

Government Contracting Essentials

The Basics of Selling to State &
Federal Government

December 9, 2014



Today's Agenda

- Overview of WA PTAC
- Basics of State Contracting
- Basics of Federal Contracting
- Market Research
- Competitive Advantage
- Next Steps
- Q & A

Government Contracting Essentials

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WA PTAC

Basics of State
Contracting

Basics of Federal
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➤ Overview of WA PTAC



Washington PTAC Program

FIND ~ BID ~ WIN!

The Procurement Technical Assistance Center assists Washington State businesses in selling to federal, state and local governments.

- Finding opportunities to bid
 - Interpreting solicitations and regulations
 - Certifications & registrations
 - Marketing to government buyers
- ...and much more

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Washington PTAC



WASHINGTON PTAC

Serving Washington State Businesses

A program of Thurston Economic Development Council
 665 Woodland Sq. Lp. SE, Suite 201 | Lacey WA 98503
 P 360.754.6320 | F 360.407.3980
 Contact: Tiffany Scroggs | tscroggs@thurstonedc.com

WASHINGTON PTAC SUB CENTERS



Bates Technical College
 Contact: Tom Westerlund
 253.680.7054 | pierce@washingtonptac.org



Economic Alliance Snohomish County
 Contact: Jean Hales
 425.248.4223 | snohomish@washingtonptac.org



Greater Spokane Incorporated
 Contact: Leslie Miller
 509.321.3641 | spokane@washingtonptac.org



Highline Community College
 Contact: Darrell Sundell
 206.592.4146 | king@washingtonptac.org



Kitsap Economic Development Alliance
 Contact: Mary Jo Juarez, Kathy Cocus, Theresa Mangrum
 360.377.9499 | kitsap@washingtonptac.org



Thurston Economic Development Council
 Contact: Stephanie Scott, John Tamble
 360.754.6320 | thurston@washingtonptac.org



Tri-City Regional Chamber of Commerce
 Contact: Ashley Coronado
 509.736.0510 | tricity@washingtonptac.org



Greater Vancouver Chamber of Commerce
 Contact: Jordana Barclay
 360.694.2588 | swwa@washingtonptac.org

www.washingtonptac.org



➤ Basics of WA State Contracting



The Changing State Marketplace

Government Contracting Essentials

State Procurement Reform

- SSHB 2452 effective January 1, 2013
- Intent to increase transparency and contracts to small, Washington businesses.
- Defined small business: < 50 employees or <\$7 million
- Centralized purchasing oversight to DES. DES then delegates authority to other agencies
- Sole Source needs approval

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Dollar Thresholds Influence Procurement Method:

Direct Buy –Washington State *(effective 1/1/13)*

<\$10,000 Goods and Services (excluding tax)

<\$13,000 if purchase is made from a micro-business, mini-business, or small business

- **Micro-business:** Annual gross revenue of less than \$1 million
- **Mini-business:** Annual gross revenue between \$1-3 million
- **Small business:** In-state business that has 50 or fewer employees or annual gross revenue less than \$7 million over the past 3 consecutive years or is certified by OMWBE

Reference: RCW 39.19 and RCW 39.26.010 (19), (20) and (21)

The Changing State Marketplace

Government Contracting Essentials

State Purchasing Thresholds

- **Informal – 3 Quotes at minimum** (*pending update*)
 - <\$49,000 Goods and Services
 - <\$20,000 Personal Services
 - <\$100,000 IT Goods and Services
 - <\$20,000 IT Personal Services
- **Master Contracts** – must be utilized unless the contract cannot justifiably satisfy agency needs.

