

# Basics of Selling to the Government

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**#SADBOCturns20**

[www.mn.gov/admin/ptac](http://www.mn.gov/admin/ptac)

# Workshop Objectives

- Overview of PTAC.
- Explain Government “Marketplace”.
- Review the basic procurement process, registrations/certifications related to doing business with the Government.
- Provide Key items to ensure success in the Federal, State and/or Local marketplace.
- Next Steps – You can begin Today!

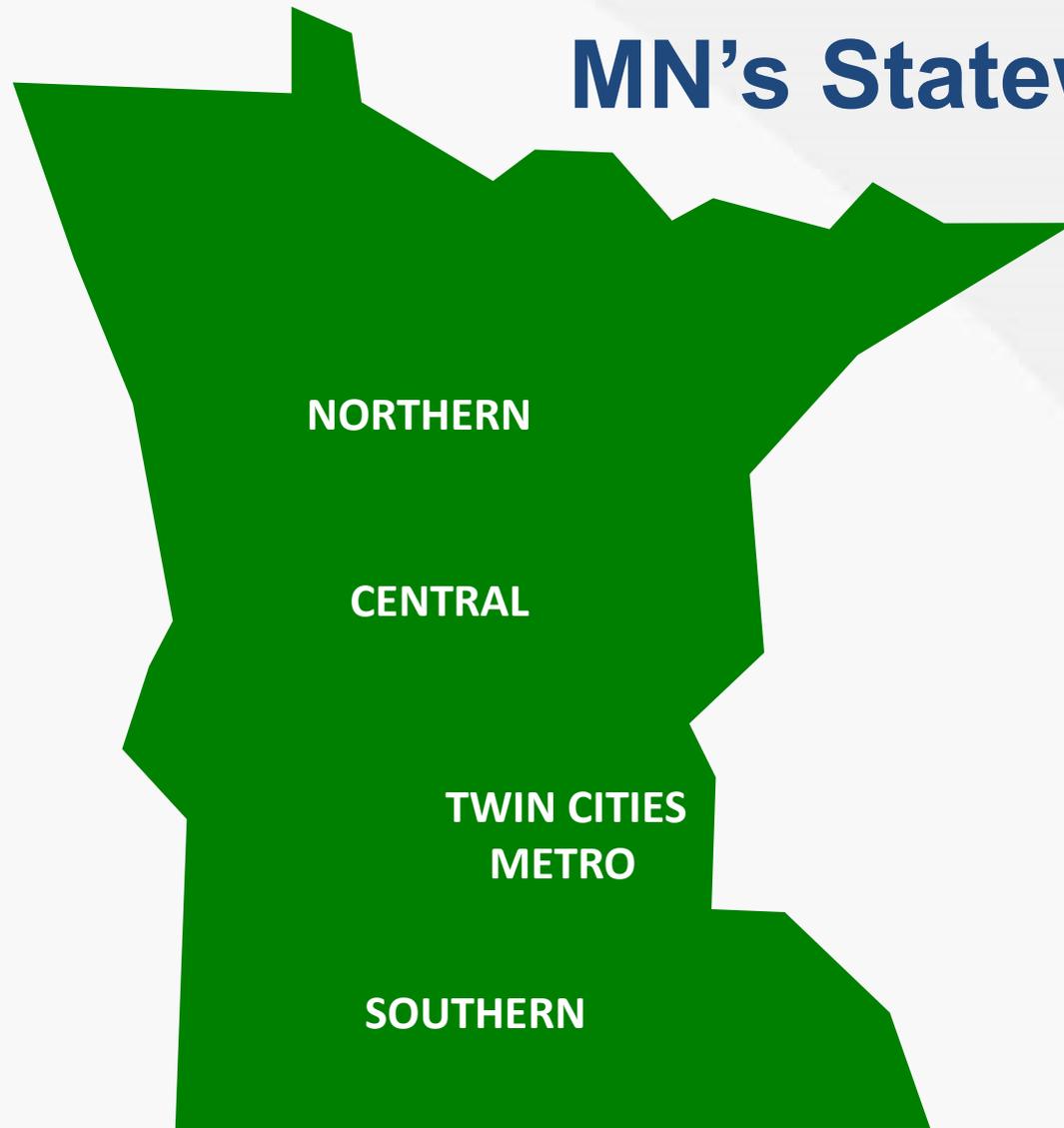
# About PTAC

## Procurement Technical Assistance Center (PTAC)

- **Nationwide federally funded program by the Defense Logistics Agency (DLA), and hosted by State of MN. Our focus is assisting Minnesota businesses to:**
  - Understand the government procurement process, practices and methods.
  - Improve competitiveness and business development capabilities through strategic marketing, research and contacts.
  - Identify, secure, maintain and ultimately help grow current government contracts and future awards.
- **PTAC extends its services and support to all MN based business.**
- **Services are free, including BidMatch.**

NORTHERN

# MN's Statewide Presence!



NORTHERN

CENTRAL

TWIN CITIES  
METRO

SOUTHERN

# About PTAC

## Services:

- One-on-one counseling
- Market Opportunity Assessment
- Registration / Certification Assistance
- Prime and Subcontract relationship connections
- Bid/Proposal Guidance
- Training and workshops
- Research Procurement Histories
- Electronic Bid Match Service

# About PTAC

## Bid Match Service:

- Automatic electronic searching of 1500+ federal, state, and local govt. websites.
- Website surfing “not required”.
- Requires identification of key words/phrases, product/service info, NAICS codes, FSC/PSC codes.
- Search criteria can be “filtered” geographically by area, region, states, agencies etc.
- Web-based or E-mail delivery.

