

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

Presented by the

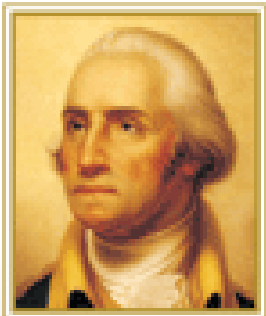
Northwest Michigan Procurement Technical Assistance Center (PTAC) & Wisconsin Procurement Institute



Introductions



**Certified Federal
Contracts
Manager (CFCM)**



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

What is a PTAC?



Welcome, Guest | Member Login

Find a PTAC



HOME ABOUT US GOVERNMENT CONTRACTING ASSISTANCE APTAC PARTNERS PTAC LOGIN CONTACT US

Find a PTAC

Select a State ▼

Find a Procurement Technical Assistance Center
Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.
[Find American Indian PTACs »](#)



HELP FOR GOVERNMENT CONTRACTING

Procurement Technical Assistance Centers (PTACs)

Free Help with SAM Registration – and other government contracting issues.

System for Award Management (SAM) registration *is FREE*, and your PTAC can help you with this and everything else you need to sell to federal, state and local government agencies at little or no charge.

- ▶ **Funded through Cooperative agreements** between the US Department of Defense (DoD) and state/local non-profit entities with over 300 locations across the country and US territories.
- ▶ **Workshops, Seminars and Matchmaking Events** to teach you what you need to know and connect you with other small businesses and agency buyers.
- ▶ **One-on-One Counseling** tailored to the specific needs of your business – *always free* of charge!

Contracting Success

In 2017, PTAC clients were awarded

188,000 contracts
worth

\$20 Billion

[Learn More](#) ▶

APTAC Partners

<http://www.aptac-us.org/>

Three VERY IMPORTANT things to do as you 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

- **SEARCHING FOR OPPORTUNITIES**

- Federal Business Opportunities – FedBizOpps
www.fbo.gov
- Bid-Matching

SAM (System for Award Management)

www.SAM.gov

EVERY Federal contractor and grant recipient MUST be registered in SAM

- **Notarized Letter Required**

The screenshot shows the SAM.gov homepage. At the top, there is a navigation bar with the SAM logo and a "Log In" button. Below the navigation bar, there is a main content area with a navigation menu (HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, HELP) and a prominent alert message. The alert message states: "ALERT - June 11, 2018: Entities registering in SAM must submit a notarized letter appointing their authorized Entity Administrator. Read our updated FAQs to learn more about changes to the notarized letter review process and other system improvements." Below the alert, there is a section titled "Getting Started" with three main actions: "Create A User Account", "Register Entity", and "Search Records". Each action is accompanied by a corresponding icon: a person icon for "Create A User Account", a folder icon with a plus sign for "Register Entity", and a magnifying glass over a list icon for "Search Records".

View assistance for SAM.gov

SAM
SYSTEM FOR AWARD MANAGEMENT

A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov.

Log In

Login.gov FAQs

HOME SEARCH RECORDS DATA ACCESS CHECK STATUS ABOUT HELP

ALERT - June 11, 2018: Entities registering in SAM must submit a [notarized letter](#) appointing their authorized Entity Administrator. Read our [updated FAQs](#) to learn more about changes to the notarized letter review process and other system improvements.

The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

Getting Started

Create A User Account

Register Entity

Search Records

A New Way To Sign In

LOGIN.GOV

SAM
DEFENSE ACQUISITION MANAGEMENT SYSTEM



SAM is using login.gov to allow you to sign in to your account safely and securely.

! First time here from SAM?

Your old SAM username and password won't work. Please create a login.gov account using the same email address you use for SAM.