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www.des.wa.gov

HOME

welcome

SERVICES

what we do and provide

ABOUT

who we are

CONTACT

get in touch with us



Search

Go

for Business

- Do business with the state
- WEBS login (current vendors)
- Buy surplus
- Current contracts
- Bid opportunities
- Register to receive bid notices
- Receiving payment from the state
- Leasing property to the state

for Business

for Government

for Public

for State Employees

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for business



[home](#) > [services](#) > for business

Search

Go

[Bid Opportunities](#)

- ☒ Register in WEBS to receive bid notices
- ☒ Log into WEBS (registered vendors)
- ☒ Goods and services bid opportunities
- ☒ Construction projects
- ☒ Facility consultants
- ☒ Join the Small Works Roster contractor pool

[Current Contracts](#)

- ☒ Contract search tool
- ☒ Technology master contracts
- ☒ View vendors by contract
- ☒ Green or recycled products
- ☒ Western States Contracting Alliance
- ☒ Organizational development contracts

[Getting Paid](#)

- ☒ Receiving payment from the state
- ☒ Changing your vendor registration
- ☒ Vendor FAQ
- ☒ Statewide Payee Desk

Related Topics

- ☒ Locations and directions
- ☒ Forms
- ☒ Projects and initiatives
- ☒ Request a public record
- ☒ File a claim

[Leasing Property to the State](#)

- ☒ How to lease property to the state

Contact Information

Customer service numbers

The Changing State Marketplace

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Washington's  Electronic Business Solution

[HOME](#)

[LOGOUT](#)

- [Manage Commodity Codes](#)
- [Manage Geographic Designations](#)
- [Manage Profile/Password](#)
- [Manage Contacts](#)
- [View User Guides](#)
- [Search Opportunities](#)
- [View History](#)
- [Logout](#)

Search For Solicitations:

[help](#)

[Search Results](#)

Total number of records returned = 144

Title	Description	Organization	Contact	Reference #
↗03712 Lean Consulting - State Auditor's Office	assist SAO in growing existing Lean Academy by adding more focus on role of leadership, helping local gov't define LEAN culture, and guide implementation of process improvements	Enterprise Services (DES), Dept. of	Kevin Greene	K456-WR-1114
↗076-14SR: Compactor Replacement Parts	Furnish compactor replacement parts as requested.	Snohomish County Purchasing	Sue Ryan	076-14SR
↗2014 Janitorial Refresh of Master Contract 00508	This Request for Qualifications (RFQ) opens the enrollment for new janitorial vendors to enter into the Janitorial Master Pool with DES. Vendors wishing to provide janitorial service under state contract 00508 must be a member of the Master Pool.	Enterprise Services (DES), Dept. of	Greg Grahn	09814
↗Actuarial Valuation Services	See attached document for information on this RFP.	Richland, City of	Cathy Robinson	RFP 14-45
↗Add-on Office Systems Furniture	Add-on Office Systems Furniture: Steelcase Series 9000, Steelcase Avenir Haworth Places and Haworth Unigroup. Amendment 1 and 2 have been posted. New bid due date is 12.5.14.	Enterprise Services (DES), Dept. of	Alisha Ghanie	07214
↗Airway Heights to Cheney Bus Transportation Services for NCUR Conference	Please see attached specifications:	Eastern Washington University	Lori Holznagel	RFP #H11_15
↗Alternate Payment Options for the DCHS/Division of Child	DCS is seeking vendors to provide alternate payment options for Non-	Social and Health	Kathleen Jenkins	RFA 1045-009



The Changing State Marketplace

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Master Contracts (a sample)

Contract #	Contract Title
02511	ADA VANS, MINI VANS AND SPECIALTY VEHICLES
08712	ADOBE SOFTWARE
05413	AGILE SERVICES
04413	AIR CHARTER SERVICES
05809	AIR FILTERS FOR HVAC
03210	AMMUNITION
02413	ANALYTICAL LABORATORY SERVICES
00211	ANNUAL FUEL STATION INSPECTION SERVICES
03109	ARBITRATION SERVICES
01013	ARMORED CAR SERVICES
01211	ASPHALT, BULK PRODUCTS
01710	AUTO EXTERNAL DEFIBRILLATORS WSCA OKLA
08812	AUTODESK - SOFTWARE MASTER PURCHASE AGREEMENT
00414	BIO DIESEL FUEL FROM PIER 15
02711	BODY ARMOR
02308	BOXES, ONE-PIECE ARCHIVE AND RECORD STORAGE
06705	BOXES, WAREHOUSE SHIPPING/STORAGE BOXES
01910	BREAST PUMPS & ACCESS WSCA-NASPO
07712	BULK ENVELOPE PARENT CUT SHEET PAPER
07608	BUNKER GEAR (FIRE FIGHTING TURN OUT)
06209	BUSES--CUTAWAYS
06213	CARASOFT ITSM SOFTWARE & SERVICES
01912	CATCH BASIN CLEANERS

