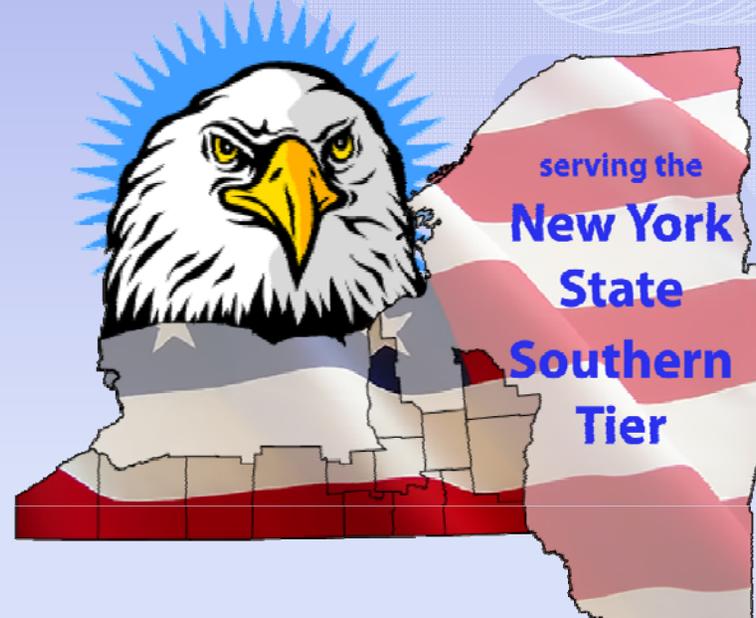


Cattaraugus County PTAC



Doing Business With the Government

11/20/2013

Joe Williams, Program Manager
Lenora Leasure, Small Business Counselor



Procurement Technical Assistance Center (PTAC)

- The Cattaraugus County Procurement Technical Assistance Center is funded through a cooperative agreement from the Department of Defense (DOD) that is administered by the Defense Logistics Agency (DLA). *****The content of any written materials or verbal communications of the PTAC does not necessarily reflect the official views of or imply endorsement by DOD or DLA.*****
- The DoD Procurement Technical Assistance Cooperative Agreement Program was established by Congress in 1985.
- The Cattaraugus County PTAC was established in 1987.
- The PTAC is dedicated to promoting economic growth in our County and region.
- We provide confidential one-on-one consulting and training to assist businesses with marketing goods and/or services to federal, state and local governments.
- We have the resources to help you grow your business and **our services are free.**



Assistance Provided

- Group presentations and seminars on contracting topics.
- One-to-one counseling with businesses on any government contract related matter such as:
 - Registration on websites
 - Identifying government agencies that purchase a firm's products or services.
 - Help complete proper forms.
 - Classify a firm's products or services according to federal codes.
 - Locate military and other government specifications and drawings.
 - Research
- Alert business of emerging trends in government procurement.
- Identify special opportunities for small businesses
- Assist with access to Contracting Resources
- Electronic Bid Matching
 - Targeted computer search of Federal, State and Local government bids. Provided on a daily basis via the Internet and email.

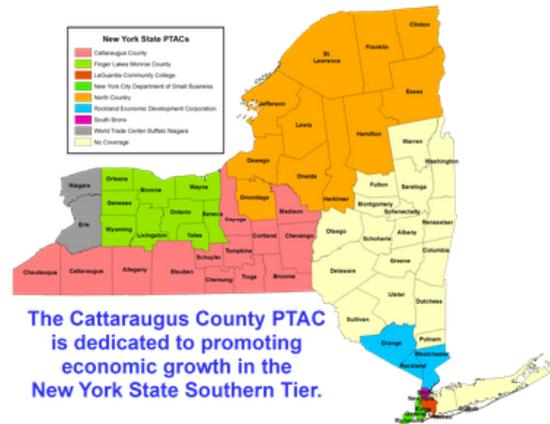
Client Obligation

- Must register with the Cattaraugus County PTAC and complete the required information online at <http://www.ccptac.org> to be eligible for services.
- Maintain an active membership by communicating with the PTAC during any 12-month period. Call with your questions, attend workshops, respond to surveys.
- Report any awarded contracts to the PTAC office on a quarterly basis (PTAC sends out surveys or clients may log in to eCenterdirect.com and complete the survey).

[New Client Signup](#)
[Training-**WEBINARS**](#)
[Library of Documents](#)
[Contact Information](#)
[Useful Links](#)
[SAM Quick Start Guide for User Account Migration](#)
[SAM Quick Start Guide for Small Business Searches](#)
[PTAC Introduction - What is a PTAC. Why supply to the government. Are you ready and Resources that are available.](#)
[Cattaraugus County PTAC Newsletter Sign-Up](#)
[Help for Cattaraugus County Businesses - Start-up, business plans, available financing, agencies](#)
[A Guide to Understanding New York State's Procurement Process](#)
[Acronym Finder](#)
[Acquisition Central](#)
[Bidmatch - Description of Free Service offered by CCPTAC](#)
[BusinessUSA - a centralized, one-stop platform to make it easier for businesses to access services to help them grow.](#)
[CAGE Search](#)
[SAM - System for Award Management \(CCR access\)](#)
[DIBBS](#)
[Doing Business with DoD](#)
[DoD Contract Notices \\$6.5 million or larger](#)
[DoD Subcontracting Directory](#)
[DoD Subcontracting Program](#)
[Dynamic Small Business Search](#)
[Federal Forecasts and Home Pages](#)
[FedBizOpps.gov](#)
[Federal Procurement Data System](#)
[GSA Advantage - search for price comparisons using keywords](#)
[Link for ImageView 1.1.106 \(4/9/12\) and IndexR 6.0.0.17 \(9/13/12\) use to view drawings.](#)
[GSA Subcontracting Directory](#)
[NAICS Lookup](#)
[New York State Resource Center for](#)

Cattaraugus County PTAC

The Cattaraugus County Department of Economic Development, Planning and Tourism administers a government marketing and technical assistance program as one of the special economic development projects offered to assist businesses of Cattaraugus County and the New York State Southern Tier.



The Cattaraugus County PTAC is dedicated to promoting economic growth in the New York State Southern Tier.

We provide confidential **one-on-one consulting and training** to assist businesses with marketing goods and/or services to federal, state and local governments. We have the resources to help you grow your business and, as a governmental organization, **most of our services are free.**

We also offer **no-cost training events and workshops** to help you strengthen your business knowledge of marketing to the government and apply it immediately to your business plans. Whether starting a new business or running an existing business, we can help you guide your business to a more successful future. [Click on the Training Events/Webinars link on the left to look at the FREE training available](#)

All businesses located in the thirteen county service area, Allegany, Broome, Cattaraugus, Cayuga, Chautauqua, Chemung, Chenango, Cortland, Madison, Schuyler, Steuben, Tioga and Tompkins, are eligible to utilize the PTAC services. Our PTAC is one of eight located in New York State. [Click here for a complete list of the PTAC programs available in all states.](#)

BECOME A CLIENT

Submit a request for counseling services by selecting [New Client Sign Up](#) at left. Once we have processed your submission, you will receive a confirmation that includes your login password. You may also view and sign up for events by selecting [Training Events](#) tab on the left.

