



Tips & Opportunities
Available for Small Business
11th Annual Small Business Conference
McLean, Virginia

George Mason University
Procurement Technical Assistance Program
November 8, 2007



Procurement Technical Assistance Program



PTAP

Increase contracting between small businesses, prime contractors, and government...

- Help small businesses obtain contracts with federal, state, and local governments
- Apply APTAC's member resources to improve business and economic climate in Local Communities

Defense Logistics Agency & APTAC



PTAP Background

PTAP

- Defense Logistics Agency SCAA
- Began mid 80's - PTAP early 90's
- Originally DoD oriented
- Mid 90's extended to other Federal
- Now includes State and Local
- One stop shop - pre and post award



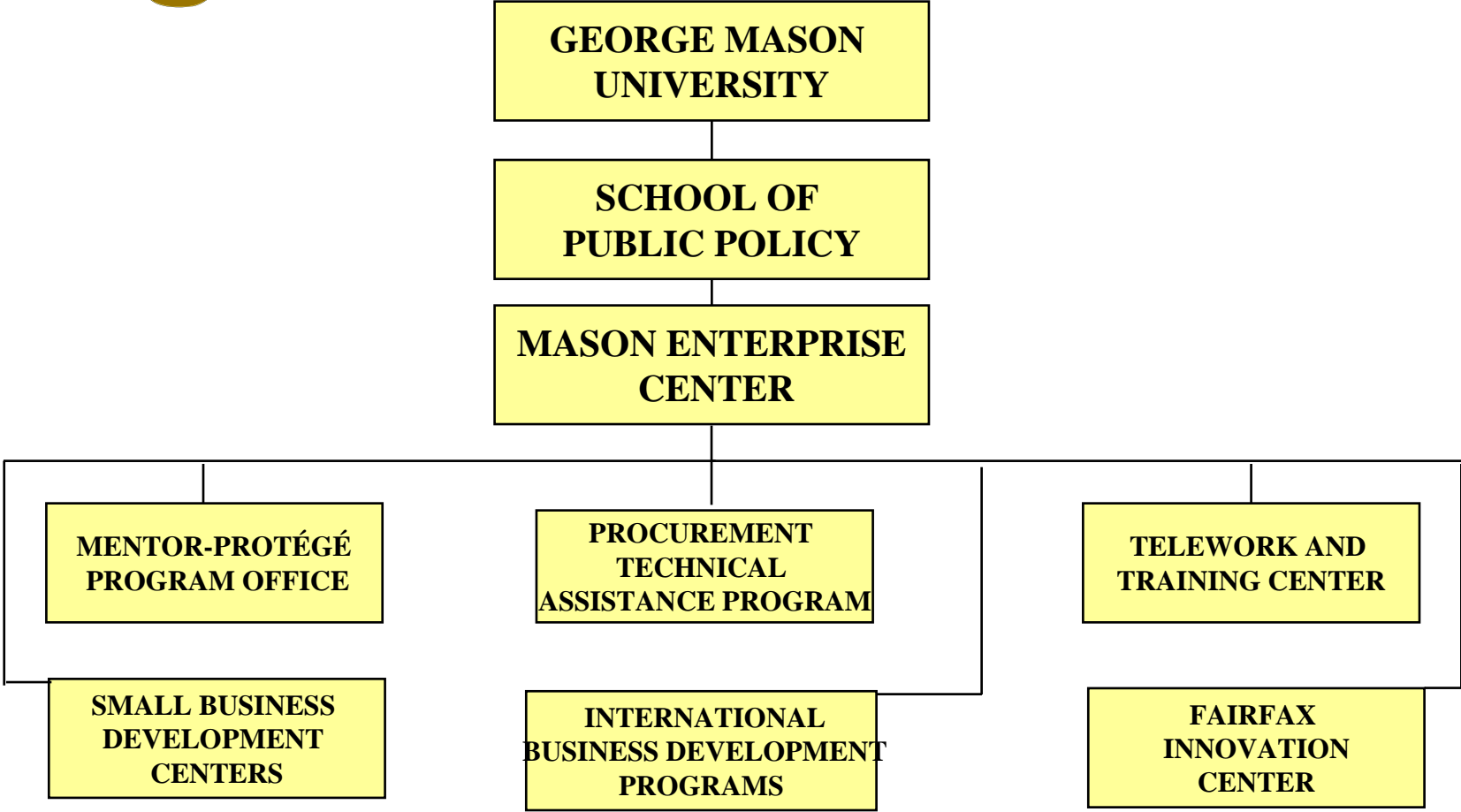
Association of Procurement Technical Assistance Centers

DoD Defense Logistics Agency Procurement Technical Assistance Centers (PTACs)

There are currently, 92 Cooperative Agreements – or PTACs operating nationwide: statewide (40), regional (46), and native american tribal (6) programs in over 250 local offices in 46 states and Puerto Rico.