**Department of the Army, U.S. Army Corps of Engineers, U.S. Army Engineer District, Walla Walla, US Army Engineer District, Walla Walla, 201 N. Third Avenue, Walla Walla, WA 99362-1876**

36--Genie Brand Model Z80/60 Self-Propelled Articulating **Boom** or Approved Equal. W912EF09Q0075 051109 Thelma Coste, 509-527-7223 [US Army Engineer District, Walla Walla](#). This requirement will be advertised as a 100% set-aside for Service-Disabled Veteran-Owned Small-Business [SDVOSB]. The North American Industry Classification System (NAICS) code is 423830 and the size standard is 100 employees. This synopsis is not a request for a proposal, but a notice that a solicitation will be issued. Set-Aside: Service-Disabled Veteran-Owned Place of Performance: US Army Engineer District, Walla Walla 201 N. Third Avenue, Walla Walla WA 99362-1876 US URL:

<https://www.fbo.gov/spg/USA/COE/DACA68/W912EF09Q0075/listing.html>

Article Number: 090411/PROCURE/0207 Matching Key Words: boom?;

**Department of the Army, U. S. Army Materiel Command, Letterkenny Army Depot, Letterkenny Army Depot, Directorate of Contracting, ATTN: AMSAM-LE-KO, 1 Overcash Avenue, Bldg 2, Chambersburg, PA 17201-4152**

39--10 Ton Bridge **Crane** W911N209T0114 042809 michelle.merrill, 717-267-5325 [Letterkenny Army Depot, Directorate of Contracting](#). The contractor shall provide a 1, 10 Ton Bridge **Crane** System, and shall mount the new **crane** system at the west end, high bay area of Building 320 at Letterkenny Army Depot, Chambersburg, PA 17201. This proposed action will be a firm-fixed price contract. The annotated closing date for the solicitation is an estimated date and may be adjusted dependent upon the release of the solicitation. The solicitation will not close prior to the annotated closing date. A site visit will be held for vendors to review the location for the work contemplated to be performed. The date and time of the site visit will be specified in the solicitation. A copy of the solicitation can be downloaded from the Army Single Face Industry <https://acquisition.army.mil/asfi> or Fed Biz Opps <https://www.fbo.gov>. If interested parties should have questions regarding the solicitation, please contact Michelle Merrill at (717) 267-5325 and/or emailed to michelle.merrill@us.army.mil. All responsible sources may submit a proposal, which shall be considered by the agency. Solicitation issue date: O/A 04/16/09. Set-Aside: Total Small Business Place of Performance: Letterkenny Army Depot, Directorate of Contracting ATTN: AMSAM-LE-KO, 1 Overcash Avenue, Bldg 2 Chambersburg PA 17201-4152 US URL:

<https://www.fbo.gov/spg/USA/USAMC/DAAH17/W911N209T0114/listing.html>

Article Number: 090411/PROCURE/0212 Matching Key Words: cat:38,39; crane; ti:crane;

**Defense Logistics Agency, DLA Acquisition Locations, Defense Supply Center Philadelphia - Construction & Equipment - BSM, DLA, DEFENSE SUPPLY CENTER PHILADELPHIA; 700 ROBBINS AVENUE; PHILADELPHIA, PA 19111-5092**

39--BAND,BRAKE,WINDLESS SPM8EE09T0980 042409 Questions regarding this solicitation should be emailed to

dlb@dlm.dla.mil Proposed procurement for NON-2050014 424432 BAND BRAKE WINDLESS SPM8EE09T0980 042409

# About PTAC

## Training Seminars:

- Orientation (Invited when signing up to be PTAC client!)
- Introduction to Government Contracting
- Foundations in Contracting - Basic Series (6 courses over 3 days)
- Foundations in Contracting - Advanced (various courses, select as needed)
- Certifications
- Veteran / CVE Verification Application
- Selling to State of Minnesota
- Industry Days / Procurement Fairs
- Tri-state (MN-SD-ND) Monthly Webinars (various contracting topics)



# About PTAC

## 2018 Results:

- Since 1991, PTAC has assisted thousands of Minnesota companies in securing and/or maintaining government contracts!
- 2018 ACTIVITY:
  - ✓ Worked with **1,104** clients throughout Minnesota
  - ✓ Sponsored **75** events with **4,049** participants
  - ✓ **5,238** hours counseled.
  - ✓ Attracted **800+** attendees to the 19<sup>th</sup> Annual Procurement Fair & **180+** to 14<sup>th</sup> Annual Greater MN Procurement Fair.
  - ✓ Assisted in securing **6,247** actions totaling **\$262 Million** reported by **321** clients.