10103	CI UMBRELLA CONTRACT
03913	CLOTHING FOR THE DISABLED
01908	CLOTHING, UNIFORMS AND CAREER APPAREL
04913	CLOUD STORAGE
00612	COMMERCIAL CARD SOLUTIONS
03809	COMMERCIAL FOOD SERVICE EQUIP AND RELATED PRO
07010	COMMUNICATION ACCESS REAL TIME TRANSLATION
04213	CONDOMS - MMCAP
00713	CONVEYANCE MAINTENANCE AND REPAIR – STATEWIDE
06109	CULTCHED OYSTER SEED & MANILA CLAM SEED
05909	CULVERTS, CORRUGATED POLYETHYLENE PIPE
01407	CUSTOM-MADE HIGH-VISIBILITY SAFETY GARMENTS
03014	CUTTING EDGES FOR SNOW PLOWS AND GRADERS
09312	DATA ENCRYPTION
05010	DAY STUDENT TRANSPORTATION
02912	DEBT COLLECTION SERVICES
07413	DEICER STORAGE TANKS
07514	DEICER STORAGE TANKS
08914	DENTAL SUPPLY CONTRACT (MMCAP)
05511	DERELICT VESSEL REMOVAL AND DISPOSAL
01313	DIGITAL COMMUNICATION SOLUTIONS
08409	DIGITAL IMAGING SYSTEM (HOMELAND SECURITY)
01112	DOCUMENT RECOVERY SVCS & FACILITY MITIGATION
06410	DOORS AND FRAMES

➤ Basics of Federal Contracting



Why Federal Contracting?

- Washington State is home to a significant amount of government contracting opportunities
- Business diversification is good
- There are provisions in the federal marketplace that make it easier for small and small disadvantaged firms to compete
- Federal agencies have goals to award contracts to small businesses and other socioeconomic groups
- Federal Government pays within 30 days of proper invoice

The Federal Market Place

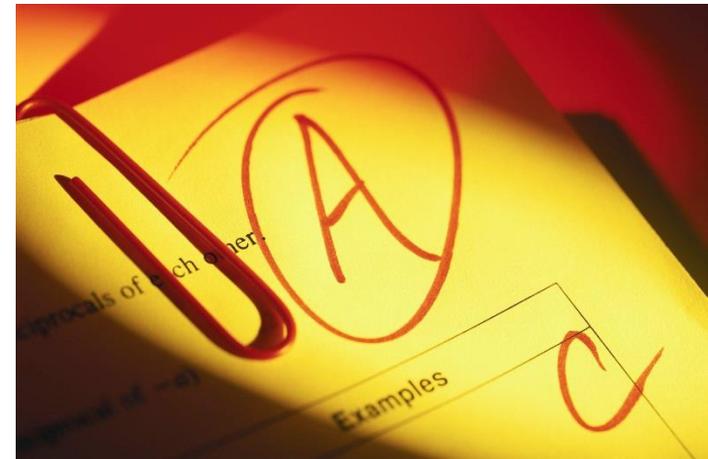
\$9.79 Billion Awarded to Firms in WA State FY14



Quiz Time!

Which of the following is purchased by the federal government?