Last year, PTAC clients were awarded contracts totaling \$13.328 billion, creating or retaining 417,425 jobs

THE MASON ENTERPRISE CENTER



Procurement Technical Assistance Program

<http://www.VAPTAP.org>

GEORGE MASON UNIVERSITY

VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM

WELCOME TO THE NEW VIRGINIA STATE-WIDE PTAP

Our Mission | Our Services | VA PTAP Events Calendar | Find Your PTAC | Contact VA PTAP

The Virginia statewide PTAP at George Mason University's School of Public Policy Mason Enterprise Center is a non-profit program funded by the Defense Logistics Agency, George Mason University and the Center for Innovative Technology.

Co-located in the City of Fairfax, VA with the Northern Virginia Procurement Technical Assistance Center, the VA PTAP manages two additional satellite procurement centers in the Commonwealth. They are the Central Virginia PTAC at Charlottesville, and the Hampton Roads PTAC at Newport News.

All centers provide services that help business do business with government at the Federal, State, and Local level.

Virginia PTAP Satellite Offices | **Other Regional PTAC's** | **Last Updated: May 31, 2006**

Some photos provided by the Virginia Tourism Corporation

Commonwealth of Virginia PTAC's



- State-wide Program- George Mason University
 - Northern Virginia - City of Fairfax
 - Central Virginia - Charlottesville
 - Hampton Roads – Newport News
- Other Virginia Regional PTAC's
 - Southwest VA Comm. College – Richlands
 - Crater Procurement Assistance Center - Petersburg

Other PTAC's

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



DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

[CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS](#)


ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	HAWAII	IDAHO	ILLINOIS	INDIANA