We have presentations on **YouTube** that will assist you in "Selling to the Government."

GSA has posted a webinar, "Updating Your CCR Registration in SAM" on YouTube. [Click HERE.](#)

Cattaraugus County PTAC



ALREADY A CLIENT

Please log in above to access our services and keep your account information up to date. Once logged in, you can sign up for events without resubmitting your personal information as well as respond to any pending survey requests. You may also

Why Supply/Sell to the Government?

- The US Government is the largest purchaser in the world - buys over 17 million different commercial items.
- Government can be a reliable, continuous source of business.
- The Government pays its bills.
- They contract according to public law (Federal Acquisition Regulations (FAR/Defense FAR)).
- They have flexible contracting arrangements - can pay progress payments.
- They can reward good performers!
- They also sell to international military customers through security assistance or foreign military sales programs.

Federal Government Spending 2013



Prime Award Advanced Search Sub-award Advanced Search
 NOTE: You must click [here](#) for very important D&B information.

Prime Award Spending Data

[View Sub-award Data](#)

FY 2013

Filters: FY 2013 Type of Spending: [Contracts](#)

By Agency By Prime Awardee By Location

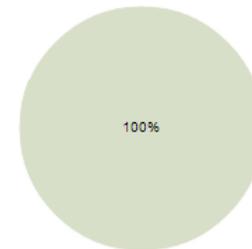
[Report Data Issues](#)

| Agency | Total Dollars |
|---|---------------|
| Department of Defense | \$229.4B |
| Department of Energy | \$24.5B |
| Department of Health and Human Services | \$19.7B |
| Department of Veterans Affairs | \$17.6B |
| National Aeronautics and Space Administration | \$14.2B |
| Department of Homeland Security | \$12.1B |
| General Services Administration | \$8.4B |
| Department of State | \$7.4B |
| Department of Treasury | \$6.8B |
| Department of Justice | \$6.4B |
| Department of Transportation | \$6.0B |
| Department of Agriculture | \$4.7B |

Federal Spending FY 2013

Choose Spending Types to view:

- Contracts \$379.7B
- Grants \$0.0
- Direct Payments \$0.0
- Insurance \$0.0
- Loans / Guarantees \$0.0
- Others \$0.0



[List View](#)

* Assistance data includes the aggregated spending of different assistance types, like Grants, Direct Payments, Insurance, Loans and Other Assistance.

THOMAS P. DiNAPOLI
STATE COMPTROLLER



STATE OF NEW YORK
OFFICE OF THE STATE COMPTROLLER

110 STATE STREET
ALBANY, NEW YORK 12236

A MESSAGE FROM STATE COMPTROLLER THOMAS P. DiNAPOLI

The Office of the State Comptroller publishes this *Directory of Frequently Purchased Commodities and Services by New York State Agencies* annually as part of our mission to increase the efficiency and effectiveness of New York State government. Under State law, my office is charged with reviewing and approving most new contracts and contract amendments for all New York State agencies and some public authorities. In State fiscal year 2011-12, we reviewed approximately 28,000 contracts valued at over \$66 billion. In addition, my office pays the State's bills and ensures that vendors are fulfilling their contractual obligations.

I am committed to reviewing contracts rigorously in order to protect our public funds – an especially important priority in this challenging fiscal environment. At the same time, we strive to make the contracting process swift, convenient and fair for all vendors and State agencies. New York State spends about \$5.7 billion on goods and services each year, and our citizens benefit from an open, transparent process for all contracting. The *Directory of Frequently Purchased Commodities and Services* helps establish a level playing field for companies to compete for opportunities to do business with the State. This *Directory* may be particularly useful to prospective vendors who have not historically taken advantage of State contracting opportunities.



Thomas P. DiNapoli
State Comptroller

NEW YORK STATE OFFICE OF THE STATE COMPTROLLER

**Directory of Frequently Purchased
Commodities and Services
by New York State Agencies**

<http://www.osc.state.ny.us/reports/fiscal/directorycommodities.pdf>

New York State Opportunities

New York State State Agencies Search all of NY.gov

Business First Search our site...

NEW YORK THE CENTER OF THE GLOBAL ECONOMY

RESOURCES FOR SMALL BUSINESS

- Financial Assistance
- Expertise / Technical Assistance
- Permits & Licenses
- Taxes & Mandated Filings
- Industry Resources
- Employee Hiring, Training, Benefits & More
- Government Contracting & Procurement
- Local Government Resources
- Regional Resources

Small businesses are big businesses for New York, comprising 98% of all businesses in the state and employing more than half of New York's private sector workforce. Innovation, creativity, determination and perseverance are just a few of the essential qualities small business owners demonstrate every day.

New York State is committed to encouraging the continuous growth of small businesses in order to sustain their economic standing and position them for future growth and success. Our dedicated team directs a wide array of programs and initiatives to support small business growth and help entrepreneurs maximize their opportunities for success.

The **Business First** Resource Center provides one-stop shopping for many state resources, but to speak with someone about your specific small business needs, please contact New York State's [Small Business Division](#) at (800) 782-8369.

NYS CR | NEW YORK STATE CONTRACT REPORTER
[Click Here](#) to connect to New York State's official publication of state procurement opportunities

[Doing Business with New York State](#)

<http://www.nyfirst.ny.gov/ResourceCenter/SmallBizMenu.html>

New York State Comptroller Thomas P. DiNapoli

Office of the State Comptroller

OPEN BOOK **NEW YORK**



Search Local Gov. Spending

See how your county, city, town, village, fire or school district gets and spends your money. This site is updated daily.



Search State Contracts

Look at active New York State contracts and see who is doing business with the State. Data is updated daily.



Search State Spending

A summary level view of all state spending. Data is updated monthly.



Search State Payments

Find payments made by the State since April 1, 2012. Data is updated daily.



