




2018 Federal Small Business Summit: Doing Business with EPA

Denise Sirmons, Director

**Office of Small and Disadvantaged Business Utilizations
U.S. Environmental Protection Agency**



Office of Small and Disadvantaged Business Utilizations U.S. Environmental Protection Agency

EPA Mission:	Protect Human Health and the Environment	 Denise Sirmons OSDBU Director
Annual Spend:	\$1.5 – 1.6B	
Small Business Spend:	Currently 44%	
Top NAICS:	562910 – Hazardous Substance Removal, Cleanup, Disposal 541300 – Architect - Engineer Services 541990 – Other Professional Services 541620 – Other Environmental Services, Studies, and Support 541610 – Program Management/Support Services	
EPA Resources:	www.epa.gov <ul style="list-style-type: none">❖ OSDBU Website❖ Contracting with EPA❖ Acquisition Forecast❖ Vendor Profile Database	



Office of Small Business Programs



- **The Army Materiel Command Office of Small Business Programs provides information and resources necessary for small businesses to become eligible to conduct business with AMC. Tapping into small businesses provides the Army access to specialized expertise, innovation and agile solutions for the current and future force.**
- **AMC Small Business representatives are knowledgeable and seek to ensure a fair portion of contract awards and a percentage of total U.S. business dollars are placed within specified socioeconomic programs, including:**
 - Small Business
 - Small Disadvantaged Business
 - Historically Underutilized Business Zones Small Business
 - Historically Black Colleges, Universities and Minority Institutions
 - Veteran-Owned Small Business/Service-Disabled Veteran-Owned Small Business
 - Women-Owned Small Business
 - Set-Aside Contracts
- **For more information on small business opportunities at AMC or with one of its subordinate commands, contact the AMC Office of Small Business Programs at: Phone: 256.450.7953 Fax: 256.450.8805
E-mail: usarmy.redstone.usamc.mbx.small-business@mail.mil**



HOW TO DO BUSINESS WITH THE ARMY



- 1. DETERMINE THE PRODUCT OR SERVICE** - In order to correctly differentiate between marketing strategies and individual customers with specific needs, Federal Supply Classification Codes (FSC) are used to group products into logical families for management purposes. The four-digit fields are used to group standardization documents and their products. The FSCs are listed here: <http://everyspec.com/FSC-CODE>.
- 2. ACQUIRE A CAGE CODE OR DUNS NUMBER** - The Defense Logistics Information Service will provide, upon request, a CAGE (Commercial and Government Entity) Program Code at URL <https://cage.dla.mil/>. A Data Universal Number System (DUNS) number is also required and may be obtained from Dun and Bradstreet by calling 1-800-333-0505 or 610-882-7000.
- 3. KNOW WHICH DIVISION OF THE ARMY WOULD BUY A PRODUCT OR SERVICE** - Billions of dollars are expended annually in support of the Army's mission. Most of the Army's buying activities make purchases in support of their individual base requirements and are considered local buys. Small Business Specialists are assigned to individual geographic areas and may be located here: <https://www.amc.army.mil/amc/smallbusiness.html>. A brief written summary of products and services may be required. The major Army Commands also have contractual responsibilities, depending upon their mission requirements. http://acc.army.mil/smallbusiness/contact_smallbusiness.html.
- 4. DETERMINE IF THE GOVERNMENT PURCHASE CARD CAN BE ACCEPTED** - Certain personnel at each installation are authorized to use government purchase cards (also known as IMPAC cards) to buy supplies and services valued at \$2,500 or less. Some activities may be able to provide a listing of the purchase card holders who can directly market products or services.



HOW TO DO BUSINESS WITH THE ARMY



5. RESEARCH CUSTOMERS - As with any customer, it is best to do some research about the activity before contacting them. Many Army activities maintain their own websites, and this information may be helpful in identifying the primary mission of that command.

- U.S. Army Materiel Command (AMC) – www.army.mil/amc/about.html
- Space & Missile Defense Command/Army Forces Strategic Command (SMDC/ARSTRAT) – www.army.mil/smdc
- U.S. Army Corps of Engineers (USACE) – www.usace.army.mil
- U.S. Army Intelligence & Security Command (INSCOM) – www.army.mil/inscom
- U.S. Army Medical Command (MEDCOM) – www.army.mil/armymedicine
- U.S. Army Medical Research & Materiel Command (MRMC) – www.mrmc.amedd.army.mil
- National Guard – www.nationalguard.mil
- U.S. Army Program Executive Office for Simulation, Training and Instrumentation – www.peostri.army.mil

6. REGISTER IN THE SYSTEM FOR AWARD MANAGEMENT - In order to do business with the Army, businesses must be listed in the System for Award Management database (previously the Central Contractor Registration). This registration must be completed prior to award of any contract or agreement. This registration can be accomplished online at <https://www.sam.gov/portal/SAM/##11>. With any change in status, companies should update their SAM information; e.g., if a company attains 8(a) status.