# Government Market Place

- The Federal Govt. spends over \$528B of goods and services annually.
- State Governments (combined) estimated spending of \$1.9 trillion!
- Market includes federal, state and local agencies (cities, counties, local school districts, higher ED, libraries, etc.)
- Extensive procurement regulations to comply with and lengthy sales “cycle”.
- Small Business subcontracting opportunities available.
- Set-Aside opportunities and Preference programs available for “disadvantaged entities”, i.e.) MBE, DBE, WOSB, VOSB, SDVOSB, HUBZone.

# Government Market Place

## \$528+ Billion Total Prime Contract Awards – 2018\*

- \$358B = Department of Defense
- \$ 31B = Department of Energy
- \$ 27B = Department of Veterans Affairs
- \$ 21B = Department Health & Human Services
- \$ 18B = Department Homeland Security
- \$ 14B = NASA
- \$ 13B = GSA
- \$ 10B = Department of State
- \$ 7B = Department of Justice
- \$ 6B = Department of Transportation
- \$ 6B = Department of Agriculture
- \$ 5B = Department of Treasury
- \$ 5B = Agency for International Development
- \$ 4B = Department of Interior
- \$ 3B = Department of Education

(Minnesota's Share = \$3.2B)

\*As reported in USAspending.gov

# Government Market Place

## State of MN Procured \$2.2B in FY18 – Top Spend Categories:

- **Highways and Bridges - \$615M**
- **Non-IT professional/technical services** (architects, engineers, medical)- **\$340M**
- **Supplies** (pens, paper, computer hardware) - **\$178M**
- **Space rental and utilities** (building leases, electricity, water) - **\$167M**
- **Computer/System services** (LAN, WAN, web hosting, data storage)- **\$166M**
- **Equipment** (vehicles, servers, road graders) - **\$127M**
- **IT professional/technical services** (IT consultants, programmers) - **\$125M**
- **Communication** (telephones, UPS/FedEx, postage) - **\$58M**
- **Building Improvements** (remodel, repairs, HVAC, electrical work) - **\$40M**
- **Printing and Advertising - \$14M**

# Government Market Place

**“What”** does the government buy.....everything!

- **Products:**  
Computer hardware/software, medical/dental supplies, office supplies/furniture, foods, machined parts, oil, aviation equipment, clothing, war fighter supplies, etc.
- **Services:**  
Consulting, staffing, training, engineering, architecture, construction related, web development, medical coding, meeting planning, debt collection, social media, hazardous cleaning, janitorial, security services, etc.
- **Innovative Solutions:**  
New technology, “green” solutions, software development, unique devices, new processes, cyber security, etc.

# Government Market Place

## “How” does the Federal government Buy?

- Agency Inventories
- Excess from other Agencies
- Federal Prison Industries
  - Ability One (Blind/Severely Handicapped)
  - GSA/DLA Stock Inventory
  - GSA Schedules / GWAC's
  - Open Competition (“Solicitations”)

# Government Market Place

## “How” does the State of MN Buy?

### Goods/General Services/Construction:

- Solicitations posted on the Office of State Procurement’s (OSP’s) website and the SWIFT Supplier Portal:  
[https://supplier.swift.state.mn.us/psp/fmssupap/SUPPLIER/ERP/h/?tab=SUP\\_GUEST](https://supplier.swift.state.mn.us/psp/fmssupap/SUPPLIER/ERP/h/?tab=SUP_GUEST)
- One Time Purchases and Term Contracts possible
- Term Contracts - Up to a 5 year term is typical; May be used by one or more state agencies

### Professional Technical (P/T) Services:

- Solicitations are posted on the OSP’s website and the SWIFT Supplier Portal.
- Postings over \$50K are in SWIFT or the State Register, as well as on the OSP’s website.
- A Master Contract program may be set up with its own specified selection process.

# Government Market Place

## SOLICITATIONS:

“Mandated method, requiring a publically posted announcement of the government’s intent to purchase from the business community.”

## **FEDERAL: FedBizOpps**

The single government point-of-entry for federal government procurement opportunities over \$25,000. [www.fbo.gov](http://www.fbo.gov)

Search more than **40,600\*** active federal opportunities.

Posted Date:  Set-Aside Code:

Place of Performance:  Type:

Keyword / Solicitation #:  Agency:

Additional criteria and multiple selections are available on the [advanced search form](#).  
*\* Notices posted within the last 90 days.*

**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.

**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.

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

**FBO RECOVERY REPORTS**  
Click here for Opportunities  
Click here for Awards  
Learn more [about FBO recovery reports](#).