- a) Organist Services
- b) Dirt Bike classes
- c) Star Wars wall stickers
- d) Aerobatic Stunt Flying Comedy Acts
- e) all of the above



Government Supply Priorities

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1. Agency Inventories



2. Excess from other agencies



3. Prison/Correctional Industries



4. NIB/NISH – Blind and severely handicapped (Ability 1- i.e.

Skookum)



5. GSA/DLA Stock Inventory



6. GSA Schedules

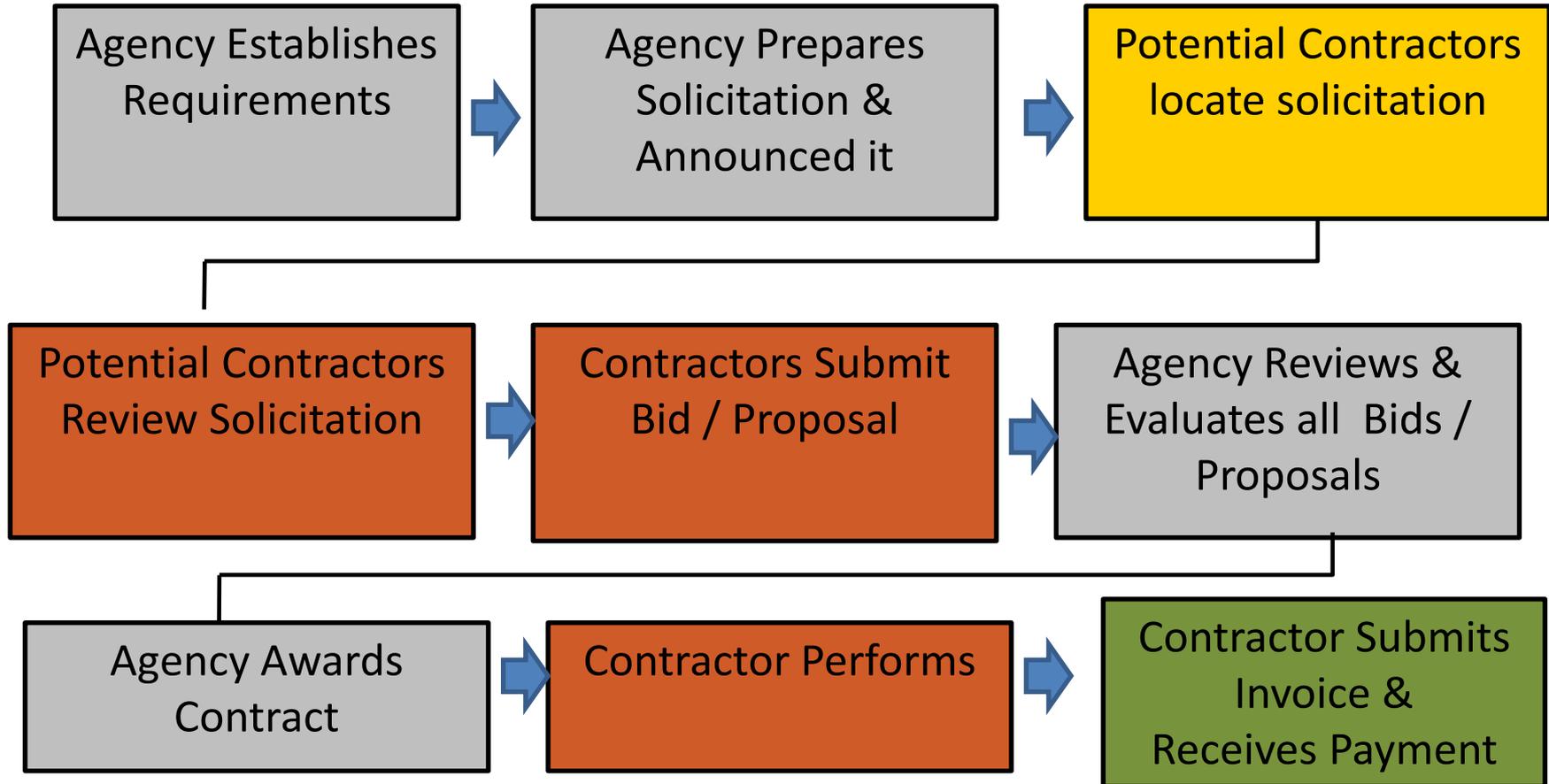


7. Your firm & other commercial sources

FAR Part 8

Federal Purchasing Basics

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Federal Procurement Thresholds

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The dollar value of a buy influences how it is procured.

\$0 – micro purchase threshold – Direct buy. No competition required.