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<http://www.openbooknewyork.com/index.htm>

Government Contracting: the BASICS

STEP 1 - Identify your product or service

- NAICS
- FSC/PSC
- SBA Size Standard

STEP 2 – Registrations

- DUNS - Data Universal Numbering System
- SAM – System for Award Management
- DSBS – SBA Profile

STEP 3

Identify Your Target Market

- Contact Small Business Specialists
 - DoD
 - ARMY
 - NAVY
 - Air Force
 - Other Defense Agencies (ODAs)
 - Other Federal Agencies
 - Federal Office of Small and Disadvantaged Business Utilization (OSDBU)
 - Small business information, opportunities and forecasts

STEP 4

Identify Current Procurement Opportunities

- Identify current procurement opportunities in your product or service area by checking the electronic version of the [Federal Business Opportunities](#) website
- Procurement Forecasts by federal agencies
- PTAC Bidmatching Program

PTAC Outreach Bidmatch program searches:

- **USABID** database consists of bid opportunities from city, county, and state agencies across the United States.
- **FedBizOpps** is the Internet entry point for all federal bids over \$25,000
- **"Small"** database includes federal bids not advertised in the FedBizOpps database that are less than \$25,000 in value. Opportunities that are retrieved daily from DLA's various electronic bulletin boards along with bids from a number of other sources
- **Blue Tops** are DoD press releases issued for contract awards valued at \$5,000,000 or more. These press releases help you keep on top of potential subcontracting opportunities
- **International** database includes international agricultural leads, bids from the Official Journal of the European Union and bid opportunities from MERX, the Canadian equivalent of the FedBizOpps database.

<http://www.outreachsystems.com/docs/BidMatchProgram.pdf>

Subject: mybidmatch.com for November 6, 2013 [3468.CC325]
From: "Cattaraugus County PTA Center"
To: ptac
Date: 11/06/2013 12:35 PM

Dear Bid Match Customer,

There are 37 new articles available for you on your personal [MyBidmatch](#) Web site where you can view the bid opportunities and/or informational articles for [November 6, 2013](#). You will receive an email notification each time new articles are posted to your personal Web site. You can also bookmark this page and return to it periodically to check for new articles. The notices will remain on the system for 30 days, after which time they will be purged. If you wish to save these articles please select **File/Save As** from your browser's menu.

Click this link [MyBidmatch](#) for your directory of output.

The first 25 titles of the articles are listed below:

- **17 -- CAP ASSY, FILTER** (Defense Logistics Agency, DLA Acquisition Locations, DLA Land and Maritime, P O Box 3990 Columbus OH 43218-3990)
- **42--BRACKET,FIRE EXTING** (Defense Logistics Agency, DLA Acquisition Locations, DLA Troop Support - Medical - BSM, 331221)
- **53--BRACKET,MOUNTING** (Defense Logistics Agency, DLA Acquisition Locations, DLA Troop Support - Construction & Equipment - BSM, DEFENSE LOGISTICS AGENCY, LOGISTICS OPERATIONS, DEFENSE SUPPLY CENTER PHILADELPHIA - GENERAL & INDUSTRIAL, 700 ROBBINS AVENUE, PHILADELPHIA, PA, 19111-5096)
- **79 - Bid 1408 for Maint. Warehouse - Assorted Filters Deadline Date/T** (Tennessee - Shelby County Schools, Procurement Services Director 160 South Hollywood Street Room 126 Memphis, Tennessee 38112 Office: (901) 416-5376)
- **53 -- NAICS code: 332510 FSC code: 5340 Noun: BRACKET,ANGLE** (Army Single Face to Industry-Aquisition Business)
- **53 -- BRACKET,MOUNTING 52.246-11 Higher Level Contract Quality Requir** (DLA, Defense Supply Center Columbus, 3990 East Broad Street, P.O. Box 16704, Columbus, OH 43216-5010.)
- **29 -- FILTER ELEMENT,SPEC FILTER ELEMENT, SPECIAL 52.246-11 Higher Lev** (DLA, Defense Supply Center Columbus, 3990 East Broad Street, P.O. Box 16704, Columbus, OH 43216-5010.)
- **15 -- BRACKET,GUARD BRACKET,GUARD 52.246-11 Higher Level Contract Qual** (DLA, Defense Supply Center Columbus, 3990 East Broad Street, P.O. Box 16704, Columbus, OH 43216-5010.)
- **15 -- BRACKET ASSEMBLY,FU BRACKET ASSEMBLY, FUEL PROBE 52.246-11 Highe** (DLA, Defense Supply Center Columbus, 3990 East Broad Street, P.O. Box 16704, Columbus, OH 43216-5010.)
- **53 -- BRACKET,MULTIPLE AN BRACKET,MULTIPLE ANGLE MARK IAW MIL-STD-130N** (DLA, Defense Supply Center Columbus, 3990 East Broad Street, P.O. Box 16704, Columbus, OH 43216-5010.)
- **53 -- BRACKET,CAM FOLLOW BRACKET, CAM FOLLOW Buyer: DLA AVIATION ASC S** (DLA, Defense Supply Center Columbus, 3990 East Broad Street, P.O. Box 16704, Columbus, OH 43216-5010.)
- **29 -- LEVER AND BRACKET ASSEMBLY LEVER AND BRACKET ASSEMBLY IDENTIFY T** (DLA, Defense Supply

An example of the email a client receives

PTAC, CattCo

[Forward](#)[Test](#)[Inactivate](#)[Edit](#)

Bid Match Options

Bid Match Start Date: 10/18/2010

Output Method: Web Mail (mybidmatch.com) to ptac@cattco.org (click here to e-mail mybidmatch.com link to client)

Last Profile Change: 3/8/2013 12:09:00 PM

This month's Bid Match total: 299

SEARCH CRITERIA FOR 3468 PROFILE CC325

option transport=email ptac@cattco.org

option webmail

source ~3468/Global

select metal*<2u>furniture

select title:brace?

select title:bracket?

select title:filter? and not (flui? or fuel? or air or water)

select title:flange?

select wood*<2u>bookcase?

Online at: <http://www.mybidmatch.com/go?sub=FE51EC2A-DF9D-42DA-B6DE-C9973137DAB7>

Welcome to mybidmatch.com for search profile: CC325

The procurement opportunities that matched your search profile are listed below by date, along with the total number of articles found for each date. You will receive an e-mail when new articles are posted here. If your e-mail address changes, please notify us as soon as possible using the contact information included with each day's listing.

Alternatively you can update your email address on our [eCenter Direct Web site](#). eCenterDirect is the client Web portal where you will be able to find a variety of online resources available to you.

