



SERVICE DISABLED VETERAN OWNED BUSINESS PROGRAM

Session 3 - "The Vehicles"

How to find Federal contracts – and how to pursue them.



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CHECKLIST

The following will be items of discussion in Session 3.

1. FedBizOpps – US Government Contracting Website
2. Agency Contracting Websites
3. Private Sector Contracting Search Engines
4. Set-Asides – Pursuing Them



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FedBizOpps

FedBizOpps.gov is the internet based (<http://www.fedbizopps.gov/>) government operated site that displays Federal government procurement opportunities over \$25,000 for all agencies (note: FedBizOpps is not the only internet based Federal procurement announcement system)

Government agencies publicize their business opportunities by posting information to FedBizOpps on a daily basis.

There are thousands of solicitations on the site on any given day, so you need to utilize the search mechanisms to focus on your area of interest.



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FedBizOpps

SEARCH CAPABILITIES

Full Text – enter a word or words, e.g., “aircraft”

Documents To Search – normally choose “active”

Search for – choose “all” until you become more familiar with it

Solicitation / Award Number – these have to be exact to work

Dates to Search (mm/dd/yyyy) – can narrow search to specific day

Place of Performance Zip Code – separate multiple with comma

Set-Aside Code – can choose multiple codes (ctrl key)

Procurement Classification Code – DOD supply system codes

NAICS Code – can choose multiple NAICS to search at once

Agency – can choose multiple agencies (ctrl key)



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FedBizOpps

OTHER FEATURES

You'll have to spend some time on the website to learn all of the capabilities, but it will be time well spent.

Features include:

- 1. Register to receive email notifications of announcements.**
- 2. Register to receive updates on specific solicitations.**
- 3. Register as an interested party on some solicitations (opens possibilities for subcontracting).**
- 4. Check archived documents to study requirements and awarded prices in specific areas.**



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Agency Contracting Websites

A majority of individual agencies maintain their own contracting websites. Some requirements, (i.e., procurements under the \$25,000 threshold for FedBizOpps) as well as other opportunities may be included on these websites but not on FedBizOpps.

Other issues related to agency specific sites include:

Some require vendor registration.

Some offer solicitation notification by email.

Some require responses through their sites.



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Agency Contracting Websites

AGENCY SPECIFIC EXAMPLES

<https://acquisition.army.mil/asfi/default.cfm>

<http://www.asu.faa.gov>

<http://www.hq.nasa.gov/office/procurement/>



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Private Sector Contracting Search Engines

There are a number of private sector companies that provide Federal procurement research engines.

The more sophisticated ones can cost from \$4,000 – 20,000 annually depending on the specialized functions you choose.

If you are new to Federal contracting, our advice is to utilize the capabilities of FedBizOpps and agency specific sites first.

If you decide to employ a private engine – do your homework.



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Set-Asides – Pursuing Them

There are a number of set-aside contracting programs associated with Federal procurements. Those include:

- 1. Small Business**
- 2. Small Disadvantaged Business**
- 3. 8(a)**
- 4. Woman-owned Business**
- 5. HubZone Business**
- 6. Service-Disabled Veteran Owned Business**



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Set-Asides – Pursuing Them

The Service-Disabled Veteran Owned Business set-aside is being implemented through amendments to the Federal Acquisition Regulations, Defense Federal Acquisition Regulations, and other Agency specific acquisition regulations that may apply.

As of April 2004, the Veterans Administration has begun issuing SDVOB Set-Aside procurements. Some DOD offices are issuing planning purpose RFI's in anticipation of the SDVOB set-aside capability. On May 5, 2004 the SBA introduced the interim rules for SDVOB set-asides.

If you have an interest in doing business with a particular agency or facility, you should contact their small business office to introduce your company and determine their set-aside plans.



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SUMMARY

The SDVOB opportunities for sole source and set-aside contracting opportunities has been implemented through the SBA Interim Rule posted to the Federal Register on May 5, 2004.

Opportunities realized through this vehicle and other implementing authorities such as the DFAR and FAA AMS will expand your capability for becoming a successful government vendor only if you maximize utilization of the vehicles.



ISG presents

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LINKS

<http://www.sba.gov/vets/procurement/procurement-pref.pdf>

<http://www.regulations.gov/fredpdfs/04-09727.pdf>