Welcome
Introduction to Government Contracting
Presented by: Henry Vinson

This procurement technical assistance center is funded in part through a cooperative agreement with the Defense Logistics Agency.
Cross Timbers Procurement Center

&

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DEPARTMENT OF DEFENSE

CROSS TIMBERS Procurement Technical Assistance Center
Agenda

• Who Can Bid/Offer on Government Contracts
• How the Government Buys Commodity and Services (SAMMI, Cage, SAM, DSBS)
• Registrations & Certifications
• Rules Regulations and the Law (Contract Terminations)
• GSA
• SBIR/STTR
• Research and Procurement History
• Marketing (Networking, Webpage, LinkedIn)
• All Governments
• Cyber Security
Who Can Bid/Offer

Anybody...

However, Companies in Business for more than two years and financially healthy have a higher probability of success

Learn Before You Leap
How the Government Buys Commodities and Services

• **Services:**
  • Product Service Codes (PSCs) A-Z
    Example: Y is Construction

• **Commodities:**
  • Federal Supply Codes (FSCs) 10-99
    Example: 71 is Furniture

[http://support.outreachsystems.com/resources/tables/pscs/](http://support.outreachsystems.com/resources/tables/pscs/)
North American Industry Classification System or NAICS Code

• Used to Classify Business Establishments
• Managed by the United States Census Bureau
• Six Digits Broken Down as Follows:
  • XX Industry Sector (There’s 20)
  • XXX Sub Sector
  • XXXXX Industry Group
  • XXXXXX Industry
  • XXXXXXX U.S., Canada or Mexico Specific
  • 236115 (17 Different Construction Areas)
• 1,170 Industries

https://www.census.gov/eos/www/naics/
DUNS Number
Data Universal Numbering System
D-U-N-S

- Unique nine-digit identifier for businesses
- The number is only assigned to one company
- Dun & Bradstreet assigns the nine-digit number to a company at no charge
- DUNS Numbers are assigned during the System for Award Management (SAM) Registration
SAMMI

SAMMI will soon replace the DUNS

• System for Award Management Managed Identifier or SAMMI
• DUNS Number will be phased out over the coming months (Estimated they will be gone by December 2020)
• If Ernst & Young contract goes the full 20 years like the current Dun & Bradstreet, the contract could be worth $42 Billion
• Cross Timbers will keep our clients informed
Cage Code

Commercial and Government Entity Code (Cage Code)

• Five-Character Identifier for companies pursuing business with the Federal Government
• Assigned by DLA office in Battle Creek, MI at no charge during the SAM Registration
• DUNS Numbers are assigned during the System for Award Management (SAM) Registration as well
• Cage Codes are primarily used by the Department of Defense (DoD)
SAM vs beta SAM

• Managed by GSA
• Beta SAM will become official U.S. government website for folks who make, receive, & manage federal awards
• GSA will bring all data over from the original websites, including entity registration & historical contract data
• Note: Your entity registration will automatically transition here when the original SAM.gov is retired
Dynamic Small Business Search (DSBS)

- Small Business Administration (SBA) Database
- Created for Primes to find Small Businesses
- Used by Primes, Contracting Officers & Other Small Businesses to locate Team Partners
- How Important is it for this Database to be PERFECT?
- Only way to get there is from the last page of SAM

It’s Super Important To make your DSBS PERFECT!
State & Local Registration &
Certifications

Texas Hub
www.window.state.tx.us/procurement/prog/hub/

www.nctrca.org

www.sctrca.org/
Your Company Webpage

- Easy to use
- Show DUNS Number and Cage Code (Makes it easy to locate your company at DSBS)
- Hyperlink to your LinkedIn
Hyperlink to your Website
Show DUNS Number and Cage Code in “About” section

Professional Background
>500 Connections
There are Many Governments Therefore many Buyers
THE GOVERNMENT AS A CUSTOMER

- THE GOVERNMENT DEFINES THE BUSINESS AND ESTABLISHES THE RULES

The Golden Rule Applies Here

- IF YOU WANT TO DO BUSINESS WITH THE GOVERNMENT - YOU DO IT ON THEIR TERMS
- FEW OF THE RULES ARE “NEGOTIABLE”
- GOVERNMENT REPRESENTATIVES HAVE LITTLE DISCRETION IN ESTABLISHING THE RULES
Government vs. Commercial

The Differences....

• Unilateral Right to Make Changes
• Equitable Adjustments
• Audit and Surveillance Rights
• Compliance With Social and Economic Programs
• May be Limitation on Profit or Amount and Type of Costs
• Absolute Right to Terminate
  Termination for Convenience (T4C)
  Termination for Default (T4D)
Definitions for more than 1,500 terms and phrases
• Some government organizations claim to be exempt from the FAR. Examples are:
Definitions

• Should
• May
• Must
• Will
• Shall
• Invitation for Bid (IFB)

vs

• Request for Proposal (RFP)
General Services Administration (GSA)

• Mainly supplies products and communications for U.S. Government offices
• GSA Contracts are known as GSA Schedules or Federal Supply Schedules which are Indefinite Deliver Indefinite Quantity (IDIQ)
• They make it easier for government employees to purchase items by only having to issue a Task Order
• GSA Advantage allows government employees to online shop