**SMALL BUSINESS EVENTS**  
Learn more about the Small Business Central Event Listing or [search now](#) for events.

**VENDOR COLLABORATION**  
FBO now contains the Vendor Collaboration Central Event Listing.  
[Learn more](#) or [search](#).

# Government Market Place

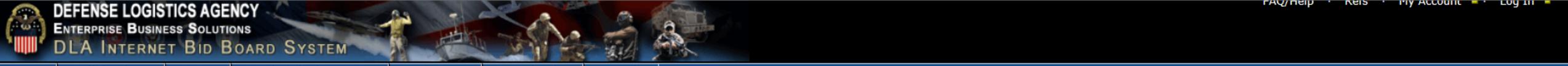
## DoD / Military Specific Solicitation sources:

- Department of Defense (DoD) – [www.defense.gov/](http://www.defense.gov/)  
Army, Marine Corps, Navy, Air Force, National Guard, Coast Guard, Base Exchange, Commissary  
[http://www.acq.osd.mil/dpap/cpic/cp/doing\\_business\\_with\\_the\\_department\\_of\\_defense\\_dod\\_us.html](http://www.acq.osd.mil/dpap/cpic/cp/doing_business_with_the_department_of_defense_dod_us.html)
- Defense Logistics Agency (DLA) – [www.dla.mil/](http://www.dla.mil/)
- DoD Small Business Assistance - <http://business.defense.gov/>

# Government Market Place

## Defense Logistic Agency (DLA):

- DLA Philadelphia (formerly DSCP): <http://www.dla.mil/troopsupport.aspx>
  - **Troop Support** – i.e.) Clothing and Textiles, Construction, Weapon System Equipment, Spare Parts, Medical and Subsistence
- DLA Richmond (formerly DSCR): <http://www.dla.mil/Aviation/>
  - **Aviation** – all things related
- DLA Columbus (formerly DSCC): <http://www.dla.mil/LandandMaritime.aspx>
  - **Land & Maritime and Energy** – i.e.) Vehicular spare parts, electronics, piece parts, energy products, petroleum, etc.



Notice: THE LINK - CONNECTING SUPPLIERS WITH DLA - ISSUE 12 » [Read Notice](#)  
ENHANCED JOINT CERTIFICATION PROGRAM PROCEDURES » [Read Notice](#)

Please read notices posted on the [Notices page](#).

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)** items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.



- **Help**
  - [On-Line Help](#)
    - [Frequently Asked Questions ~ FAQ](#)
    - [DIBBS On-Line Quoting Help](#)
    - [Batch Quoting Help](#)
  - [Contact Us](#)

- **Vendor Registration**
  - [Vendor Registration](#)
  - [Registration Guidelines](#)
  - [DLA Small Business Programs](#)

- **Solicitations**
  - [Requests for Quotation \(RFQ\)](#)
    - [Batch Quoting](#)
    - [Submitted Quote Searching](#)
  - [Requests for Proposal \( RFP \) / Invitation For Bid \(IFB\)](#)
  - Other DLA Opportunities
    - [Federal Business Opportunities \(FedBizOpps\)](#)

- **Awards**
  - [Awards](#)
  - [Subsistence Market Ready Orders](#)
  - [Post Award Request \(PAR\)](#)  
Allows vendors to submit post award requests.
  - Other DLA Awards
    - [Federal Business Opportunities \(FedBizOpps\)](#)

- **References**
  - [Global Search](#)
  - [DLA Master Solicitation for Automated Simplified](#)

- **Technical Data**
  - [DLA Collaboration Folders \(cFolders\)](#)
  - [DLA Packaging](#)

# Government Market Place

## Commercial (COTS) Products/Services:

### General Services Administration (GSA):

GSA supports all Federal agencies, to obtain the products, services, consulting, office space, real estate, and vehicles they need from federal and/or commercial sources.

### GSA Service Organizations:

- Federal Acquisition Service (FAS): Contracting Administration for: Multiple Awards Schedules (MAS) / Federal Supply Schedules (FSS)
- Public Building Service (PBS):  
Real Estate, Facilities, Design (A/E) & Construction

# Government Market Place

## GSA – Federal Supply Schedules: <http://www.gsa.gov/portal/category/100611>

- GSA Schedules – Potential 20 year contract
  - Contract pre-negotiates pricing, terms and conditions.
  - Contract is “empty” IDIQ – Indefinite Delivery Indefinite Quantity
  - GSA negotiates and administers contract.
- Any federal agency can place orders against the GSA contract.
- Must consider at least three schedules before placing orders.
- Contractor collects/pays GSA a quarterly Industrial Funding Fee (IFF)
- \$46B+ spent on all GSA Schedules in 2018 --- Over 24,000 Vendors! (Includes VA)
- Vendor MUST market contract...no guarantee of orders!



Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers.

GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit GSA.gov.