Purchases often made with a government purchase card.

Micro purchase threshold - \$25,000 – Request for Quote (3+ quotes by phone or in writing)

\$25,000 + – RFQ/RFP must be posted on www.fbo.gov

Micro purchase threshold- \$150,000 – Automatically set aside for small business unless exception can be found (i.e. emergency)

➤ Market Research



Does government buy what I sell?

- [FBO.gov](https://www.fbo.gov) – What government has bought in the past, what they are buying now
- [USAspending.gov](https://www.usaspending.gov) and [FPDS.gov](https://www.fpds.gov) – What government has bought from in the past, who they've purchased from.
- Agency Forecasts – What agencies hope to buy in the future
- Who is registered to sell to government? www.sam.gov and <http://dsbs.sba.gov>

Finding Opportunities

www.fbo.gov

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The screenshot shows the FEDBIZOPPS.GOV website interface. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. Below this is a search area with the text "Search more than 29,600* active federal opportunities." and various filters: Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), Type (Any), Keyword / Solicitation #, and Agency. A "Search" button is present. To the right, there is a "RECOVERY" section with buttons for "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS", and links for "FBO RECOVERY REPORTS". Below that is a "USER GUIDES" section with links for Buyer, Vendor, Engineer, and Location / Agency Admin. At the bottom, there is a "Vendors / Citizens" login section with fields for Username and Password, and a "Login" button. There are also links for "Find Opportunities", "Register Now", "Password Reminder", and "Recovery FAQs".

Log on & create search agent

Vendors / Citizens

User Guides

Demonstration videos

Federal Agency Business Forecasts

www.FBO.gov

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Why you shouldn't rely solely on keywords for searching...

The screenshot shows the FedBizOpps.gov website interface. At the top, the logo 'FEDBIZOPPS.GOV' is displayed with the tagline 'Federal Business Opportunities'. Navigation links for 'Home', 'Getting Started', and 'General Info' are visible. A search result is highlighted, featuring the Department of the Interior logo and the following details:

- SOLAR VOLTAIC POWERED COMFORT STATIONS**
- Solicitation Number: P11PS11735**
- Agency: Department of the Interior
- Office: National Park Service
- Location: NPS - All Offices

Additional information visible in the table below the search result includes:

- Department of the Army
- U.S. Army Corps of Engineers
- USACE District, Seattle
- Justification and App

Search criteria: Active Opportunities in Washington

1 - 20 of 1421 Sort By Showing per page 1 | [2](#) | [3](#) | [4](#) | [5](#) | [6](#) | [7](#) » [\[72\]](#)

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
 WA NPS OLYM 2013(1). Spruce Railroad Trail DTFH70-15-B-00005 Y -- Construction of structures and facilities	Department of Transportation Federal Highway Administration (FHWA) Western Federal Lands Highway Division	Presolicitation / Total Small Business	Dec 05, 2014
 99--Self-Luminous Exit Sign 0040188134 99 -- Miscellaneous	Department of the Interior Bureau of Reclamation BOR - All Offices	Combined Synopsis/Solicitation / Total Small Business	Dec 05, 2014
 Y--Air Traffic Control Tower and Base Building at JBLM, WA PN 76776 Joint Base Lewis-McChord (JBLM), WA W912DW15R0004 Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers USACE District, Seattle	Solicitation	Dec 05, 2014
 59--Supplies for Multiple Commodities W912EF15Q0027 59 -- Electrical and electronic equipment components	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Solicitation / Total Small Business	Dec 05, 2014
 Y--Colville Border Patrol Monopole Replacement W912DW-15-Q-0006 Y -- Construction of structures and facilities	Department of the Army U.S. Army Corps of Engineers USACE District, Seattle	Combined Synopsis/Solicitation (Modified) / HUBZone	Dec 05, 2014
 54--Lucky Peak Dam and Lake Shade Structure W912EF-15-R-SS11 54 -- Prefabricated structures and scaffolding	Department of the Army U.S. Army Corps of Engineers USACE District, Walla Walla	Sources Sought	Dec 05, 2014

Reviewing the Solicitation



ASL Interpretation

Solicitation Number: R12PS80224
Agency: Department of the Interior
Office: Bureau of Reclamation
Location: BOR - All

Notice Details

Original Synopsis
Mar 26, 2012
10:39 am

[Return To Opportunities List](#)
[Add Me To Interested Vendors](#)

Solicitation Number: R12PS80224

Synopsis

Added: Mar 26, 2012

(i) This is a written solicitation will not be issued.