• Things to consider:
  • Time & Money
  • Marketing
  • Catalog

https://www.gsa.gov/small-business/is-gsa-right-for-you
Small Business Innovation Research (SBIR) & Small Business Technology Transfer (STTR)

• Phase I: Under $150,000. Establish technical merit, feasibility, and commercial potential of R&D efforts
• Phase II: Continue R&D efforts for those awarded in Phase I
• Phase III: Small Business Pursues commercialization. No Federal Funding

http://www.uta.edu/crosstimbers/pages/SBIR%20STTR/index.php

https://www.sbir.gov/about/about-sttr
Subcontracting

- DSBS
- Subcontracting Network (SubNet)
  https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm
- Bid Matching
- FedBizOpps (FBO)
  - Beta.SAM
- Networking
One-Page Capabilities Statement

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**Core Competencies**

- Aircraft Logistic Support & Program Management
- Aircraft Parts Manufacturing
- Technical Advisory / Assistance
- Aircraft Servicing & Support Equipment Maintenance
- Aircraft & Engine Maintenance
- Spare Parts Management
- Process Improvement, Supply Chain and Government Contract Consulting

**Corporate Resources**

- Executive Office
- DCAA Accounting System & JPAS Access
- Fleet vehicle(s) account
- Business uniform account with a major provider that offers weekly delivery and dry cleaning services domestically.
- Corporate supply chain account.
- Account with laptop, PC, copier, desktop, office supply, software providers.
- FedEx and DHL
- Access to manufacturing facility
- Tools and Tool Box Accounts
- Automated Timekeeping and On-Boarding System
- Corporate Account with Asys for LED Follow-Me Sign(s).
- Corporate Account with Grainger for hand tools, PPE etc.
- General Counsel and Government Accountant

**Past Experience**

- Aircraft Transient Alert Program – PRIME; No Subcontractors
  - Period of Performance: 11/14 to 04/20
  - Contract number: FA4628-14-C-0003
  - Contracting Office: USAF Global Strike Command
  - Dollar value: $749k - $850k
  - Type of contract: FFP
- Aircraft Transient Alert Services – PRIME; No Subcontractors
  - Period of Performance: 07/16 to 07/19
  - Contract number: FA8201-16-C-0008
  - Contracting Office: USAF Air Force Material Command
  - Dollar value: $1.3M
  - Type of contract: FFP

**Social Media**

- Facebook: Bailey’s Premier Services LLC
- Twitter: @BaileysPremServ
- LinkedIn: Bailey, MBA, USAF Veteran
- US Cong Dist: 12
- TX State Sen: 10

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Contact Us

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Take Flight…Beyond the Skies!!!

www.baileyspremierservices.com

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**One-Page**

- **Core Competencies**
- **DUNS/SAMMI Number**
- **Cage Code**
- **Webpage**
- **One-Page**
- **Primary NAICS and PSC Certifications**
- **Contract Vehicles**
- **Past Experience**
- **One-Page**
- **Office Locations**
- **Accept Credit Cards**
- **Colorful Graphics**
- **Company Logo**

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**BAILEY’S PREMIER SERVICES LLC**

**AEROSPACE & LOGISTICS**

- Established: April 28, 2010
- CAGE: 6FPQ2
- DUNS: 012107711
- Facility: Secret Clearance
- SDD: 488190 336413 336412 561720 488119 541690 541990 561990 541330 423860 561730
- Quality Certification: Pursuing ISO:9001

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**SBA PROFILE**

- DSBS Link: http://dsbs.sba.gov/dsbs/search/dsp_profile.cfm?RequestTimeout=60&DUNS=012107711

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**BAILEY’S PREMIER SERVICES LLC**

**AEROSPACE & LOGISTICS**

- **Socio-Economic Certs**
  - SDVOSB, EDWOSB, WOSB, SDVOSB, State of Texas HUB, NMSDC Certified MBE & SBE.

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**One-Page Staff Size**

- **Technical Ability**
- **Ability to Manage**
- **Quality Certifications**
- **One-Page**
- **Teaming Partners**
- **Government Agencies**
- **Type of Contracts**
- **Year Started in Business**
- **One-Page**
- **Email & Phone Number**
- **References**
- **NAICS Codes**
- **Bonding**

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Did I mention only One-Page?
Custom Market Research Reports

NAICS/Project Service Code – Procurement History
• Customized to fit your company’s specific needs
• Key decision Maker Contact Information
• More Information:
http://www.uta.edu/crosstimbers/pages/research-reports/index.php
Bid Matching Service:
• Both as a Prime and as a Sub
• First 30 Days are Free
• $200 a Year

Webinars:
• Introduction to Government Contracting
• Proposal Preparation
• One-Page Capabilities Statement
• SAM Registration

http://www.uta.edu/crosstlimbers
• DoD Contracts have Cyber Security Paragraphs
  • National Institute of Standards and Technology (NISC) Special Publication 800-171
  • Defense Federal Acquisition Regulation Supplement (DFARS) Paragraph 252.204-7008
hvinson@uta.edu

To Request our Services:
www.uta.edu/crosstimbers