

The Win-Win of Federal Contracting

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Summary:

Government contracts can play a key role in helping small businesses in terms of expansion and job creation. Federal agencies have increased their outreach and education activities to ensure minority-owned and small businesses, including women- and veteran-owned businesses have greater access to federal government contracting opportunities. This panel will focus on best practices and tips to ensure both the Government and Industry are Winners in Federal Contracting.



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Moderator: Jim Beaupre, CEO, *FedResults*

Panelists:

Robert Boone, Small Business Specialist, Transportation Security Administration

Alfredo Casta, CEO, Cascades Technologies, Inc.

Marissa Levin, CEO, Information Experts

Pamela Oxendine, Senior Contracting Officer, Department of Homeland Security

Ed Wilgus, Senior Contracting Officer, National Institutes of Health



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Objective:

Government Participants

Learn what industry needs from you to have greater access to federal contracting opportunities to help meet Agency annual small business contracting goals.



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Objective:

Industry Participants

Learn best practices and lessons learned from industry and government to position your company to win federal contracts.

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Top Ten:

1: Have Your Financial House in Order. Do not expect to line up financing/funding after you are awarded a contract. Businesses need a sound financial strategy to fund their contracting requirements, and they should anticipate a 60-90 day delay in payment when contracts initially kick off.

2: Avoid Bait-and-Switch Tactics. If you propose a resource in response to a RFP, that resource needs to be available for the project. Do not expect the customer to blindly accept another resource in their place. Alternate resources will need to be approved and a contract modification will be required.

3: Do Not Underbid Just to Win. Do not underbid a contract just to win on low-cost and then expect to recoup your loss through modifications.

4: Be Prepared for Audits. You may get audited by SBA and DCAA. Ensure your financial house is in order.

5: Market Government Agencies. Know the forecast of opportunities.



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Top Ten:

6: Clearly Identify Your Product or Service. Resist the urge to be all things to all people.

7: Be a “responsible” vendor. The Government may award contracts to “responsible” contractors only. Responsibility is a pass/fail determination made by the Contracting Officer after the contract has been completed, but just before contract award.

8: Initiate Subcontracting Relationships. This is an excellent way to establish the solid past performance required for prime contracts.

9: Establish Relationships With The Right People & Groups. People buy from people.

10. Failure is not an option. When you are in the middle of the ocean, you have to keep swimming.

Bonus Tip: Your pipeline should be 9X your existing revenue



Helpful Links

Federal Agencies

(Main page & Small Business page)

- Agriculture: <http://www.usda.gov/wps/portal/usdahome> and <http://www.da.usda.gov/smallbus/procurement.htm>
- Commerce: <http://www.commerce.gov/> and [http://www.osec.doc.gov/osdbu/About the OSDBU.htm](http://www.osec.doc.gov/osdbu/About%20the%20OSDBU.htm)
- Defense: <http://www.defense.gov/> and <http://www.acq.osd.mil/osbp/>
- Education: <http://www.ed.gov/> and http://www2.ed.gov/about/offices/list/om/fs_po/osods/ods.html#EBU
- Energy: <http://www.energy.gov/> and <http://smallbusiness.doe.gov/>
- HHS: <http://www.hhs.gov/> and <http://www.hhs.gov/osdbu/staff.html>
- DHS: <http://www.dhs.gov/index.shtm> and www.dhs.gov/openforbusiness
- EPA: <http://www.epa.gov/> and <http://www.epa.gov/osbp/links.htm>
- GSA: <http://www.gsa.gov/Portal/gsa/ep/home.do?tabId=0> and [http://www.gsa.gov/Portal/gsa/ep/contentView.do?contentType=GSA OVERVIEW&contentId=10382&noc=T](http://www.gsa.gov/Portal/gsa/ep/contentView.do?contentType=GSA_OVERVIEW&contentId=10382&noc=T)
- HUD: <http://portal.hud.gov/portal/page/portal/HUD> and <http://www.hud.gov/offices/osdbu/about.cfm>
- Interior: : <http://www.doi.gov/> and <http://www.doi.gov/osdbu/>



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Federal Agencies

(Main page & Small Business page)

- Justice: <http://www.justice.gov/> and <http://www.justice.gov/jmd/osdbu/>
- Labor: <http://www.dol.gov/> and <http://www.dol.gov/osbp/programs/osdbu.htm>
- NASA: <http://www.nasa.gov/> and <http://osbp.nasa.gov/>
- Nat. Sci. Fdn: <http://www.nsf.gov/> and <http://www.nsf.gov/bfa/dcca/contracts/index.jsp>
- Nuclear Reg: <http://www.nrc.gov/> and <http://www.nrc.gov/about-nrc/contracting/procure.html>
- OPM: <http://www.opm.gov/> and <http://www.opm.gov/procure/>
- SBA: <http://www.sba.gov/>
- Social Security : <http://www.ssa.gov/> and <http://www.socialsecurity.gov/oag/osdbu/osdbu.htm>
- State: <http://www.state.gov/> and <http://www.statebuy.state.gov/>
- Transportation: <http://www.dot.gov/> and <http://osdbu.dot.gov/>
- Treasury: <http://www.ustreas.gov/> and <http://www.treas.gov/offices/management/dcfo/osdbu/>
- VA: <http://www.va.gov/> and <http://www4.va.gov/osdbu/index.asp>