PTAC Services



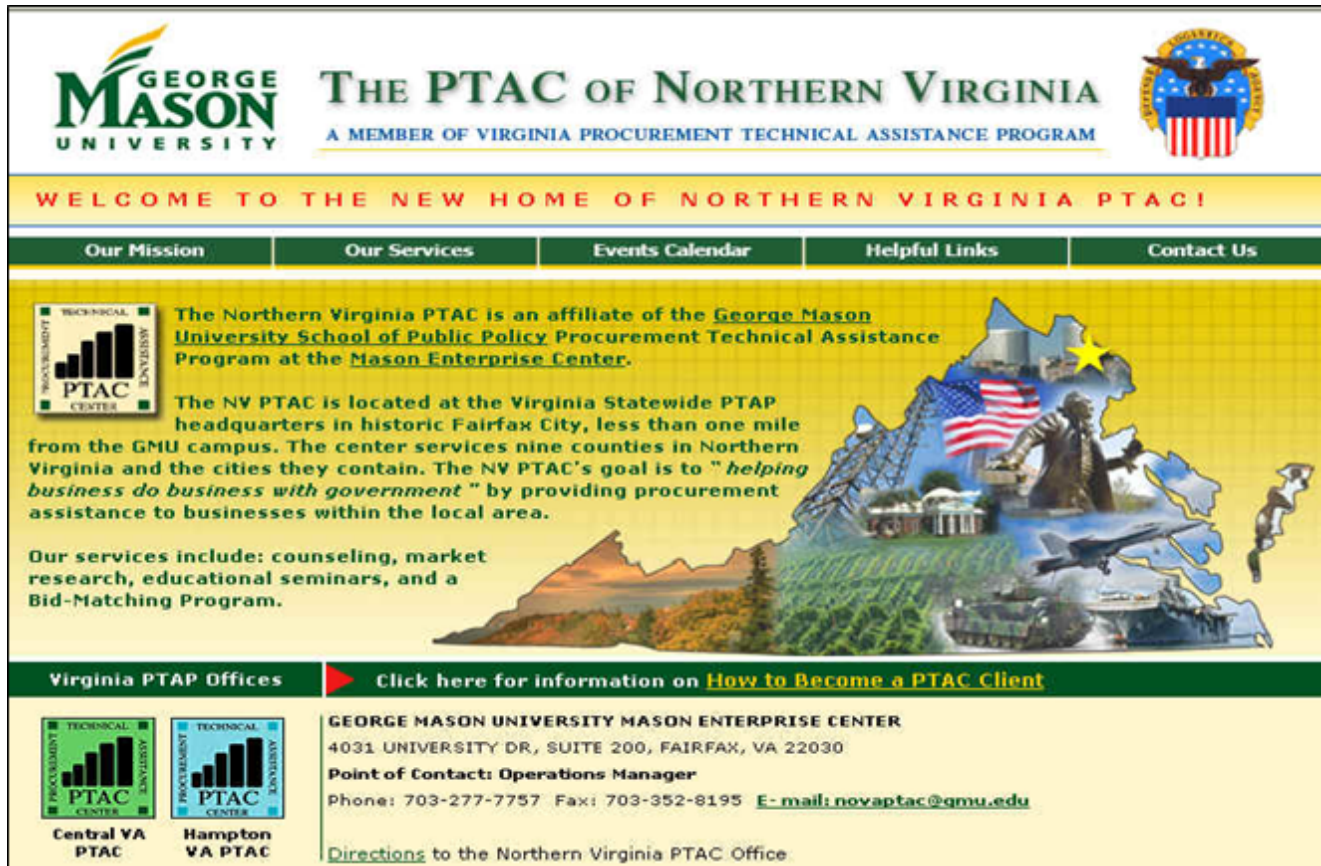

- Outreach
 - Seminars & Conferences (sponsor and participant)
 - Associations (networking and participation)
- Education
- Counseling

PTAC Services (Cont'd)

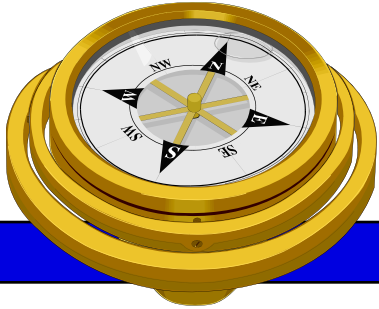
- 
- Marketing
 - Research
 - Strategic partnering
 - Mentor-Protégé
 - Teaming & Joint Venture Networking
 - Proposal Development Assistance
 - Bid Matching System
 - Reference Library

Northern Virginia PTAC Center

<http://www.novaptac.org>



The screenshot shows the website for the Northern Virginia PTAC Center. At the top left is the George Mason University logo. To its right is the text "THE PTAC OF NORTHERN VIRGINIA" and "A MEMBER OF VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM". On the top right is the Virginia State Seal. Below this is a yellow banner with the text "WELCOME TO THE NEW HOME OF NORTHERN VIRGINIA PTAC!". A green navigation bar contains links for "Our Mission", "Our Services", "Events Calendar", "Helpful Links", and "Contact Us". The main content area features a large graphic of Northern Virginia with various icons (airplane, ship, bridge, etc.) and text describing the PTAC's mission and location. It states: "The Northern Virginia PTAC is an affiliate of the George Mason University School of Public Policy Procurement Technical Assistance Program at the Mason Enterprise Center." and "The NV PTAC is located at the Virginia Statewide PTAP headquarters in historic Fairfax City, less than one mile from the GMU campus. The center services nine counties in Northern Virginia and the cities they contain. The NV PTAC's goal is to 'helping business do business with government' by providing procurement assistance to businesses within the local area." It also lists services: "Our services include: counseling, market research, educational seminars, and a Bid-Matching Program." Below this is a green bar with "Virginia PTAP Offices" and a link "Click here for information on How to Become a PTAC Client". The bottom section provides contact information for the George Mason University Mason Enterprise Center: "4031 UNIVERSITY DR, SUITE 200, FAIRFAX, VA 22030", "Point of Contact: Operations Manager", "Phone: 703-277-7757 Fax: 703-352-8195 E-mail: novaptac@gmu.edu", and a link for "Directions to the Northern Virginia PTAC Office". Two smaller PTAC logos are shown for "Central VA PTAC" and "Hampton VA PTAC".