You may also bookmark this page and check back as often as you'd like for new postings and please visit our [help](#) file for assistance on interpreting the bid leads. Articles will remain on the mybidmatch.com Web site for 30 days.

| | | |
|------------------------------|--------------|-----------------------------|
| Nov 06, 2013 | 37 articles | Read on Nov 6 2013 12:11PM |
| Nov 05, 2013 | 122 articles | Read on Nov 6 2013 12:11PM |
| Nov 04, 2013 | 26 articles | Read on Nov 5 2013 8:05AM |
| Nov 03, 2013 | 1 articles | Read on Nov 5 2013 8:02AM |
| Nov 01, 2013 | 60 articles | Read on Nov 4 2013 6:32AM |
| Oct 31, 2013 | 2 articles | Read on Oct 31 2013 10:30AM |
| Oct 30, 2013 | 19 articles | Read on Oct 31 2013 10:30AM |
| Oct 29, 2013 | 19 articles | Read on Oct 29 2013 9:42AM |
| Oct 28, 2013 | 19 articles | Read on Oct 28 2013 10:06AM |
| Oct 27, 2013 | 12 articles | Read on Oct 28 2013 7:28AM |
| Oct 26, 2013 | 3 articles | Read on Oct 29 2013 6:23AM |
| Oct 25, 2013 | 43 articles | Read on Oct 28 2013 7:28AM |
| Oct 24, 2013 | 21 articles | Read on Oct 24 2013 9:45AM |
| Oct 23, 2013 | 31 articles | Read on Oct 24 2013 6:54AM |
| Oct 22, 2013 | 26 articles | Read on Oct 22 2013 10:03AM |
| Oct 21, 2013 | 18 articles | Read on Oct 21 2013 9:34AM |
| Oct 20, 2013 | 4 articles | Read on Oct 21 2013 5:45AM |
| Oct 19, 2013 | 10 articles | Read on Oct 21 2013 5:45AM |
| Oct 18, 2013 | 31 articles | Read on Oct 21 2013 5:45AM |
| Oct 17, 2013 | 34 articles | Read on Oct 17 2013 10:14AM |
| Oct 16, 2013 | 42 articles | Read on Oct 16 2013 9:34AM |
| Oct 15, 2013 | 15 articles | Read on Oct 15 2013 11:26AM |
| Oct 14, 2013 | 1 articles | Read on Oct 15 2013 11:26AM |
| Oct 13, 2013 | 3 articles | Read on Oct 15 2013 11:26AM |
| Oct 12, 2013 | 5 articles | Read on Oct 15 2013 11:26AM |
| Oct 11, 2013 | 32 articles | Read on Oct 15 2013 11:26AM |
| Oct 10, 2013 | 41 articles | Read on Oct 10 2013 9:44AM |
| Oct 09, 2013 | 50 articles | Read on Oct 10 2013 9:43AM |

Client mybidmatch.com website

OutreachSystems Search for November 4, 2013

Center Account: 3468
 Client Profile: CC325
 Emailed to: ptac@cattco.org

The government contract opportunities enclosed with this email are provided to you by the Cattaraugus County Procurement Technical Assistance Center. If you would like to add or delete search criteria to your custom profile you may contact Joe Williams at:

Tel: (716) 938-2331 - Fax: (716) 938-2779

FedBizOpps - Procurements**Defense Logistics Agency, DLA Acquisition Locations, DLA Land and Maritime - BSM, 334417**

59--FILTER,LOW PASS SPE7MC14T1808 111813 Questions regarding this solicitation should be emailed to dibbsBSM@dla.mil Proposed procurement for NSN 5915014370950 FILTER,LOW PASS:

Line 0001 Qty 50.00 UI EA Deliver To: W1BG DLA DISTRIBUTION By: 0160 DAYS ADO This is a source controlled drawing item. Approved sources are 14304 10497-0350-01; 19615 F4513.

The solicitation is an RFQ and will be available at the link provided in this notice. Hard copies of this solicitation are not available. The items furnished must meet the requirements of the drawing cited in the solicitation. Digitized drawings and Military Specifications and Standards may be retrieved, or ordered, electronically.

All responsible sources may submit a quote which, if timely received, shall be considered.

Quotes must be submitted electronically.

Set-Aside: Service-Disabled Veteran-Owned Small Business URL: <https://www.fbo.gov/spg/DLA/J3/DSCC-BSM/SPE7MC14T1808/listing.html>

OutreachSystems Article Number: 131104/PROCURE/0099 Matching Key Words: ti:filter?;

DLA - Defense Supply Center Philadelphia

DLA, Defense Supply Center Columbus, 3990 East Broad Street, P.O. Box 16704, Columbus, OH 43216-5010. <http://dibbs.bsm.dla.mil/>

53 -- SOL SPE4A6-14-T-5348 PR 0051398618 DUE 131012 Delivery by AWD DT + 5. FOB is DESTINATION . NSN/MATERIAL:5365013638401 ITEM DESCRIPTION PLUG,MACHINE THREAD PLUG,MACHINE THREAD WESTERN FILTER CORP CAGE 13520 P/N 431385 ITEM 25 DSCR MAY NOT HAVE AN APPROVED BIDSET FOR THIS NSN. . MERCURY OR MERCURY CONTAINING COMPOUNDS SHALL NOT BE INTENTIONALLY ADDED TO,OR COME IN DIRECT CONTACT WITH,ANY HARDWARE OR SUPPLIES FURNISHED UNDER THIS CONTRACT. EXCEPTION: FUNCTIONAL MERCURY USED IN BATTERIES, FLUORESCENT LIGHTS, REQUIRED INSTRUMENTS; SENSORS OR CONTROLS; WEAPON SYSTEMS; AND CHEMICAL ANALYSIS REAGENTS SPECIFIED BY NAVSEA. PORTABLE FLUORESCENT LAMPS AND PORTABLE INSTRUMENTS CONTAINING MERCURY SHALL BE SHOCK PROOF AND CONTAIN A SECOND BOUNDARY OF CONTAINMENT OF THE MERCURY OR MERCURY COMPOUND. (IAW NAVSEA 5100-003D). CRITICAL APPLICATION ITEM WESTERN FILTER, A DIVISION OF 13520 P/N 431385 ITEM 25 Buyer: DLA AVIATION ASC COMMODITIES DIVISION RICHMOND VA 23297 USA Name: Cassandra Julien Buyer Code:PARFM44 Tel: 804-279-3323 Fax: 804-279-5401 Email: Cassandra.Julien@dla.mil 8. TO: PR: 0051398618 NSN/MATERIAL:5365013638401 ITEM DESCRIPTION PLUG,MACHINE THREAD PLUG,MACHINE THREAD WESTERN FILTER CORP CAGE 13520 P/N 431385 ITEM 25 DSCR MAY NOT HAVE AN APPROVED BIDSET FOR THIS NSN. . MERCURY OR MERCURY CONTAINING COMPOUNDS SHALL NOT BE INTENTIONALLY ADDED TO,OR COME IN DIRECT CONTACT WITH,ANY HARDWARE OR SUPPLIES FURNISHED UNDER THIS CONTRACT. EXCEPTION: FUNCTIONAL MERCURY USED IN BATTERIES, FLUORESCENT LIGHTS, REQUIRED INSTRUMENTS; SENSORS OR CONTROLS; WEAPON SYSTEMS; AND CHEMICAL ANALYSIS REAGENTS SPECIFIED BY NAVSEA. PORTABLE FLUORESCENT LAMPS AND PORTABLE INSTRUMENTS CONTAINING MERCURY SHALL BE SHOCK PROOF AND

Client mybidmatch.com notice

STEP 5

Familiarize Yourself with Contracting Procedures

- [Federal Acquisition Regulations](#)
- [Defense Federal Acquisition Regulation Supplement \(DFARS\)](#)
- [Other Federal Agency Supplements](#)

STEP 6

Investigate Federal Supply Schedules

- Many DoD and federal agency purchases are orders on Federal Supply Schedule (FSS) contracts.
- Contact the [General Services Administration \(GSA\)](#) for information on how to obtain a FSS contract.

