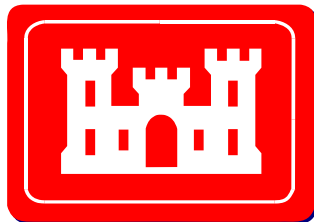




# Building Your Business With the Federal Government



**US Army Corps  
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Chicago District



SAME Small Business Expo  
April 17, 2008

# Marketing to DoD

- Solicitations are posted at [www.fedbizopps.gov](http://www.fedbizopps.gov).
- Identify your product/service (Federal Supply Code) [www.dlis.dla.mil/h2/](http://www.dlis.dla.mil/h2/).
- Identify your North American Industry Classification Codes [www.census.gov](http://www.census.gov).
- Determine SBA Size Standard [www.sba.gov](http://www.sba.gov).
- Obtain a Data Universal Numbering System (DUNS) Number [www.fedgov.dnb.com](http://www.fedgov.dnb.com).
- Register at the Central Contractor Registration (CCR) Website [www.ccr.gov](http://www.ccr.gov).
- Complete Online Reps & Certs Application (ORCA) [www.bpn.gov](http://www.bpn.gov).
  
- Know Your Competitors
- Target the Right Customer
- Know What Programs You Are Eligible For
  
- Contact the U.S. Small Business Administration [www.sba.gov](http://www.sba.gov)
- Locate the Procurement Technical Assistance Center (PTAC) Close to You [www.dls.mil/db/procurem.htm](http://www.dls.mil/db/procurem.htm).

# Small Business / Socio-Economic Programs

- ***Set-asides*** can be done when there are ***two or more qualified firms*** who have the technical capability or productive capacity to provide the product or service at a ***reasonable price***.
  - Small Business
  - Small Disadvantaged\*
  - HUBZone\*
  - Service-disabled Veteran-owned
  - 8(a)\*
  - Women Owned Business
  - HBCU/MI
  - Native American Incentive Program
  
- Sole source awards are also available in some programs.
  
- Some programs require formal certification (\*), others are self-certified





# The Small Business (SB) Deputy

- Reviews & evaluates all requirements > \$10,000 for potential SB set-asides
- Reviews all large business Subcontracting Plans
- Performs source selection related to SB
- Provides advice and assistance to all DoD personnel on SB matters
- Monitors annual Command SB goals
- Counsels contractors on how to do business with the DoD and provides points of contact within their organization
- Provides training to contractors and DoD personnel on legal and procedural aspects of the SB program

# Navy's Eleven Major Contracting Commands



Headquarters, U.S. Marine Corps

Office of Naval Research

Military Sealift Command

Marine Corps Systems Command

Naval Facilities Engineering  
Command

Naval Air Systems Command

Naval Sea Systems Command

Naval Inventory Control Point

Strategic Systems Programs

Naval Supply Systems Command

Space and Naval Warfare  
Systems Command

Each Contracting Command has a Director of Small Business that serves as the focal point for small business procurement opportunities.

# NAVFAC Midwest Small Business Achievements

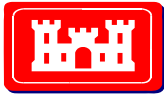


## Small Business / Socio-Economic Programs

<b>FY07</b>	<b>Small Business</b>	<b>Sm Disadvantaged Business</b>	<b>Women Owned Small Business</b>	<b>HUBZone Small Business</b>	<b>Service Disabled Veteran Owned Small Business</b>
<b>TARGETS</b>	40.06	18.88	6.9	8.29	3.00
<b>NAVFAC MW</b>	59.69	31.59	5.43	16.87	.9601

<b>FY08 To Date</b>	<b>Small Business</b>	<b>Sm Disadvantaged Business</b>	<b>Women Owned Small Business</b>	<b>HUBZone Small Business</b>	<b>Service Disabled Veteran Owned Small Business</b>
<b>TARGETS</b>	41.03	19.00	7.19	8.68	3.14
<b>NAVFAC MW</b>	43.89	13.57	2.88	8.55	10.17

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# FY 08 Small Business Goals

## ▪ PRIME CONTRACT AWARDS

▪ Small Business	40.0 %
▪ Small Disadvantaged Business	18.0 % *
▪ Women-Owned Small Business	5.8 %
▪ HUBZone Small Business	10.0 %
▪ Service-Disabled Veteran-Owned Small Business	2.0 %
▪ HBCU/MI	13.0 % **

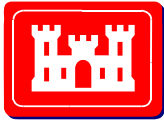
\* Includes 8(a) Businesses

\*\* Based on % of total contract dollars obligated institutes of higher education (IHE)

## SUBCONTRACT AWARDS

▪ Small Business	70.0 %
▪ Small Disadvantaged Business	6.2 % *
▪ Women-Owned Small Business	7.0 %
▪ HUBZone Small Business	9.8 %
▪ Veteran Owned Small Business	3.0 %
▪ Service-Disabled Veteran-Owned Small Business	.9 %

\* Includes 8(a) Businesses

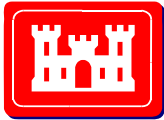


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# Small Business Summary

<u>Prime contact awards</u>	Goal	Actual	Obligated
▪ <b>FY 07</b>			<b>\$97,317,074</b>
▪ Small Business	44.8 %	44.94 %	\$43,738,638
▪ Small Disadvantaged Business	19.9 %	2.17 %	\$2,111,205
▪ Women-Owned Small Business	5.4 %	22.17 %	\$21,572,031
▪ HUBZone Small Business	9.2 %	4.03 %	\$3,926,603
▪ Service-Disabled Veteran- Owned Small Business	1.5 %	1.61 %	\$1,569,568
▪ HBCU/MI	13.4 %	0 %	\$0 *
▪ <b>FY 08</b>			<b>\$20,003,179</b>
▪ Small Business	40.0 %	86.65 %	\$17,333,033
▪ Small Disadvantaged Business	18.0 %	4.64 %	\$1,737,232
▪ Women-Owned Small Business	5.8 %	58.34 %	\$4,758,501
▪ HUBZone Small Business	10.0 %	7.96 %	\$649,165
▪ Service-Disabled Veteran- Owned Small Business	2.0 %	3.55 %	\$289,413
▪ HBCU/MI	13.0 %	0 %	\$0

Based on % of total contract dollars obligated to institutes of higher education (IHE)



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## Small Business

FedBizOpps is the place to view advertisements, obtain solicitations, bid packages for contracting Opportunities at or above \$25K (AE, Construction, Services, Supplies and O&M Projects)