



Useful Government Contracting Website References

Send recommended additional links to lisaw@nwcommission.org
Latest updates of this document maintained at <http://www.nwcommission.org/gov.html>

- I. Identify Your Company's Products in Government Terms
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I. Identify Your Company's Products in Government Terms

Federal Supply Classification (FSC) code

www.dlis.dla.mil/h2/

- Enter a product (word) to search, identifying your products
- 4-position FSC makes up first Four digits of a National Stock Number (NSN) and is used to describe the product

Product Service Codes (PSC)

http://www.fpds-ng.com/downloads/psc_data_10242006.xls

- An optional, 4 character, alpha-numeric code that describes the **services** your business offers (note that the PSC only refers to services)

Federal Logistics Information System Web Inquiry site (WebFLIS)

http://www.dlis.dla.mil/webflis/pub/pub_search.aspx

- Search for information about specific NSNs

North American Industry Classification System (NAICS) codes

www.census.gov/naics

- NAICS defines business industries by 6-digit codes
- Developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.
- NAICS replaced the Standard Industrial Classification (SIC) system for the U.S.

Small business size standards are based on the NAICS

www.sba.gov/size/indexsize.html

- See the Standard Correspondence Table for small businesses

II. Register with Federal, State, and Local Governments

DUNS Number:

<http://fedgov.dnb.com/webform/displayHomePage.do>

- You must have a DUNS Number to do business with Federal Government

Central Contractor Register (CCR):

<http://www.ccr.gov/>

- Primary vendor database of Federal Government--must register to work and get paid
- Collects, validates, stores, and disseminates data
- Excellent resource to locate contractor contact information by CAGE, NAICS, or location
- Direct link in Small Business section provides a "Dynamic Small Business Search" http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm to locate subcontracting opportunities

ORCA:

<https://orca.bpn.gov/>

- e-Government initiative for CCR information certification
- Eliminates repetitive paperwork defining your certification information for each bid submission

PA Vendor Registration

www.vendorregistration.state.pa.us

- Must be registered to get a contract with the State
- Determine if company has a State vendor number by calling 1-866-775-2868 and providing company FEIN

III. Become Familiar with Government Regulations and Procedures

Federal Acquisition Regulation (FAR)

<https://www.acquisition.gov/far/>

- Almost 2000 pages of regulation, but well laid out document
- See definitions (Subchapter A, Part 2)

Defense FAR Supplement (DFARS)

<http://www.acq.osd.mil/dpap/dars/dfars/index.htm>

- Supplement of FAR for Dept of Defense

Military Packing and Marking Requirements

<http://www.dsccl.dla.mil/offices/packaging>

- Defense Logistics Agency (DLA) Packaging
- MIL-STD-2073 is the Standard Military Packaging requirements document
- MIL-STD-129 is the Standard Military Marking

IV. Search for Procurement Opportunities

Federal Business Opportunities (FBO)

www.fbo.gov

- Point-of-entry for Federal procurement opportunities over \$25,000
- Search for what the Federal government is looking for and what has been previously awarded

Federal Acquisition Jumpstation

<http://prod.nais.nasa.gov/pub/fedproc/home.html>

- Provides webpage links to many acquisition sites

Procurement Gateway

<https://progate.daps.dla.mil/home/home.cfm>

- Contains sales opportunities estimated between \$250 and \$25,000
- Procurement Gateway only posts for products not services
- Search Request for Quotations (RFQ) and Award Documents

Defense Supply Center – Columbus (DSCC)

www.dsccl.dla.mil

- Largest supplier of spare parts
- Search the Site by DSCC Solicitation, Mil Specs & Drawings, NSN, keywords, etc.

