



U.S. Army Contracting Command



NATICK CONTRACTING DIVISION

DOING BUSINESS WITH DoD

KEVIN PARKER
CONTRACT SPECIALIST

11 MAY 2011



PURPOSE

- PROVIDE GENERAL OVERVIEW
- GETTING STARTED- MARKETING TO DoD
- GOVERNMENT CONTRACTING 101
- IDENTIFY OPPORTUNITIES



• Identify Your Product or Service:

- Federal Supply Class or Service (FSC/SVC) Code
 - www.dlis.dla.mil/h2/
- North American Industry Classification System (NAICS)
 - www.census.gov/eos/www/naics/



• Determine SBA Size Standard:

- Based on NAICS Code
 - Ex: 315992 (Glove and Mitten Mfg.) – 500 Employees
 - <http://www.sba.gov/services/contractingopportunities/sizestandards/topics/index.html>



• Register Your Business

- Obtain a Data Universal Numbering System (DUNS) Number
 - Issued by Dun and Bradstreet
 - Unique 9-Character Number
 - Mandatory for registering with CCR
 - Easy to obtain – takes about a day
 - It's Free!
 - www.dnb.com



• Register Your Business- *Continued*

- Register with the Central Contractor Registration (CCR)
 - Mandatory to receive DoD prime contract
 - Commercial and Government Entity (CAGE) Code
 - Marketing Partner ID (MPIN)
 - Allows for access to PPIRS
 - Used by contracting to identify Small Businesses for Prime and Subcontracting Opportunities
 - www.ccr.gov



• Register Your Business- *Continued*

- Online Reqs and Certs Application (ORCA)
 - Mandated effective 1/1/2005 when registering in CCR
 - Must have an active record in CCR
 - Need Marketing Partner ID (MPIN)
 - Must be updated annually
 - <http://www.bpn.gov> or <https://orca.bpn.gov>



- **Register Your Business- *Continued***

- Wide Area Workflow-Receipt & Acceptance (WAWF-RA)
 - Secure web-based system for processing invoices, etc.
 - As of 7/1/2005 DFAS no longer pays per paper invoice
 - Vendor training available: <http://www.wawftraining.com>



• Identify Your Target Market within DoD:

- Standard Tabulation (ST) 28 Report
 - Annual report of Products and Services purchased by DoD
 - Sorted by FSC/SVC
 - Includes buying office, number of actions and dollars
 - May be cross-referenced with the list of SB specialists across DoD
- <http://siadapp.dmdc.osd.mil/procurement/historicalreports/statistics/procstat.html>
(Scroll down to “ST28”)



- **Government Contracting:**

- **Be familiar with the Regulations:**

- **Federal Acquisition Regulation (FAR)**
- **Defense Acquisition Regulation Supplement (DFARS)**
- **Agency Supplemental Regulations**
 - <http://www.acquisition.gov>
- **Business Gateway Initiative (legal/regulatory)**
 - <http://www.business.gov>



Identify Opportunities:

- **Federal Business Opportunities (FBO):**
 - DoD posts most requirements and awards > \$25k to the FBO website
 - Search by FSC, NAICS, Keyword, Set-Aside Type, etc.
 - Register for Vendor Notification Service based on criteria above
 - <https://www.fbo.gov>
- **Individual Ordering Activity Websites: Natick Contracting Division**
 - <https://www3.natick.army.mil>



Identify Opportunities *Continued*:

- **Investigate the Federal Supply Schedule (FSS):**
 - **Excellent Opportunity for Small Businesses**
Used by all Federal Agencies
 - **Acquisitions competed via GSA *E-Buy* amongst active schedule holders**
 - **Contact the General Services Administration (GSA) for information**
 - <http://www.gsa.gov>



Identify Opportunities *Continued*:

- **Investigate DoD Small Business Programs**
 - **FAR 19.201 – Small Business Federal Policy**
 - **Provide maximum opportunity to Small Businesses**
 - **SBA Rep located within every DoD agency, many programs available:**
 - **VOSB, WOSB, SD-VOSB, HUBZone, 8a, SDB**
 - **<http://www.acq.osd.mil/osbp>**



Identify Opportunities *Continued*:

- **Investigate Sub-Contracting Opportunities:**
 - **FBO “Interested Vendor” List and Award Announcements**
 - **Requirement to subcontract to Small Businesses**
 - **SB subcontracting plan required for actions > \$650k (if possible)**
 - **DoD Subcontracting Program Guide**
 - **http://www.acq.osd.mil/ospb/doing_business/index.htm**



• Resources:

- Doing Business With the DoD:
 - www.acq.osd.mil/osbp/doing_business/index.htm
- Small Businesses Administration
 - www.sba.gov
- Federal Acquisition Regulation (FAR)
 - <https://www.acquisition.gov/far>



U.S. Army Contracting Command



Questions