Search

Search input field with "in all the words" dropdown and "Search" button.

enter Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number, NAICS

Contractor Directory (a-z)

Cross-Schedule Search

Category Guide

Hurricane Response Supplies & Services

- Disaster Relief
Hospitality, Cleaning, & Chemicals
Laboratory, Scientific, & Medical
Office Solutions
Security Solutions
Tools, Hardware, & Machinery
Vehicles & Watercraft

- Building & Industrial
Furniture & Furnishings
IT Solutions & Electronics
Law Enforcement, Fire, & Security
Recreation & Apparel
Services
Travel & Transportation Solutions
Wildland Fire & Equipment

News...

Announcing the new Human Capital and Training Solutions (HCaTS) Program contracts. HCaTS provide reliable, flexible, fast and efficient ways to obtain best value customized solutions for human capital management and training requirements. Additional information can be found on the HCaTS webpage

Get Quotes

GSA eBuy is an easy-to-use electronic Request for Quotation (RFQ) system designed to facilitate the request for submission of quotations.



With eBuy, getting quotes is just a click away!

Additional Information

Customers

- Training Opportunities
FPDS-NG
EPLS
GSA Strategic Sourcing BPAs
Acquisition Gateway

Contractors

- FedBizOps
Schedules Sales Query
Vendor Support (VSC)

Quick Search

Quick search dropdown menu with "Go" button.

Schedule Contracts

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

- View schedule contracts
GSA schedules info
VA schedules info
NAICS schedule/SIN crosswalk
PSC schedule/SIN crosswalk

Technology Contracts

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

- View technology contracts
GSA technology contracts info

State and Local Governments

Cooperative Purchasing

Purchase IT products, services, and support equipment from Federal Supply Schedules.

- View participating vendors
Cooperative Purchase FAQ

Disaster Purchasing

Purchase products and services to facilitate recovery from a major disaster.

- View participating vendors
Disaster Purchasing FAQ

# Government Market Place

## State & Local Solicitation resources:

- State of MN – <http://www.mmd.admin.state.mn.us/solicitations.htm>
- U of M – <http://purchasing.umn.edu/>
- City of Minneapolis – [http://www.ci.minneapolis.mn.us/business/business doing business with city](http://www.ci.minneapolis.mn.us/business/business%20doing%20business%20with%20city)
- City of St. Paul – <https://www.stpaul.gov/departments/human-rights-equal-economic-opportunity/procurement-contract-analysis-services>
- Ramsey County - <https://www.ramseycounty.us/businesses/doing-business-ramsey-county>
- Hennepin County – <http://hennepin.us/> click on “Business”
- State and Local Government on the Net - <http://www.statelocalgov.net/index.cfm>



- Acquisitions Staff
- Acquisitions Buying Line Assignments
- Common Procurement Terms
- Customer and User Groups
- Environmental Purchasing
- Expiring Contracts
- FAQs for Vendors
- Forms
- Human Rights Changes
- International Trade
- Laws & Rules Governing Purchasing & Contracting
- Local Purchase Authority (ALP)
- Nonvisual Access to Technology
- Purchasing Policies
- Sales Tax Information
- Targeted Group, Economically Disadvantaged & Veteran-Owned Small Business Program
- Training

## Solicitation Announcements

### Goods and Services Solicitations and Small Construction Projects

Announcements of one-time and term contract solicitations for goods and services, and solicitations for small construction contracts.

### Virtual Plan Room - Construction Contracts

Announcements for construction solicitations for the Departments of Administration, Military Affairs, Natural Resources, Transportation and other State Agencies. If you need assistance accessing or downloading the plans and specifications, please contact Franz Reprographics at 763.503.3401 or [support@franzrepro.com](mailto:support@franzrepro.com).

### Other Entities Construction Contract Solicitations

Announcements of solicitations for construction for other public entities.

### Professional and Technical Service Contracting

Notice of Informal Solicitations for State of Minnesota Professional and Technical Service Contracts.

### State Register

Announcements of professional, technical and consulting contracts, including architecture and engineering, auditing/financial evaluation, medical/dental/psychiatric services, testing, planning, photographic, graphic design, and many others.

**Please Note:** If you find a discrepancy between the announcement and the actual solicitation, the terms of the solicitation shall prevail.

### Public Notice: Intent to Award Posting

This page contains a current list of Public Notice of Intent to Award. This public notice is one of the methods used to notify vendors of our intent to award. Other methods of notification may be by letter, email, or electronic notification through our automated procurement system (SWIFT).

# STATE & LOCAL GOVERNMENT on the Net

The Official State, County, & City Government Website Locator

11,518 Websites

Select State

Select Topic

Local Govt.

[Add/Update Link](#)

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Search

Custom Search

## State Government Offices, Local US Government, City Government and Federal Government

The State and Local Government Internet directory provides convenient one-stop access to the websites of thousands of state agencies and city and county governments. Use the drop-down menus on the left to view directory pages for:

- **States:** State Government Offices - View all the websites in a given state -- from a state's home page or governor's site to the smallest counties or townships.
- **Topics:** The websites of state government constitutional officers, state legislatures, state judiciaries and departments across ALL states.