HOW TO DO BUSINESS WITH THE ARMY



7. SEEK ADDITIONAL ASSISTANCE IN THE DEFENSE MARKETPLACE - Doing business with an organization as large as DOD can be daunting. The Procurement Technical Assistance Centers (PTACS) (<http://www.aptac-us.org/>) are another important resource. These centers are located in most states and partially funded by DOD to provide small business with information on how to do business with DOD. They provide in-depth counseling on marketing, financial and contracting issues to small business concerns at minimal or no cost.

8. INVESTIGATE OTHER SMALL BUSINESS ADMINISTRATION (SBA) RESOURCES - In addition, the SBA offers assistance through their Small Business Development Centers (www.sba.gov/tools/local-assistance/sbdc), Service Corps of Retired Executives (SCORE) and regional SBA offices, which can provide information on loan programs, government procurements and the Section 8(a) program. The SBA's Office of Women's Business Ownership (www.sba.gov/offices/headquarters/wbo) and the Online Women's Business Center (archive.sba.gov/aboutsba/sbaprograms/onlinewbc/index.html) are special resources developed specifically to meet the needs of businesses owned by women.

9. PURSUE SUBCONTRACTING OPPORTUNITIES - Regardless of the product or service, a very large secondary market, Subcontracting Opportunities with DOD Prime Contractors (<http://www.acq.osd.mil/osbp/sb/dod.shtml>), lists all major DOD prime contractors by state and provides a point of contact (Small Business Liaison Officer) within each firm. These firms negotiate goals with the contracting activities for subcontracting to small business concerns. This is a multi-billion dollar market that has potential opportunities with the large prime DOD contractors, most of which have websites. Many of DOD's requirements may be beyond the scope of a single small business. Prime contractors are encouraged to subcontract and team up with small business concerns. The SBA's Sub-Net is another resource of potential subcontracting opportunities: <http://web.sba.gov/subnet/>.



HOW TO DO BUSINESS WITH THE ARMY



10. INVESTIGATE FEDERAL SUPPLY SCHEDULES - As the acquisition workforce within the Army is downsized, more and more products and services are being purchased from General Services Administration (GSA) schedules: www.gsa.gov or 703-305-6477.

11. BECOME FAMILIAR WITH CONTRACTING REGULATIONS AND PROCEDURES - The following regulations govern contracting procedures within the Army and are available online:

- Federal Acquisition Regulation (FAR) – <https://www.acquisition.gov/far/index.html>
- The Defense Federal Acquisition Regulation Supplement (DFARS) – <http://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html>
- The Army Federal Acquisition Regulation Supplement (AFARS) (<http://farsite.hill.af.mil/VFAFARA.HTM>)

12. MONITOR FEDERAL BUSINESS OPPORTUNITIES - Federal business opportunities are posted on www.fbo.gov. This is a single point of entry for the federal government and should be monitored daily.

13. MARKETING - After the customers have been identified, their requirements researched and their procurement regulations and strategies are generally understood, the final step is to market the product or service directly. Capabilities should be clearly and cogently presented to the Army activities and prime contractors. If the match is a good one, they can be provided with a cost-effective, quality solution to their requirements.

Additional Source: Department of the Army Office of Small Business Programs (www.sellingtothearmy.info/content/13-steps-doing-business-army)



Doing Business with the Federal Government

Thursday, August 16, 2018
East West Center

Why Should I Consider Government Contracting?

❖ Things to Consider

- ❖ The U.S. Government is the largest buyer of products and services. The **government buys** just about **everything**.
- ❖ FY 2017: Top 10 set asides \$37 Billion
- ❖ FY 2018: Top 10 set asides \$42.1 Billion

Getting Started Online

❖ Step by Step

- ❖ Register your Business
- ❖ Get your DUNS
- ❖ NAICS
- ❖ SBA table of Small Business Size Standards
- ❖ Set up EFT with your financial institution
- ❖ Register in SAM.GOV
- ❖ Register for VETS filing
- ❖ Apply for SBA (incl. SDVOSB) Certifications and apply with VA for VOSB & SDVOSB

★ FEDBIZOPPS.GOV

Federal
Business
Opportunities

E.GOV

USA.gov

Home

Getting Started

General Info

Opportunities

Agencies

Privacy

Search more than **40,400*** active federal opportunities.

Posted Date: Last 90 Days

Set-Aside Code: Any

Place of Performance: Any State or Territory

Type: Any

Keyword / Solicitation #:

Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).

* Notices posted within the last 90 days.



ATTENTION: The U.S. Small Business Administration (SBA) updated its Table of Small Business Size Standards adopting the Office of Management and Budget's 2017 revision of the North American Industry Classification System (NAICS) effective October 1, 2017. The revised NAICS Codes and their corresponding size standards are available for use in FBO. The updated table of size standards is available on SBA's website at www.sba.gov/size.