Language: English

12.6, as specified date

announce

a written

Additional Info:

[Please click here to view more details.](#)

Contracting Office Address:

Bureau of Reclamation-DO-Acquisition Operations Group PO Box 25007, 84-27810
Denver CO 80225

Place of Performance:

In and around Yellow House 23891 North US Highway 101 Hoodspport, Washington
985489607
United States

Point of Contact(s):

Beverly Parker Contract Specialist 3034452107 bparker@usbr.gov;

[Point of Contact above, or if none listed, contact the IDEAS EC HELP DESK for assistance](#)

[Return To Opportunities List](#)

[Watch This Opportunity](#)

[Add Me To Interested Vendors](#)

Print Link

INFORMATION

Synopsis/Solicitation

12

ate:

12

Policy:

specified date

:

13

Aside:

N/A

Set Aside:

(iii) The solicitation number is R12PS80224 and the solicitation is issued as a

What's Not Here?

- Credit Card purchases & small dollar RFQ
- Emergency purchases
- GSA Schedules www.gsa.gov
- Defense Logistics Agency www.dla.mil
- www.fedbid.com
- Other websites / local government
 - DIBBS (Manufacturers)
 - www.MRSC.org
- Subcontracting opportunities

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GSA & VA Schedules

- **GSA Library** – Find what schedules are available.
- **GSA Advantage** – Where federal employees go shopping for products and services.
 - See who's on schedule, their products with prices
- **How to “get on schedule”**
 - Be able to demonstrate a minimum 2 years profitable business experience.
 - Offer to give the government your best price

We typically don't recommend hiring a consulting firm to get you on schedule.

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Example:

Contractor Listing

For general questions, contact:
National Customer Service Center
Phone: 1-800-488-3111
E-mail: mashelpdesk@gsa.gov

874 MISSION ORIENTED BUSINESS INTEGRATED SERVICES (MOBIS)

Category	Description
----------	-------------

874 4	Training Services: Instructor Led Training, Web Based Training and Education Courses, Course Development and Test Administration Learning Management Systems courses shall be commercially-available off-the-shelf training and/or educational courses that are delivered via an Instructor-led (i.e. traditional classroom setting or conference/seminar) and/or web-based (i.e. Internet/Intranet, software packages and computer applications) system. Courses shall have a defined duration (i.e. hours, days, semesters, etc.), description of material to be taught (i.e. syllabi, table of contents, etc.), and whether materials are included in the course (i.e. software, etc.). Support materials not included may be offered under SIN 874-5. C874-9
--------------	--

Proposed professional services shall be in support of planning, creating, and/or executing testing and test administration, learning management systems or subject matter delivered via an instructor-led (i.e. traditional classroom setting or conference/seminar) and/or web-based (i.e. Internet/Intranet, software packages and computer applications) system. Proposed customization services are the result of planning, creating, and/or executing a proprietary format and method. Labor/hours using professional labor categories (i.e. Subject Matter Experts (SMEs), Program Managers, Project Managers, Research Assistant, Technical Writer, etc.), Systems requirements and methodology(ies) to be used should be stated. Acquisition training will be accomplished under SIN 874-8. Support materials not included may be offered under other schedules will not be accomplished under this SIN.

A customized course(s) shall include labor categories (i.e. Subject Matter Experts (SMEs), Program Managers, Project Managers, Research Assistant, Technical Writer, etc.), and methodology(ies) to be used.

790 contractors

Display:

- All Socio-Economic Indicators
- Small Business
- Woman Owned Business

Upcoming Training:



February 17 & 18th in Kent, WA
Two-Day GSA Schedule Intensive

For those just starting to explore a schedule, shorten the submittal process to as little as 30 days. More experienced firms have submitted in as little as 2 days!