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#### State Government

- [Alabama](#)
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- [American Samoa](#)
- [Arizona](#)
- [Arkansas](#)
- [California](#)
- [Nebraska](#)
- [Nevada](#)
- [New Hampshire](#)
- [New Jersey](#)
- [New Mexico](#)
- [New York](#)

#### Local State Government

- [Alabama](#)
- [Alaska](#)
- [Arizona](#)
- [Arkansas](#)
- [California](#)
- [Colorado](#)
- [Connecticut](#)
- [Nebraska](#)
- [Nevada](#)
- [New Hampshire](#)
- [New Jersey](#)
- [New Mexico](#)
- [New York](#)

#### Topic Pages for All 50 States

- [Homepages](#)
- [Governor-Lt Governor](#)
- [Atty General](#)
- [Secretary of State](#)
- [Legislature](#)
- [Judicial](#)

# Government Market Place

## What are the “Rules” with the Govt?

- Federal government - Federal Acquisition Regulations (FAR)  
<https://www.acquisition.gov/?q=browsefar>
- State government – 50 different rule books!  
<http://www.statelocalgov.net/index.cfm>



## What are the Contracting Methods?

- Micro-purchases
- Simplified Procedures
- Sealed Bidding
- Contract Negotiations
- Consolidated/Co-operative Purchasing Programs



# Government Market Place

## Federal Government “Markets”.

### Open Market:

- FBO/Solicitations
- Electronic Malls

### Hidden Market:

- Purchase or Smart Cards
- Small/Micro Purchases
- GSA Schedules
- Sole Source/Follow-on awards/BPA
- Prime Contractor/Teaming
- Cooperative Purchasing
- Federal Strategic Source Initiative (FSSI)
- Govt-wide Acquisition Contract (GWAC)
- Acquisition Gateway/Hallways/Category Management

# Government Market Place

## Government Sales history/forecasts?

- **Federal Procurement Data Systems (FPDS)**  
<https://www.fpds.gov>
- **USA Spending**  
[www.usaspending.gov](http://www.usaspending.gov)
- **Federal Agency Forecasts**  
[https://www.acquisition.gov/comp/procurement\\_forecasts/index.html](https://www.acquisition.gov/comp/procurement_forecasts/index.html)
- **General Services Administration (GSA) “GSA Advantage & SSQ Reports”**  
<https://ssq.gsa.gov>



# Federal Procurement Data System - Next Generation

- » [Home](#)
- » [Newsroom](#)
- » [Reports](#)
- » [Status](#)
- » [Worksite](#)
- » [Archives](#)
- » [Training](#)
- » [Help](#)

### Login

Log-In:

Password:

[Log In](#)

- » [Forgot Your Password?](#)
- » [Security and Privacy](#)
- » [Contact Help Desk](#)
- » You must click [here](#) for very Important D&B Information

### Registration

- » [Register](#)
- » [Who Should Register?](#)

### FAQs

- » [FPDS-NG](#)

## ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

### Deployment of Version 1.5

[Print](#)

As of October 1, 2017, Version 1.5 is live in FPDS production (<https://www.fpds.gov>)

Version 1.4 has been deprecated as of September 30, 2017.

### NIA Code - Hurricane Maria (H17M) [Print](#)

A new National Interest Action value 'Hurricane Maria 2017' has been added to track the relief contracts.

For Web Portal users the value 'Hurricane Maria 2017' is available for selection in the National Interest Action field drop-down. The Contract Writing systems shall use the code 'H17M' when creating/updating documents through Business Services.

National Interest Action value 'Hurricane Maria 2017' is valid from 09/20/2017 to 06/30/2018.

### GSA SmartPay Reports [Print](#)

FAR 4.606(a)(2) requires GSA's charge card management organization to provide purchase card data to FPDS, at a minimum, on an annual basis. For ease of customer access and use in agency reports (as needed), this data is available at <https://smartpay.gsa.gov/content/about-gsa-smartpay#sa832>

### NIA Extension for Hurricane Sandy [Print](#)

The expiration date for National Interest Action value 'Hurricane Sandy 2013' has been extended to 12/31/2017 on the FPDS-NG Production system. National Interest Action value 'Hurricane Sandy 2013' (code H13S) is valid from 10/28/2012 to 12/31/2017.

### Top Requests

- » [Recovery Report](#)
- » [Recovery Data \(Recipient-Reported, Cumulative Summary\)](#)
- » [Recovery Data \(Recipient-Reported, FY2013Q4\)](#)
- » [Hurricane Sandy Report](#)
- » [Hurricane Harvey Report](#)
- » [Hurricane Maria Report](#)
- » [Hurricane Irma Report](#)
- » [Other Hurricane/Disaster Relief](#)

### Latest News

- » [Deployment of Version 1.5](#)
- » [NIA/Other Static Reports](#)
- » [NIA Code - Hurricane Harvey \(H17H\)](#)
- » [NIA Code - Hurricane Irma \(H17I\)](#)
- » [NIA Code - Hurricane Maria \(H17M\)](#)

**Welcome to the new USAspending.gov!**  
We will continue to improve the data quality and display on a rolling basis. Questions? Check out our [About](#) page for important information on the data and authoritative sources or join the conversation on our [Community](#) page.