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 are a small business, you can register for free.

**BUY AMERICAN ACT**

View historical agency spend data regarding exceptions to the Buy American Act.

[Download Excel file](#)**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.

SEARCH SMALL BUSINESS EVENTS

**VENDOR COLLABORATION**<http://www.fbo.gov>

Federal Procurement Data System - Next Generation

Home » Newsroom » Reports » Status » Worksite » Archives » Training » Help

Login

Username:
Password:

Login

Password Field

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

Registration

Register
Who Should Register?

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).

NOTICE: FPDS Downtime Notification

The FPDS production application (<https://www.fpds.gov>) will be down for scheduled maintenance on Saturday, August 18, 2018 from 8:00 AM - 3:00 PM (EDT)

During the downtime the FPDS web portal, web services, ezSearch tool, search capabilities, and reports will be unavailable for regular use.

We apologize for any inconvenience this may cause.

Deployment of Version 1.5

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)

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

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 R

Latest News

- » End-Date of NIA Values on 08/13/2018
- » NIA Extension for Hurricane Maria

- » Deployment of Version 1.5
- » NIA/Other Static Reports

https://www.fpds.gov/fpdsng_cms/index.php/en/



U.S. General Services Administration

Why pursue GSA Contracts?

Stacy Swann
National Account Manager
August 2018

Category Management

What is it?

Retailing and purchasing concept in which products purchased by an organization is broken down into *product categories*—discrete groups of similar or related products

Spend Under Management

Spend on contracts that meet defined criteria for management maturity and data sharing.

“Best in Class” Contracts

Government-wide acquisition designation for contracts that satisfy five [key criteria](#) defined by the White House OMB

Additional Resources:

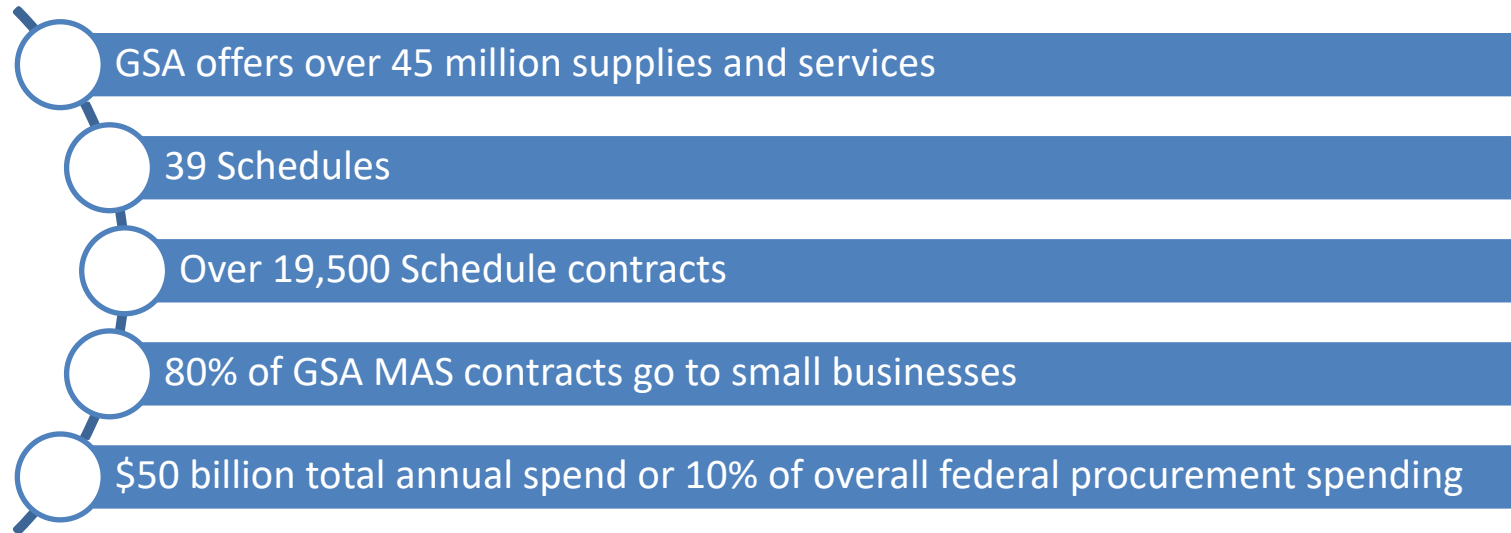
Acquisition Gateway: <https://hallways.cap.gsa.gov>

“About Category Management”

“BIC Resource”

GSA Contracts:

What is a GSA Schedule?



Find the Right Solicitation:

[GSA eLibrary](#)

www.gsa.gov/schedulesolicitations

Additional Resources:

www.gsa.gov/smallbizresources

gsaosbu@outreach.gsa.gov

1-855-OSBUGSA (672-8472)