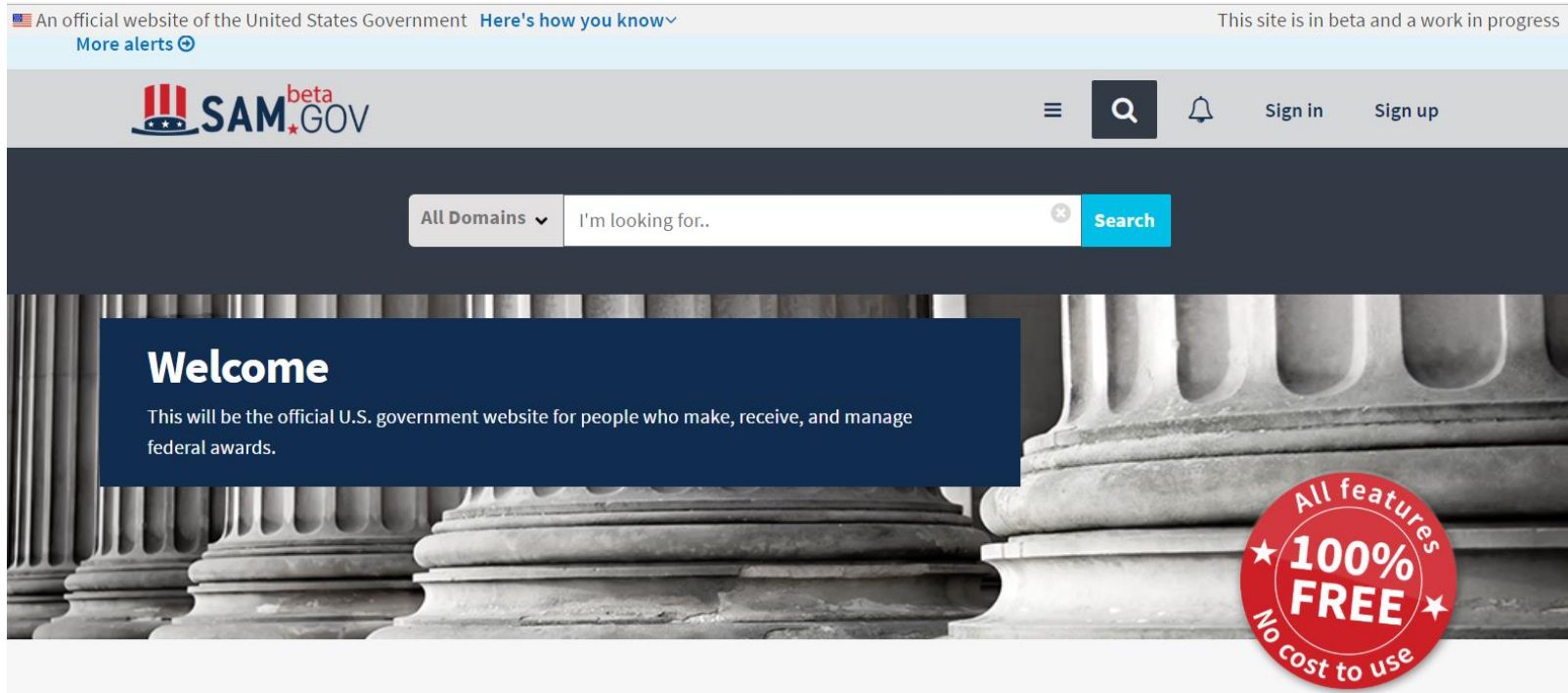
[Learn more.](#)

[Create an account](#)

[Sign in](#)

[Back to SAM](#)

New SAM Website



<https://beta.sam.gov/>

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.
 - **SAM IS FREE!!!**

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)

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)

- Pay close attention to the Reqs 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 shows 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 displayed next to a "LOGOUT" button. Below the logo is a navigation bar with tabs for "MY SAM", "SEARCH RECORDS", "DATA ACCESS", "GENERAL INFO", and "HELP". A search bar is located to the right of these tabs. The main content area is titled "SBA Supplemental" and "Aurora Manufacturing Inc". Below the title, the DUNS number "017729810" and CAGE Code "4LZ39" are displayed. The main text area contains the following information:

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 right, there is a button labeled "Register or Update SBA Profile" next to the SBA.GOV logo. At the bottom left, there are buttons for "BACK TO USER DASHBOARD" and "CANCEL". At the bottom right, there are buttons for "PREVIOUS" and "SAVE AND CONTINUE".