Defense Supply Center – Richmond (DSCR)

www.dscr.dla.mil

- Aviation weapon systems and environmental logistics support

Defense Supply Center – Philadelphia (DSCP)

www.dscpl.dla.mil

- Food, clothing, textiles, medicines, medical equipment, general and industrial supplies

Business Systems Modernization DLA Internet Bid Board System (DIBBS)

<https://www.dibbs.bsm.dla.mil/>

- Access to Solicitations, Awards, References, and Technical Data
- Review RFQs, drawings, and make electronic quotes

General Services Administration (GSA)

www.gsa.gov

- GSA Advantage provides one-stop shopping source for government procurement needs
- Simplified procurement for buyers because products are previously negotiated/approved, eliminating bidding process
- Site explains how vendors get on General Schedules
- www.gsa.gov > Schedules e-Library > Schedules e-Library > (search for product keyword)
- ** GSA Vendor Support Center <http://vsc.gsa.gov/>
- ** GSA Training <http://www.gsa.gov/portal/content/104738>

Department of Defense Subcontracting Directory

http://www.acq.osd.mil/osbp/doing_business/index.htm

- Contracts over \$550K must have subcontracting with small businesses and primes must consider set-aside businesses
- Site provides list of companies who need sub-contractors

Small Business Administration's (SBA) subcontracting network

<http://web.sba.gov/subnet/>

- Notice of Subcontracting Opportunities, for contractors and subcontractors to post notices and thereby increase competition for subcontracts

Small Business Administration's Subcontracting Opportunities Directory

<http://www.sba.gov/GC/indexcontacts-sbsd.html>

- Names and addresses from subcontracting plans submitted to the Government when a large business receives a Federal contract over \$550,000 (over \$1 million in construction).

ThomasNet Industrial Product/Service Search

<http://www.thomasnet.com/>

- Excellent search database of companies by industrial product/service keywords
- Resource for industrial information, products, services, CAD drawings, and more

Research and Development Opportunities

www.sba.gov/businessop/programs/sbirsttr.html

- A good way to introduce an innovative product into the government is through the Small Business Innovation and Research (SBIR)

Pennsylvania Department of General Services (DGS)

www.dgs.state.pa.us

Search for procurement opportunities

- <http://www.emarketplace.state.pa.us/>

COSTARS

www.dgs.state.pa.us (Note – after being re-directed to the new PA website, type in "COSTARS" in the 'search' block)

- Local Public Procurement Units and State Affiliated Entities registered as Cooperative Sourcing to Achieve Reductions in Spending (COSTARS) members can purchase products at bulk rate contracted pricing

Statewide Contracts

<http://www.emarketplace.state.pa.us/>

- Single contracts for multiple statewide government users

Keystone HELP:

<http://www.keystonehelp.com/>

- Keystone Home Energy Loan Program (HELP) is designed to promote energy efficient home improvements
- Approved Contractors and Dealers are listed on site with instructions to become an approved contractor

PA Department of Treasury

<http://www.patreasury.org/>

- Procurement history Information Request Form for State contracts
- Treasury Department Contract Specialists can help explain state contracting and bidding process, 1-800-252-4700 or email contractinfo@patreasury.org

Local Public Notices

<http://www.mypublicnotices.com>

- Collaboration with newspapers to provide access to public Notices
- You can subscribe to Local, Statewide, or Multi-state notices

Softshare i-search system

www.softshare.com/isearch

- Search for bid leads using different keywords with our service provider's system for procurement leads as a 30-day guest
- Mailbox: ssguest; Password: ssguest.

V. When Applicable, Get Business Certifications

DoD Office of Small Business Programs

www.acq.osd.mil/osbp

- Authority over many small business programs
- Provides training and guidance from the SECDEF

Minority/Woman Business Enterprise (MBE/WBE)

<http://www.dgs.state.pa.us> (Note – after being re-directed to the new PA website, type in “MBE” or “WBE” in the ‘search’ block)

- Lists qualifications and downloadable forms

Historically Underutilized Business Zone (HUBZone)

<https://eweb1.sba.gov/hubzone/internet/>

- Current Northwest PA HUBZones: All of Crawford and Forest counties, plus many other smaller areas
- Site provides a link to enter your address and find out whether your business is located in a HUBZone
- Business plus 35% of employees must reside in HUBZone

8(a) Business Development Set- aside

www.sba.gov/8abd/

- Purpose is to assist eligible small disadvantaged business concerns compete (8 years of assistance)
- 8(a) = minority or anyone who can prove a prejudice was put against them

Small Disadvantaged Businesses (SDB)

www.sba.gov/sdb

- Purpose is to assist socially and economically disadvantaged business concerns compete (3 years of assistance)
- SDBs can get Price Evaluation Adjustments (PEA) for small businesses bidding as primes (Up to 10%)