Includes 4 hours of follow up advising with Georgia Tech faculty.

\$1,995

https://epay.gatech.edu/C20793_ustores/web/product_detail.jsp?PRODUCTID=2887

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➤ Competitive Advantage



Competitive Advantage

Federal gov has goals to purchase from small businesses:

- 23% of all prime contracts for small business
- All contracts between purchase card threshold and \$150,000 are automatically set aside for small businesses.

Socioeconomic Minimum Goals:

- 5% of contracts for **small disadvantaged businesses**
- 5% of contracts for **woman owned** small businesses
- 3% for **HUBZone** Certified Firms
- 3% for **Service Disabled Veteran Owned Small Businesses**
- **8a Certification**
- High **Disadvantaged Business Enterprise (DBE)** goal for federally funded transportation work

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Competitive Advantage

Is my business small?

A small business is not dominant in its field of operation and qualifies as a small business concern under 13 CFR 121.201

www.sba.gov/size, see table of small business size standards

- Construction: \$36.5 million
- Consulting: \$7 million
- Manufacturing: 500 employees

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What about subcontracts?

- Small business and socioeconomic goals are passed down to large business Prime Contractors. They must submit a “subcontracting plan” outlining the percent they will sub out to socioeconomic groups and small businesses.

Example:

Mortenson Construction bid to build two barracks on JBLM
(\$19.9 million)

- 70% of subcontracts set aside small business: 7% WOB, 9.8% Hubzone

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Small Disadvantaged Business

- Available to small businesses controlled and owned at least 51% by US citizens
- Must meet socially disadvantaged status:
 - *Black American, Hispanic American, Native American, Asian Pacific American, Subcontinent Asian American, others must provide evidence as to how they have been discriminated.*
- Economically disadvantaged businesses must have personal net worth of \$750,000 or less, excluding primary residence and equity in business.
- Self-certification process (check box on www.sam.gov)

BENEFIT: Federal Gov't & Primes have goals to buy from SDB

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8a – Section 8a of the Small Business Act

- Small business
- Operating for at least 2 years (profitable)
- Owned at least 51% by US Citizen who is socially & economically disadvantaged (see SDB for definition of social disadvantage.)
- Eligible owners must control firm
- Economic disadvantage = net worth of \$250,000 or less, excluding primary residence and business equity.
- Must have product or service regularly purchased by federal government. Distributors often find it difficult to get certified.
- Certification process is extensive. www.sba.gov/8abd. Expires after 9 years.

BENEFIT: Sole Source opportunities, set aside opportunities, training

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Women Owned Small Business

- New Program – Section 7m of the Small Business Act, includes woman owned and economically disadvantaged woman owned
- Available to small businesses that are at least 51% unconditionally and directly owned and controlled by one or more women who are US Citizens.
- Must manage day-to-day operations, make long-term decisions, hold the highest officer position and work full-time in the business during normal hours.
- Self-Certification through SBA: www.sba.gov/wosb

BENEFIT: Gov't & Primes have goals to buy from WOSB. Set Asides allowed in 83 NAICS.

Competitive Advantage

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HUBZone: Historically Underutilized Business Zone

- Must be small business with principle location in eligible Zone
- Owned and controlled by one or more US Citizens
- At least 35% of employees must live in any HUBZone designated area

www.sba.gov/hubzone

BENEFIT:

- Gov't & Primes have goals to buy from certified firms.
- Federal government can “set-aside or sole source” opportunities
- Pricing preference allowed

Reference: FAR 19.13



Competitive Advantage

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Service Disabled Veteran Owned Small Business and Veteran Owned Business

- Small Business owned at least 51% by a veteran (VOSB) or by a veteran with a service-connected disability of 0-100% (SDVOSB).
- Eligible owner(s) must control firm
- Self-certify on www.sam.gov for most Federal agencies, certify with the VA's Center for Verification and Evaluation for VA procurement, www.vetbiz.gov

BENEFIT: Gov't & Primes have goals to buy from SDVOSB and VOSBs, can "set-aside" opportunities for SDVOSBs.