- Spending Explorer
- Award Search
- Profiles
- Download Center
- Glossary

# In 2018, the government spent \$4.11 trillion.

USA Spending tracks federal spending to ensure taxpayers can see how their money is being used in communities across America. Learn more on how this money was spent with tools to help you navigate spending from top to bottom.



# Doing Business with the Govt.!

**1<sup>st</sup> Question** ---- Am I a “Large” or “Small” business?

SBA sets the size standards, and matches them to each of the NAICS codes!

- Small Business Size Standards: <http://www.sba.gov/content/table-small-business-size-standards>
- NAICS Codes: <http://www.census.gov/eos/www/naics>
  - Searchable by Keyword, and may have more than one!
  - Many Bid opportunities are posted based on NAICS code!

“Rule of Thumb”:

- Manufacturing – 1 year average number of employees (usually < 500)
- Services – 3 year average revenues, but differs by industry (varies from \$7M - \$100M)

# Doing Business with the Govt.!

## Large or Small business...what's the big deal?

- Set-Asides --- restricts competitors!
- Agencies and Primes must subcontract!

### Current Subcontracting Goals:

	<u>Goal*</u>	<u>Actuals**</u>	
		<u>FY17</u>	<u>FY16</u>
• Small Business	23%	23.89%	24.35%
• Small Disadvantage (incl. 8(a))	5%	9.09%	9.54%
• Women-Owned	5%	4.71%	4.79%
• Veteran/Service Disabled Vet	3%	4.05%	3.98%
• HUBZone	3%	1.65%	1.67%

\* Statutory Goals – Actual goals vary by agency/prime

\*\* Source data – SBA Small Business Scorecard

# Doing Business with the Govt.!

## Large Business Subcontracting Plans:

- Large business receiving contracts over \$700K, (\$1.5M for construction) must submit a subcontracting plan – subject to annual approval by the C.O.
- The plan requires specific goals for each of the small business categories.
- Contractor must designate a Small Business Liaison Officer (SBLO).
- Listing of Subcontract Opportunities (SubNET):  
[http://web.sba.gov/subnet/search/dsp\\_search\\_option.cfm](http://web.sba.gov/subnet/search/dsp_search_option.cfm)
- DoD Prime Contractor Directory:  
<http://business.defense.gov/Acquisition/Subcontracting/Subcontracting-For-Small-Business/>

# Doing Business with the Govt.!

How can I become a government contractor?

## Register your business! (Federal)

1. DUNS - <http://fedgov.dnb.com/webform> or 1-866-705-5711
2. NAICS - <http://www.census.gov/eos/www/naics/>
3. DSBS - [http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)
4. SAM - <http://www.sam.gov> (Mandatory with Federal.)





Topics

Population, Economy

Geography

Maps, Products

Library

Infographics, Publications

Data

Tools, Developers

Surveys/Programs

Respond, Survey Data

Newsroom

News, Blogs

About Us

Our Research

Search

You are here: [Census.gov](#) > [Business & Industry](#) > NAICS

# North American Industry Classification System

Main

History

Development Partners

Federal Register Notices

NAPCS

FAQs

## NAICS Search:

Enter keyword or 2-6 digit code

2017 NAICS Search

Enter keyword or 2-6 digit code

2012 NAICS Search

Enter keyword or 2-6 digit code

2007 NAICS Search

## Reference Files

- 2017 NAICS
- 2012 NAICS
- 2007 NAICS
- 2002 NAICS

## Introduction to NAICS

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly by the [U.S. Economic Classification Policy Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#), to allow for a high level of comparability in business statistics among the North American countries.

This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS reference files and tools. Additional information on the background and development of NAICS is available in the [History](#) section of this Web site.

## 2017 NAICS Manual



## Announcements

[The 2017 NAICS Manual is now available here to view or download](#)

[NAICS 2017 Revision is final](#)

[August 08, 2016](#) [PDF, 290KB]  
North American Industry Classification System—Revision for 2017; Notice. Vol. 81, No. 152

[2017 NAICS Structure](#) [XLSX, 94KB]

[2017 NAICS to 2012 NAICS](#) [XLSX, 59KB]

[2012 NAICS to 2017 NAICS](#) [XLSX, 58KB]

[August 04, 2015](#) [PDF, 325KB]  
North American Industry Classification System (NAICS) - Updates for NAICS 2017



DSBS

Print Exit Help

DSBS Quick Market Search

Ready

Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser window.

NEW! NEW MARKETING FEATURE FOR CONTRACTING OFFICERS: Use the "Quick Market Search" button above to go to the Quick Market Search

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

All form fields that require typing in data have "tooltips" with data format information.

Location of Firm

State(s): (How to make multiple selections.)

