure not universal status for all' with details: Solicitation Number: estatestate, Agency: WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY, Office: test section, Location: 5. There are tabs for 'Notice Details', 'Packages', and 'Interested Vendors List'. Below the notice, there are buttons for 'Back', 'Add To Watchlist', and 'Add Me To Interested Vendors'. A yellow arrow labeled 'II' points to the 'Add Me To Interested Vendors' button. On the left, there is a 'Complete View' section with a list of amendments. On the right, there is an 'ALL FILES' section with a list of files.

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My FBO My Profile **Opportunities** Agencies

Welcome, edimars calva Accessibility User Guide Logout

2nd explicit access make sure not universal status for all
Solicitation Number: estatestate
Agency: WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY
Office: test section
Location: 5

Notice Details Packages Interested Vendors List

II

Complete View

- [Original Synopsis](#)
Combined Synopsi/Solicitation
Mar 23, 2008
- [Amendment 1](#)
Mar 23, 2008
- [Amendment 2](#)
Mar 23, 2008
- [Amendment 3](#)
Mar 25, 2008
- [Amendment 4](#)
Mar 25, 2008

Solicitation Number: estatestate Notice Type: Combined Synopsi/Solicitation

Synopsis:
Added: Mar 23, 2008 2:58 pm Modified: Mar 23, 2008 4:14 pm [Track Changes](#)
this is a more clear description - added

Added: Mar 23, 2008 4:16 pm
special note - please be extremely detailed in your response on details of unique capabilities - will be very competitive bid review process.

[eee](#)

ALL FILES

- [eee](#)
Mar 23, 2008
 Locked
- [bll](#)
Mar 24, 2008
 Locked
- [ranowengrnp](#)
Mar 25, 2008
 Locked
- [Solicitation 01](#)

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Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#)  Accessibility



Z--Removal of Barriers

Solicitation Number: W911QY-13-T-0003
 Agency: Department of the Army
 Office: Army Contracting Command
 Location: ACC-APG - Natick (SPS)

Notice Details Packages Interested Vendors List

Keywords:

Items 1-20 of 26

Showing 20 Jump 1 | [Next >](#)

Last Name ▼	First Name ▼	Contractor ▼	Business Types	NAICS Codes
AAA	Advice	Marvin Heymann & Associates / Consultants Helping to Design and Build Your Business to Win and Successfully Perform US Federal Government Contracts / Proposal Writing + Much More! www.feddesignbuild.com / Pay After You Win Available / US Email: marvin@feddesignbuild.com Phone: 513-706-8098		
Business	Development	FedBizOpps Productivity Tools FBO <=> Outlook/SalesForce/Google Apps Web: www.fboplus.net Local / State / US Email: enlightened@cfl.rr.com Phone: (888) 783-3676	Service Provider	
Abromson	David	AMERICAN BARRIER AND CONTROLS LLC 100 SPRUCE ST FOXBORO, MA 020352754 USA	Minority-Owned business, For-Profit Organization, Women-Owned Small Business, Woman-Owned Business, Other than one of	236220, 237130, 237990, 238110, 238120, 238140, 238190, 238210, 238910, 238990, 332323, 332999,

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HELPFUL LINKS:

FBO Help:

<https://www.fbo.gov/?s=getstart&mode=list&tab=list&tabmode=list>

OTHER THAN www.fbo.gov

- **Agency specific sites such as**
 - **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 \(DLA\)](http://www.dla.mil)** items of supply.
<https://www.dibbs.bsm.dla.mil/default.aspx>
 - The official US Navy web site. This site links to Navy Electronic Business Opportunities. NECO is the centerpiece of the Navy's paperless process strategy. <https://www.neco.navy.mil/>
 - AND OTHERS.....

Bidmatching

- The Wisconsin Procurement Institute offers a free BIDMatching service
 - The system searches International, Federal, State and Local procurement databases and emails you relevant solicitations based on information specific to your company
 - Sites searched:
 - 46 International sites
 - 36 Federal sites
 - 3,246 Total sites, including state and local
- Contact Don Makowski or Joe Smetak for assistance

Bidmatching

Daily Bids for 05/23/17



Inbox x



NW MI PTAC <s11t@ptassist.com>
to Magic ▾

11:55 AM (21 hours ago) ☆



[View Bids](#)

These bid leads have been prepared for
Magic Moose
donmakowski@nwm.cog.mi.us

[View Bids](#)

A service of NW MI PTAC *** PO Box 506 1209 S Garfield Ave., Traverse City, MI 49685-0506 *** [\(231\) 929-5076](tel:2319295076)

After clicking on "View Bids" it is recommended that this site be added to the Favorites list in your Web browser for future use. If you do not wish to receive this daily email reminder to view your bids, please contact NW MI PTAC and request that your bid match be set to "On Without Email Notice".

These procurement notices are provided as an informational service of NW MI PTAC. NW MI PTAC is not responsible for the applicability, comprehensiveness, content, or timeliness of these notices. Registration with issuing agencies is recommended to ensure receipt of all applicable bid documents.

Training Opportunities

- Series of classes in Sault Ste. Marie, MI; Sep-Dec 2017
- Series of classes in Iron Mountain, MI; Jan-Apr 2018
- “How to” events next year

<http://www.networksnorthwest.org/business/ptac/training-calendar.html>

<https://www.wispro.org/events/>

Northwest Michigan PTAC & Wisconsin Procurement Institute (WPI)

2950 College Ave., Escanaba, MI
Phone: (906)789-0558, ext. 1311

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