STEP 7

Seek Additional Assistance as Needed

- Procurement Technical Assistance Center (PTAC)
- Small Business Administration (SBA)
- Small Business Professionals
 - DoD Small Business Specialist
 - All other Federal agencies
- Small Business Development Centers (SBDC)
- Service Corps of Retired Executives (SCORE)

STEP 8

Explore Subcontracting Opportunities

- Regardless of your product or service it is important that you do not neglect this very large secondary market.
- If a large business is awarded a construction contract equal to or greater than \$1.5 million or other service or commodity contracts equal to or greater than \$650,000 there might be subcontracting goals for small businesses.
 - [DoD contracts greater than \\$6.5 million](#)
 - [DoD Prime Contractor List](#)
 - [SBA Subcontracting Directory and SUB-Net website](#)
 - Fedbizopps.gov



U.S. DEPARTMENT OF DEFENSE

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U.S. Department of Defense

Office of the Assistant Secretary of Defense (Public Affairs)

Contracts

Media contact: +1 (703) 697-5131

Contracts valued at \$6.5 million or more are announced each business day at 5 p.m. Contract announcements issued v are listed below. Older contract announcements are available from the contract archive page. Contract announcements mail subscription. Go to DOD News for more information and for links to other news items.

- [Contracts for November 06, 2013](#)
- [Contracts for November 05, 2013](#)
- [Contracts for November 04, 2013](#)
- [Contracts for November 01, 2013](#)
- [Contracts for October 31, 2013](#)
- [Contracts for October 30, 2013](#)
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- [Contracts for October 23, 2013](#)
- [Contracts for October 22, 2013](#)
- [Contracts for October 21, 2013](#)
- [Contracts for October 18, 2013](#)
- [Contracts for October 17, 2013](#)



U.S. Department of Defense
Office of the Assistant Secretary of Defense (Public Affairs)

Contract

On the Web:

<http://www.defense.gov/Contracts/Contract.aspx?ContractID=5160>

Media contact: +1 (703) 697-5131/697-5132

Public contact:

<http://www.defense.gov/landing/comment.aspx>

or +1 (703) 571-3343

FOR RELEASE AT
5 p.m. ET

No. CR-002-13
November 06, 2013

CONTRACTS

AIR FORCE

DRS-Sustainment Systems, Inc., St. Louis, Mo., has been awarded a \$391,100,000 (estimated) hybrid firm-fixed-price, fixed-price-incentive-firm-target, cost-reimbursable-no fee (travel only), requirements-type "D" contract for the Tunner 60K Aircraft Cargo Loader Performance-Based-Logistics (PBL) program. This requirement is for Level 3 PBL support for 318 Tunner aircraft cargo loaders at over 80 worldwide locations. The Level 3 PBL availability metric ensures maximum cargo velocity support is provided to Air Mobility Command. There are six elements of support that comprise this requirement: material management (MM) parts, MM infrastructure, program engineering support, overhaul, unscheduled depot level maintenance and modifications. Work will be performed at West Plains, Mo., and is expected to be completed by July 31, 2024. This award is the result of a competitive acquisition. Unlimited offers were solicited, and two offers were received. Fiscal 2014 working capital funds, centralized asset management, Air Force Reserve Command and Air National Guard funds will be obligated being obligated upon availability. This is not a multiyear contract. Air Force Life Cycle Management Center/WNKBBA, Robins Air Force Base, Ga., is the contracting activity (FA8519-14-D-0001).

General Electric Co., GE Global Research, Niskayuna N.Y., has been awarded a not-to-exceed \$19,970,000, cost-plus-fixed-fee, indefinite-delivery/indefinite-quantity contract to provide research and development pertaining to the development and implementation of condition-based maintenance plus structural integrity. The contractor will develop and demonstrate a probabilistic, risk-based, flight-by-flight individual aircraft tracking (IAT) framework to replace the baseline deterministic IAT framework currently used for legacy aircraft. The program will identify key uncertainty drivers and promising areas for future research and will assess the feasibility of the approach for application to legacy fleets. Deliverables will include technical reports and may include hardware and software. Work will be performed at Niskayuna, N.Y., and Wright-Patterson Air Force Base, Ohio, and is expected to be complete by Feb. 1, 2020. The award is a result of a competitive acquisition. Unlimited offers were solicited and four offers were received. Fiscal 2013 research and development funds in the amount of \$654,932 are being obligated at time of award. This is not a multiyear contract. Air Force Research Laboratory/RQKPD, Wright-Patterson Air Force Base, Ohio, is the contracting activity (FA8650-14-D-2443).

ARMY

Oshkosh Corp., Oshkosh, Wis., was awarded a \$74,086,915 modification (000717) to firm-fixed-price contract W56HZV-09-D-0159. The contract adds 246 medium tactical vehicles (FMTV), and applicable federal retail excise tax to the contract. Work location is Oshkosh, Wis., with an estimated completion date of Dec. 31, 2014. Fiscal 2013 procurement funds in the amount of \$19,851,017 are being obligated at the time of the award. Bids were solicited via the Internet with three received. Army Contracting Command (Tank and Automotive), Warren, Mich., is the contracting agency.

Fidelity Technologies Corp., Reading, Pa., was awarded a \$23,562,700 modification (P00008) to firm-fixed-price contract W56HZV-13-C-0052. The contract awards options for armor kits for the Heavy Mobility Tactical Truck A4, Palletized Load System A1, Heavy Mobility Tactical Truck A4 Tanker Armor Module Kit and the M915A5. Work location is Reading, Pa., with an estimated completion date of May 25, 2014. Fiscal 2013 procurement funds in the amount of \$8,763,071 are being obligated at the time of the award. Bids were solicited via the internet with nine received. Army Contracting Command (Tank and