- (any state) AL - Alabama AK - Alaska AA - American Atlantic (APO/FPO) AE - American Europe (APO/FPO) AP - American Pacific (APO/FPO) AS - American Samoa AZ - Arizona AR - Arkansas CA - California

Searching within a State: (Requires exactly one state from the list at left.)

Congressional District: [input box]

County: Select 1 State, then press Lookup [dropdown] Lookup



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.
- ALERT:** SAM.gov will be down for scheduled maintenance Saturday, 04/13/2019, from 8:00 AM to 2:00 PM (EDT).
- ALERT:** CAGE is currently experiencing a high volume of registrations, and is working them in the order in which they are received. When your registration is assigned to a CAGE Technician, you will be contacted by CAGE, if necessary, for any additional information.

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



Start by creating a SAM user account.

Register Entity



After creating your SAM user account, log in to register to do business with the U.S. government.

Search Records



Do a public search for existing entity registration records or exclusion records.

# Doing Business with the Govt.!

## MN Statewide Registration – SWIFT



- Every individual or organization doing business with the State is considered a vendor and must register in the SWIFT system
- SWIFT allows vendors to locate and respond to business opportunities through the Supplier Portal.

<https://mn.gov/mmb/accounting/swift/vendor-resources/>

# Doing Business with the Govt.!

## REGISTRATION/Certifications - Small Business – (Federal):

- **Small Business:** (Self Certify)
- **Small Disadvantaged Business:** (Self Certify)
- **Woman-Owned Small Business & EDWOSB:** (Self Certify and SBA Application)
- **Veteran-Owned Small Business:** (Self Certify/VA verified)
- **Service Disabled Veteran-Owned Small Business:** (Self Certify / VA verified)
- **8(a):** (SBA Certified)
- **HUB-Zone Small Business:** (SBA Certified)
- **System for Award Management (SAM):** (Self Certify)

# Doing Business with the Govt.!

## REGISTRATION/Certifications - Small Business – (States) (varies by state!):

### MN Examples:

- Targeted Group/Economically Disadvantaged/Veteran-Owned (TG/ED/VO)\*
- Disadvantaged Business Enterprise (DBE)\*
- Minnesota Unified Certification Program (MNUCP)\*
- Central Certification (CERT)
- North Central Minority Supplier Development Council (NCMSDC)
- Women's Business Development Center (WBDC-MN)

\* MN Small Business Certification Portal: <https://sbcp.mn.gov>

# Doing Business with the Govt.!

## REGISTRATION/Certification – Veterans (Fed & State):

- Service-Disabled Veteran-Owned Small Businesses (SDVOB)
- Veteran-Owned Small Businesses (VOSB)
  - CVE – Center for Veteran’s Enterprise -  
<https://www.va.gov/osdbu/verification/index.asp>
  - VETERAN’S FIRST PROGRAM:
    - Public Law 109-461: procurement program supporting veterans in business. Applies ONLY to the Department of Veterans Affairs prime and subcontracting opportunities.
    - **VA must first look for SDVOSBs and then VOSBs!** ..... then Other small business categories follow.

# Doing Business with the Govt.!

## Keys to Success!

### Know and understand your Customer!

- What do they buy? When do they buy it? How do they buy? Why do they buy it?
- Do they have funding today or next year?
- Learn their preferred contracting methods?
- How/When/Where to register?
- Leverage Small Business preferences
- It is a Business Development Challenge NOT a Sales initiative!
- Know your Competition -- Understand Teaming, Subcontracting!
- It can, and will, take time to work the “system”!
- Research, Research and more Research!



# Doing Business with the Govt.!

Good News... We WON a Govt. contract!!

Bad News... We WON a Govt. contract!!

Requires Contractor ensure:

- On-going Contract Administration
- Compliance with Contract Terms and Conditions
- Reporting Contract Sales
- Monitoring Subcontract/Prime Policies and Procedures
- Timely Deliveries
- Invoicing, Bidding, Modifications
- Audits, Close-outs





How Do I?

Government Services Citizen Services Business Services Media

Home > Business Services > Vendor Information > PTAC

- Business Services**
- Data and Info
- Grants
- Strategic Partnerships
- Vendor Information
- Construction Projects
- Equity in Procurement
- > PTAC
- About Us
- Events and Training
- Request Services
- Resources
- Services
- Staff
- Real Estate
- Working at the Capitol

# Minnesota Procurement Technical Assistance Center (MN PTAC)

## Request Services

Sign up for one-on-one counseling assistance with local, state, and federal government contracts.

## Services

One-on-one counseling assistance with government contracting.

## About Us

MN PTAC assists businesses in securing government contracts.

## Counselors

Find a PTAC Counselor close to you.

## Resources

Resources to help your business navigate the complicated government marketplace.

## Events and Training

MN PTAC Training Series, upcoming events, and community partner events.

## Procurement Technical Assistance

# Thank You!

*Please visit the PTAC booth if you have questions or need more info!*