VA can set-aside, sole –source, and give preference to SDVOSB and VOSB firms that have been verified through the CVE.

➤ Next Steps



Am I Ready?

Is pursuing government work the best use of your limited time? Focus on business strategies:

- A solid business plan or have been in business for over 2 years
- Know your target market
- Have strong cash flow, line of credit, and/or loan in place (be able to cover expenses for 3-6 months)
- Explore all your resource and support options:
 - Small Business Transportation Resource Center <http://www.dot.gov/osdbu/nw-sbtrc>
 - Small Business Development Center www.wsbdc.org

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Getting Registered to Sell

Register your business at www.sam.gov. FREE!

Contact a PTAC counselor for a guide to help you register.

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The screenshot shows the SAM website interface. At the top left is the SAM logo with the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right are input fields for 'USER NAME' and 'PASSWORD', a 'LOG IN' button, and links for 'Forgot Username?' and 'Forgot Password?'. Below these is a 'Create an Account' link. A dark blue navigation bar contains links for 'HOME', 'SEARCH RECORDS', 'DATA ACCESS', 'GENERAL INFO', and 'HELP'. The main content area has three columns: 'CREATE USER ACCOUNT' with a 'Create User Account' button, 'REGISTER/UPDATE ENTITY' with a 'Register/Update Entity' button, and 'SEARCH RECORDS' with a search input field and a magnifying glass icon.

Getting Registered to Sell

Dynamic Small Business Search/SBA Profile:

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SBA Search
Results

[Print](#) [Exit](#) [Help](#)

[DSBS](#) [Quick Market Search](#) [TM OnLine](#)

SBA Search Results

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities
1	GROAT BROS, INC. RICHFIELD WOOD WASTE	DENNIS GROAT	608 W SCOTT AVE WOODLAND, WA 98674-9585	Groat Brothers provides various trucking and hauling mea demolition wastes and also provides excacation, grading, construction. We also provide snow removal.
2	3 D CONTRACTING INC/ WESTERN STATES CONSTRUCTION J V	DENNIS COLLINS	1510 SCHAFFFRAN RD CASTLE ROCK, WA 98611-9711	
3	WOOLEVER VOCATIONAL, LLC WEST COAST TRAINING	JEFFERY WOOLEVER	3805 DIKE RD WOODLAND, WA 98674-9725	
4	THE NESTAVAL CORPORATION	SANDRA NESTAVAL	1311 BLOYD ST KELSO, WA 98626-5603	Heavy and Highway (streets, roads, site grading, clearing, remediation).
5	FREMONT VILLAGE FREMONT VILLAGE	MELANIE REDDICK	1416 3RD AVE LONGVIEW, WA 98632-3252	

Now what?

Find Opportunities:

- Federal - www.fbo.gov – register, set up “search agent” to email you.
- State – WEBS will email you
- Meet with a PTAC Counselor, attend PTAC events and workshops
- Use PTAC’s Bid Match service
 - Searches 2,000+ federal, state, and local government procurement sites daily
 - \$135 annual subscription fee, 30 day free trial
- Networking, teaming, collaborating, joint-venturing – The best way to learn the marketplace and build experience

Marketing Strategy

- Visit small business specialists, buyers, and end users
- Create promotional materials tailored to your government buyers:
 - *For Federal buyers, include DUNS, CAGE, NAICS, core competencies, and competitive advantages (see Capabilities Statement worksheet)*
- Determine Procurement Cycles
- Look at agency forecasts/budgets
- Attend trade shows and events

Government Contracting Essentials

Agenda

WA PTAC

Basics of State Contracting

Basics of Federal Contracting

Market Research

Competitive Advantage

Next Steps

Q&A

Marketing Strategy

Small Business Utilization Officers

- Find small Business Specialists www.osbdu.gov
- Do your homework!
- Communicate your firm's value proposition
- Be patient and nice
- Opportunity to learn
- Don't ask them for a contract!
- Build a strong relationship with your advocate within the contracting office

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➤ Questions, Comments, Discussion?

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