SUB - Net

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Search Solicitation

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Search Solicitation Results

| Company Name | Closing Date | Description |
|---|---------------------|--|
| Great Lakes Dredge & Dock Company, LLC. | 12/6/2013 12:00 PM | Dredging Contractor seeks potential Small Firms (all subcategories) near vicinity New York Harbor, NY. Potential needs: Marine Hardware & Supply, Welding Supplies & Small Stores. For consideration, please send your Company's capability statement via/email. |
| Parsons Government Services Inc. | 1/24/2014 11:00 AM | Sources sought for the repair of the damaged portions of Runway 22L Approach Lighting System (ALSF-2) at the John F. Kennedy International Airport (JFK) - Jamaica, NY. Work includes the replacement of the existing facility cabling system, conduits, duct banks and isolation transformers. Pre-qual required. Magnitude 1M to 5M. |
| Great Lakes Dredge & Dock Company, LLC. | 1/25/2014 12:00 PM | Marine Contractor seeks all types Small Business near Richmond County, NY. Potential Needs are: Industrial & Welding Supplies, Marine hardware & Small Stores. For consideration, please email or fax us your Firm's capabilities. |
| Julie K. Masal, JD, MA | 8/31/2014 5:00 PM | Providing research/writing consulting subcontractor services. Services include legal (for attorneys only), legislative, business, and factual research; drafting/writing/editing white papers, articles, and reports; performing literature reviews; library and archival on-site research. |
| Duvys Media | 9/30/2014 11:00 PM | We are a web design and development business looking to partner / sub-contract in building custom website. Please contact or visit www.duvys.com for additional information. |
| Ceres Environmental Services, Inc. | 12/1/2014 12:00 AM | Ceres Environmental has several pre-event contracts and is interested in working with all types of SBs and 8a companies across the US with disaster recovery experience, specifically debris removal/disposal and/or blue roof construction experience. Call/Email Tia Laurie at 800-218-4424 or tia.laurie@ceresenvironmental.com for more info. |
| EDIX12, LLC | 12/31/2014 11:00 PM | EDIX12, LLC is currently seeking contract, subcontract and teaming opportunities in Healthcare IT, custom software development and healthcare consulting. Please visit our website at www.EDIX12.com or call us at (650) 733-4912. (9AM to 3PM EDT on weekdays) |

[Back](#)

Federal Agency Small Business Goals

- 23 percent of prime contracts for small businesses
- 5 percent of prime and subcontracts for women-owned small businesses
- 5 percent of prime contracts and subcontracts for Small Disadvantaged Businesses (8(a) Business Development Program)
- 3 percent of prime contracts and subcontracts for HUBZone small businesses
- 3 percent of prime and subcontracts for service-disabled veteran-owned small businesses

<http://www.sba.gov/content/small-business-goaling>

Office of Veteran Affairs (VA) Goals

Prime Contracting Goals

| | |
|---|-------|
| Small Business | 34.0% |
| Veteran-Owned Small Business | 12.0% |
| Service-Disabled Veteran-Owned Small Business | 10.0% |
| Small Disadvantaged Businesses (including Section 8(a)) | 5.0% |
| Women-Owned Small Business | 5.0% |
| Historically Underutilized Business Zone (HUBZone) Small Business | 3.0% |

Subcontracting Goals

| | |
|---|-------|
| Small Business | 17.5% |
| Veteran-Owned Small Business | 5.0% |
| Service-Disabled Veteran-Owned Small Business | 3.0% |
| Small Disadvantaged Businesses (including Section 8(a)) | 5.0% |
| Women-Owned Small Business | 5.0% |
| Historically Underutilized Business Zone (HUBZone) Small Business | 3.0% |

STEP 9

Investigate Small Business Programs

- [Veteran-Owned](#)
- [Service-Disabled Veteran-Owned](#)
- [HUBZone](#)
- [8\(a\)](#)
- [Woman-Owned](#)
- [Small Business Innovation Research \(SBIR\)](#)
- [Small Business Technology Transfer \(SBTT\)](#)
- [Mentor-Protégé](#)
- [Indian Incentive](#)

Contracting

▶ Getting Started

▼ Contracting Support for Small Businesses

Determining Business Size

▶ 8(a) Business Development Program

▼ HUBZone Program

The HUBZone Maps

Understanding the HUBZone Program

Applying for the HUBZone Program

Maintaining the HUBZone Certification

Protest Case Highlights

Frequently Asked Questions

Service-Disabled Veteran-Owned Businesses

Small Disadvantaged Businesses

Women-Owned Small Businesses

Certificates of Competency

Size Protests

Natural Resources Assistance Program

Commercial Market Representatives

Report Fraud

▶ Understanding the Federal Marketplace

▶ For Contracting Officials



HUBZone Program

The Historically Underutilized Business Zones (HUBZone) program helps small businesses in urban and rural communities gain preferential access to federal procurement opportunities.

Learn more in our [HUBZone Video](#).

HUBZone offers eligibility assistance on Tuesdays and Thursdays from 2-3pm ET via toll free number: 1-888-858-2144 access code 3061773#. Participants influence the topics by their questions. HUBZone staff facilitates the discussion by providing the answers and introducing specific topics as time allows. This format offers the opportunity to learn how to maintain eligibility to decrease the possibility of an initial application being declined or being decertified after obtaining the HUBZone certification. If you are seeking status information, need help in resolving technical difficulties, or need individualized assistance please email hubzone@sba.gov or the SBA HUBZone Business Opportunity Specialist you are working with.



ARTICLE

The HUBZone Maps

To qualify for the program, your business must be located in an area designated as a HUBZone.



ARTICLE

Understanding the HUBZone Program

Find out how the HUBZone Program works and what the benefits are.



ARTICLE

Applying for the HUBZone Program

Eligibility requirements and how to apply for certification.



ARTICLE

Maintaining the HUBZone Certification

If your business is HUBZone certified and there are no changes during your certification, you have no reporting obligations to SBA.



ARTICLE

Protest Case Highlights

Read about penalties and court decisions associated with HUBZone protest cases.



ARTICLE

Frequently Asked Questions

Frequently Asked Questions (FAQ) about the HUBZone Program.

SBA Direct:

Find what matters most *to you...*

Find information on:

(Select your topics)

- Starting a business
- Getting a loan
- Government contracts
- Disaster assistance

[GET RESULTS ▶](#)

Get Local Assistance Right in Your Area

Counseling, mentoring, and training from an SBA District Office, SCORE Chapter, Small Biz Development Center or Women's Biz Center in your area.

[FIND RESOURCES ▶](#)

[GET EMAIL UPDATES ▶](#)

Recent Blogs About Contracting:

[Link Detroit: A Small Business Matchmaking Summit](#)

[Small Businesses Receive 22.25 Percent of Small Business Contracts in FY 2012](#)

[Starting a High-Tech Business? You May be Eligible for Government Funding](#)

[MORE ▶](#)