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

State(s): [\(How to make multiple selections.\)](#)

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

Small Disadvantaged Business:

- 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)

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](#))

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

> FirstGov > E-Gov > Regulations.gov > White House
* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA

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

- 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 displays the FedBizOpps website interface. At the top, the logo 'FEDBIZOPPS.GOV' is accompanied by the text 'Federal Business Opportunities'. To the right, there 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 features a search bar with a magnifying glass icon and the text 'Search more than 34,000* active federal opportunities.' Below this 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 filters. A note states: 'Additional criteria and multiple selections are available on the [advanced search form](#). * Notices posted within the last 90 days.'

On the right side, there is a 'RECOVERY' section with the text 'Locate actions funded by the American Recovery and Reinvestment Act.' Below this are two buttons: 'SEARCH RECOVERY OPPORTUNITIES' and 'SEARCH RECOVERY AWARDS'. Further down is a section for 'FBO RECOVERY REPORTS' with two links: 'Click here for Opportunities' and 'Click here for Awards'. Below that is a link to 'Learn more about FBO recovery reports'. The next section is 'SMALL BUSINESS EVENTS' with a link to 'Learn more about the Small Business Central Event Listing or search now for events.' and a 'SEARCH SMALL BUSINESS EVENTS' button. The final section is 'VENDOR COLLABORATION' with the text 'FBO now contains the Vendor Collaboration Central Event Listing.'

On the left side, there are two informational messages. The first is a 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 an attention 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 – 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 Michigan). 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.

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

FedBizOpps – www.fbo.gov

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

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

Login

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

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

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

Login

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

[SEARCH RECOVERY OPPORTUNITIES](#)
[SEARCH RECOVERY AWARDS](#)

FBO RECOVERY REPORTS

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- Click here for [Awards](#)

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SMALL BUSINESS EVENTS
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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](#)

- Competitive 8(a)
- Emerging Small Business
- HUBZone
- Woman Owned Small Business
- Partial HBCU / MI
- Partial Small Business
- Service-Disabled Veteran-Owned Small Business
- Economically Disadvantaged Woman Owned Small Business
- Total HBCU / MI
- Total Small Business
- Veteran-Owned Small Business
- Very Small Business

Opportunity/Procurement Type:

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

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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Home Getting Started General Info Opportunities **Agencies** Privacy

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

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.

FedBizOpps – www.fbo.gov

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 links for 'Original Synopsis', 'Amendment 1', 'Amendment 2', 'Amendment 3', and 'Amendment 4'. On the right, there is an 'ALL FILES' section with links for 'eee', 'bit', and 'ranowengrnp', each with a 'Locked' status.

FEDBIZOPPS.GOV Federal Business Opportunities

My FBO My Profile Opportunities Agencies

Welcome, edmaria 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

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

Back Add To Watchlist Add Me To Interested Vendors

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.

ALL FILES

eee
Mar 23, 2008
Locked

bit
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 Northwest Michigan PTAC & Wisconsin Procurement Institute offers a free bid-matching 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:
 - 49 International sites
 - 37 Federal sites
 - 3,260 Total sites, including state and local
- Contact the PTAC or WPI for assistance

Bidmatching

Daily Bids for 06/06/18



Inbox x



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

11:02 AM (22 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 *** [800 E. Front Street, Ste 104, Traverse City, MI 49685](http://800.E.Front.Street.Ste.104.Traverse.City.MI.49685) *** (231) 929-5076

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".



Northwest Michigan PTAC
PO Box 506

Traverse City, MI 49685
(231) 929-5036

www.networksnorthwest.org/business/ptac/

ARE THESE OPPORTUNITIES RIGHT FOR YOU?

Bid matches are generated based on the information provided to Northwest MichiganPTAC. Obtaining bid matches relevant to your industry may be a trial/error process. However, keywords, terms, phrases, NSNs, etc. may be added and deleted any time. Please contact our office if your bid matches do not accurately reflect the products or services you provide.

Training Opportunities

<http://www.networksnorthwest.org/news-events/events/?select=event-category-id-7>

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

Northwest Michigan PTAC & Wisconsin Procurement Institute (WPI)

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Questions