Joint Certification Program (JCP)

<http://www.dlis.dla.mil/jcp/>

- Certification via Military Critical Technical Data Agreement for access to closely held drawings/technical information
- Defense Logistics Information Service (DLIS) is the only source for the administration and functionality of the certification process

VI. Use Available Government Contracting Assistance

Small Business Administration

<http://www.sba.gov/>

- Provides assistance to start, Finance, Manage, and expand opportunities

Small Business Development Centers

<http://www.pasbdc.org/where>

- Provide assistance to start, grow and prosper small businesses

Defense Logistics Agency (DLA) Small Business Program Office

<http://www.dla.mil/db/>

- Guidance information for doing business with DLA

Defense Supply Center Columbus TKO Training

<http://www.dscc.dla.mil/news/events/tko/index.html>

- DSCC's Business Counseling Center offers a FREE Techniques, Knowledge, and Opportunities (TKO) training session in Columbus OH
- 2-day overview of their programs and how to best use them

Defense Supply Center Columbus Manufacturing Capability Survey

<http://www.dscc.dla.mil/offices/smbusiness/>

- Download Capability Survey and return fax to (614) 692-4920
- Puts your company in DSCC database of company capabilities

Frequently Asked Questions on DLA-BSM Internet Bid Board System (DIBBS)

<https://www.dibbs.bsm.dla.mil/Refs/help/BSMDibbsHelp.htm>

- Answers many questions on registering, logging in, searching and quoting

Download Viewer for drawings <https://www.dibbs.bsm.dla.mil/>

- Click on "Tech Data" Tab from across the top of the page
- Click on "DLA-BSM Bidset Interface" Link
- Click on "Viewer" from left side link list
- Click on "CAL S Raster (C4) (MIL-PRF-28002C)" Link
- Click on "Download latest versions of the JTS - PCJEDMICS, ImageR, and IndexR" and provide e-mail address to send download

National Center for Defense Manufacturing and Machining (NCDMM)

<http://www.ncdmm.org/>

- Non-profit company that collaborates companies to support the broad manufacturing and machining needs of the U.S. Department of Defense (DoD) and its Suppliers.

Procurement Reference Library

<http://ec.msfc.nasa.gov/msfc/procref.html>

- Hosted by NASA, the Procurement Reference Library is a great portal of information and references
- Identifies Opportunities, Regulations, References, Business Assistance, Electronic Commerce

Where in Federal Contracting

<http://www.wifcon.com>

- This is an awesome site for locating information and direction on government contracting topics such as news, policy and regulatory changes, discussion forums, associations, guidance, laws, protests, and contracting sites

Business Transformation Agency

<http://www.bta.mil/>

- Informs of latest direction changes of DoD

Center for Veterans Enterprise

<http://www.vetbiz.gov/>

- Assists veteran entrepreneurs who want to start and expand their businesses in the Federal and private marketplace

Radio Frequency Identification (RFID)

- RFID Compliance Simplified. <http://www.seeburger.com/idnet-rfid/>
- Latest information and training on RFID can be found at the following sites:
 - <http://www.acq.osd.mil/log/rfid/index.htm>
 - <http://www.rfidjournal.com/>

Acquisition Streamlining and Standardization Information System (ASSIST)

<http://assist.daps.dla.mil/online/start/>

- Provides common standards and specifications free of charge
- Online shopping system with access to the complete collection of DoD specifications and standards indexed in the ASSIST

American National Standards Institute (ANSI)

<http://webstore.ansi.org/>

- Standards packages, Standards catalogs, and Standards purchasing

Northwest Commission Supplied Specifications and Standards

- We subscribe to a service, permitting us to download several specifications and standards free of cost to you
- Point of contact is Amber Walters, amberw@nwcommission.org, (814) 677-4800 ext. 100

Search Profile for Procurement Leads

<http://www.usabid.com/contractors/profiles/>

- Our procurement lead service provider offers a list of suggested key words for various business profiles
- We manage automated search profiles for your company
- Point of contact is Lisa Wood, lisaw@nwcommission.org, (814) 677-4800 ext. 102, or Krystal Pistone, krystalp@nwcommission.org, (814) 454-7191, ext. 140.

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