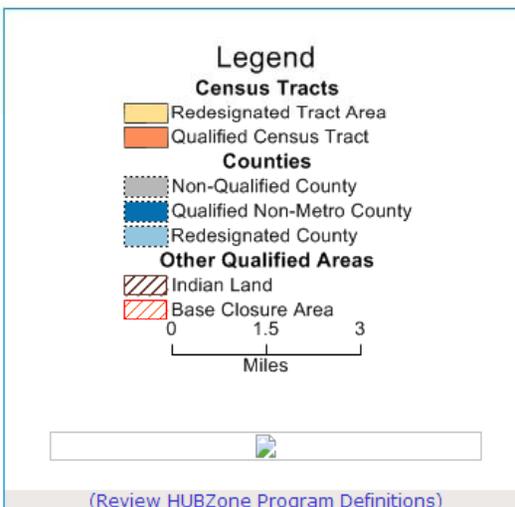
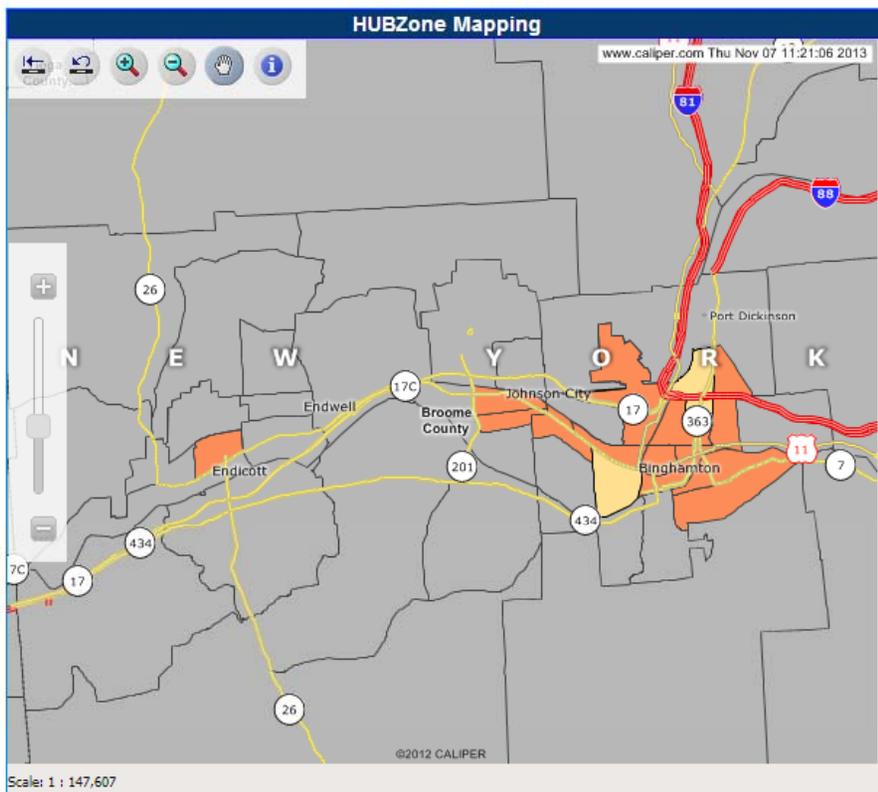
Start Here: Is my location in a HUBZone?

Address City State ZIP Code [Coordinate Input](#)

Eligibility Result

(Search County or All Counties)

State County



Start Here: Is my location in a HUBZone?

Address City State ZIP Code Coordinate Input

YES, this location is HUBZone Qualified.

The address " 69-93 Eldredge St., Binghamton, NY " is in Qualified Census Tract 36007000500.

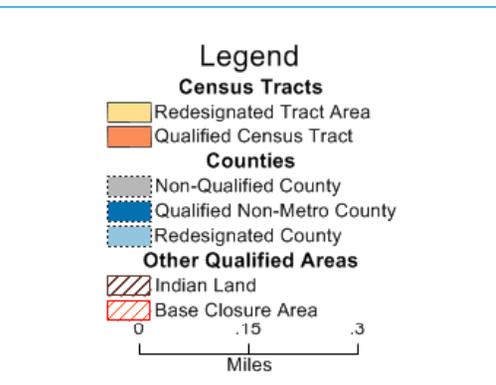
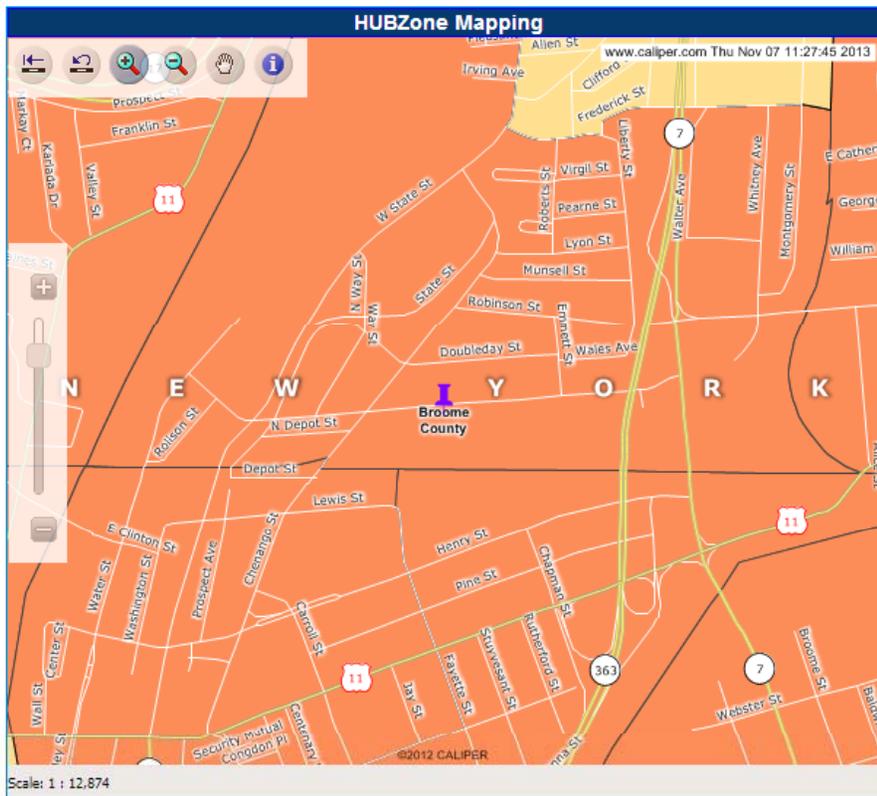
(For other possible HUBZone designations at this location, please review the Map Layer Information below.)

➔ To continue the process of applying, click [here](#).

Are there other qualified census tracts, or other HUBZone qualified areas in Broome County?

(Search County or All Counties)

State County



| Map Layer Information | |
|-------------------------|-------------|
| County | Tract |
| Map Layer: Tract | |
| Tract FIPS Code | 36007000500 |
| Nearest City | Binghamton |
| County | Broome |
| 2012 QCT? | Yes |
| 2013 QCT? | Yes |
| Current HUBZone Status | Qualified |

27,400*

Posted Date: Set-Aside Code:

Place of Performance:

Type: Keyword:

Agency:

Additional criteria and multiple select

- Any
- Competitive 8(a)
- Emerging Small Business
- Woman Owned Small Business
- Economically Disadvantaged Woman Owned Small Business
- HUBZone**
- Partial HBCU / MI
- Partial Small Business
- Service-Disabled Veteran-Owned Small Business
- Total HBCU / MI
- Total Small Business
- Veteran-Owned Small Business



Locate actions funded by the American Recovery and Reinvestment Act.

-
- RECOVERY REPORTS
- [Click here for Opportunities](#)
- [Click here for Awards](#)
- [Click here to learn more.](#)
- ALL BUSINESS EVENTS

 **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.

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

Government users may post, manage, and award opportunities.

Username [View Opportunities](#)
 No login is required to view opportunities.

Password [Register Now](#)
[Password Reminder](#)
 [Recovery FAQs](#)

Vendors / Citizens

Vendors and citizens may search, monitor, and retrieve opportunities.

Username [Find Opportunities](#)
 No login is required to view opportunities.

Password [Register Now](#)
[Password Reminder](#)
 [Recovery FAQs](#)

 **VENDOR COLLABORATION**

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

- USER GUIDES**
- [Buyer](#)
 - [Vendor](#)
 - [Engineer](#)
 - [Location / Agency Admin](#)
- Use [Adobe Acrobat Reader](#) to view files in PDF format.
- DEMONSTRATION VIDEOS**

Keyword / Solicitation #: Posted Date: [+ Search by Agency, Set-aside, State, and Type](#)[▶ Search by Classification, NAICS code, Recovery actions, and more](#)

1 - 20 of 26

Sort By Showing per page 1 | 2 »

| Opportunity | Agency/Office/Location ▼ | Type ▼ / Set-aside ▼ | Posted On ▲ |
|---|---|---|--------------|
| Castor Oil BEP-RFP-13-0228 91 – Fuels, lubricants, oils & waxes | Department of the Treasury Bureau of Engraving and Printing (BEP) Office of Acquisition | Combined Synopsis/Solicitation (Modified) / HUBZone | Nov 07, 2013 |
| Integrated Facilities Operation and Maintenance Services HSFE20-14-R-0001 S – Utilities and housekeeping services | Department of Homeland Security Federal Emergency Management Agency Preparedness Branch | Presolicitation / HUBZone | Nov 07, 2013 |
| FTW373B, Construct Company Operations Facility (COF), Aviation Task Force Phase 3B, FortWainwright, Alaska W911KB-14-R-0002 Y – Construction of structures and facilities | Department of the Army U.S. Army Corps of Engineers USACE District, Alaska | Presolicitation / HUBZone | Nov 06, 2013 |
| 53--NUT, SELF-LOCKING, EX SPE5EC14T0075 53 – Hardware & abrasives | Defense Logistics Agency DLA Acquisition Locations DLA Troop Support - Construction & Equipment - BSM | Combined Synopsis/Solicitation / HUBZone | Nov 06, 2013 |
| Demolition of Buildings 3005 and 3008 (FTW373D), Fort Wainwright, Alaska W911KB-14-R-0004 P – Salvage services | Department of the Army U.S. Army Corps of Engineers USACE District, Alaska | Presolicitation / HUBZone | Nov 06, 2013 |
| 59--CONNECTOR, PLUG, ELEC SPE7M514T2419 59 – Electrical and electronic equipment components | Defense Logistics Agency DLA Acquisition Locations DLA Land and Maritime - BSM | Combined Synopsis/Solicitation / HUBZone | Nov 06, 2013 |
| REDMOND AIR CENTER REGIONAL FIRE CACHE LAUNDRY SERVICES AG-04GG-S-14-6400 99 – Miscellaneous | Department of Agriculture Forest Service R-6 Central Oregon Acquisition, Deschutes NF | Presolicitation (Modified) / HUBZone | Nov 05, 2013 |
| Y--Roseau Flood Risk Management, Reach 1A, Roseau, Minnesota W912ES-13-B-0008 Y – Construction of structures and facilities | Department of the Army U.S. Army Corps of Engineers USACE District, St. Paul | Solicitation (Modified) / HUBZone | Nov 05, 2013 |
| 40--WIRE ROPE ASSEMBLY, SIN SPE4A614T7746 40 – Rope, cable, chain & fittings | Defense Logistics Agency DLA Acquisition Locations DLA Aviation - BSM | Combined Synopsis/Solicitation / HUBZone | Nov 05, 2013 |
| 16--VALVE,CHECK,CABIN A SPE4A714T3276 | Defense Logistics Agency DLA Acquisition Locations | Combined Synopsis/Solicitation / | Nov 05, 2013 |

STEP 10

Market Your Firm WELL

- After you have identified your customers, researched their requirements, and familiarized yourself with procurement regulations and strategies, it is time to market your product or service.
- Present your capabilities directly to the agencies that buy your products or services.
- Realize that, like you, their time is valuable and if the match is a good one, you can provide them with a cost-effective, quality solution to their requirements.

In-Person Pitch

- Have three marketing "presentations" ready at all times:
 - "Elevator speech"
 - One page capability sheet
 - Full Capability presentation
- Know your audience
- Be focused & be brief
- Stand out from the crowd!
- How can the customer benefit from doing business with you"?
- What problems/challenges do you solve for your customer?
- One page capability sheet
 - Few graphics
 - Company name, website, contact info, locations, small business categories, CAGE code
 - Certifications
 - NAICS & capabilities
 - DoD/Federal/State & local contracts with POC info
 - Significant subcontracts with POC information
 - GSA contracts (if any)

Email Marketing

- Send to the right customer! Frequency?
- Marketing pitch, virus or SPAM? Include subject line & content in body of email, not just an attachment
- Be brief - use your one page capability sheet
- Limit graphics - oversized attachments may be stripped
- Stand out from the crowd!
- How can the customer benefit from doing business with you?
- What problems do you solve for your customer?
- The following attachments may not be received by DoD recipients due to firewalls: .avi, .bat, .cmd, .com, .dll, .eml, .exe, .pif, .scr, .vbs, and .zip

Know Your Competitors

- Who are they?
- What are their strengths? Weaknesses?
- Review their brochures, websites, DSBS profiles.

Target the Right Customer

- Develop a Business Plan and Marketing Plan
- Who are your potential customers? Which agencies/activities?
- What are their needs? Challenges? Review websites!
- Know your limits!
- Know your customers regulations/procedures

Additional Resources

DoD

- [Government Contracting: The Basics](#)
- [Marketing to the Department of Defense: The Basics](#)

Copy of this presentation (with Hyperlinks)

<http://www.cattco.org/files/ptac-2013/PTAC-Binghamton-HUBZone-Presentation.pdf>

Are You Ready?

You are if you can answer these questions!

- Do you know your North American Industry Classifications (NAICS) & the small business size standards for each?
- Do you know your FSC/PSC Codes?
- Do you have a DUNS Number?
- Do you have a Business Plan and Marketing Plan?
- Are you registered in the System for Award Management (SAM)?
- Do you have a quality Dynamic Small Business Search Profile?

Questions?



Contact Information

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www.ccptac.org