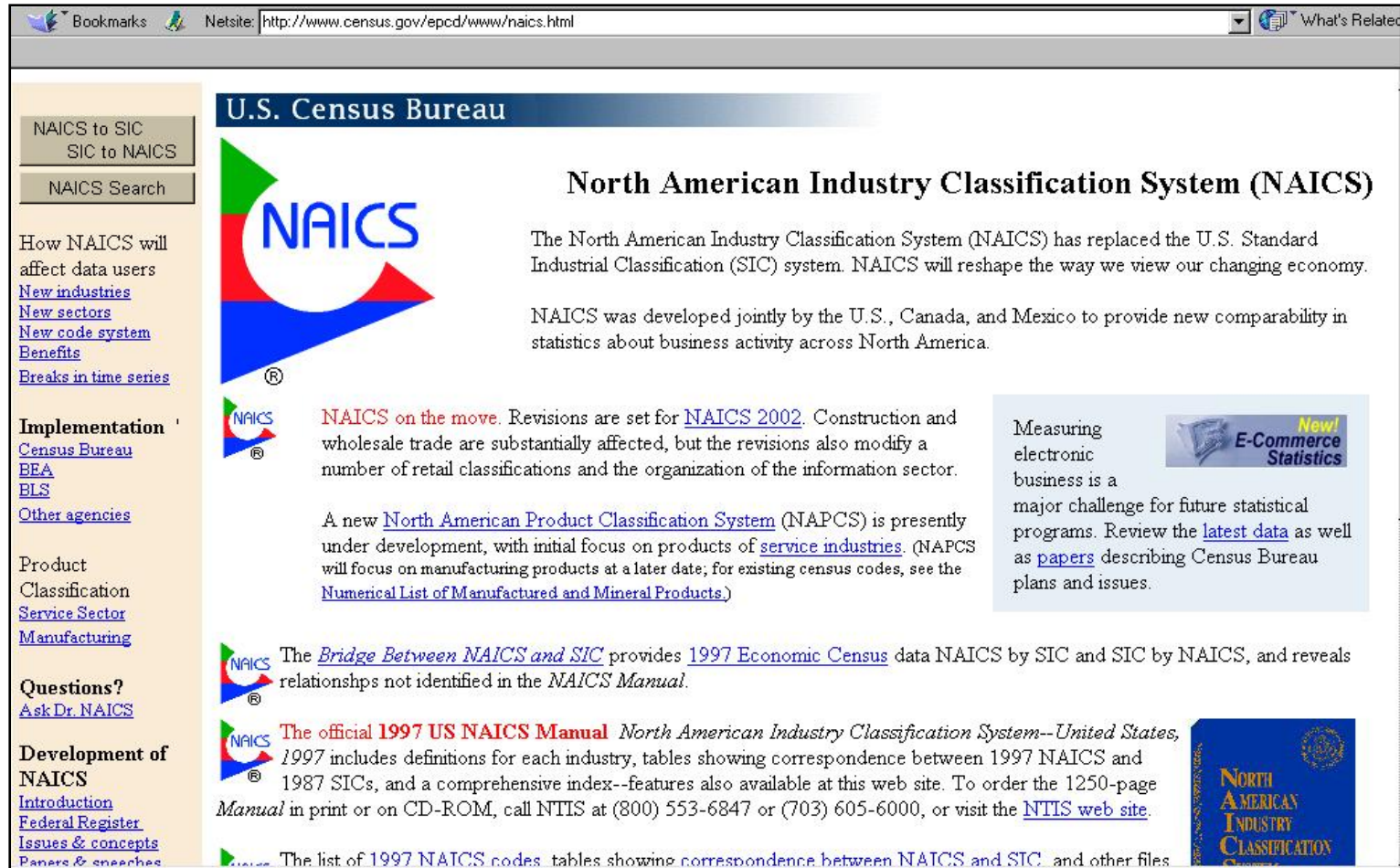


How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ❑ Register
- ❑ Determine who buys your goods or services
- ❑ Familiarize yourself with government contracting procedures.
- ❑ Seek additional assistance as needed.
- ❑ Explore subcontracting/teaming opportunities
- ❑ **Focus** and Market your firm

North American Industry Classification System

<http://www.census.gov/epcd/www/naics.html>



Bookmarks Netsite: <http://www.census.gov/epcd/www/naics.html> What's Related

U.S. Census Bureau

North American Industry Classification System (NAICS)

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.

NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

NAICS on the move. Revisions are set for [NAICS 2002](#). Construction and wholesale trade are substantially affected, but the revisions also modify a number of retail classifications and the organization of the information sector.

A new [North American Product Classification System \(NAPCS\)](#) is presently under development, with initial focus on products of [service industries](#). (NAPCS will focus on manufacturing products at a later date; for existing census codes, see the [Numerical List of Manufactured and Mineral Products](#).)

Measuring electronic business is a major challenge for future statistical programs. Review the [latest data](#) as well as [papers](#) describing Census Bureau plans and issues.

New! E-Commerce Statistics

The [Bridge Between NAICS and SIC](#) provides [1997 Economic Census](#) data NAICS by SIC and SIC by NAICS, and reveals relationships not identified in the *NAICS Manual*.

The official **1997 US NAICS Manual** *North American Industry Classification System--United States, 1997* includes definitions for each industry, tables showing correspondence between 1997 NAICS and 1987 SICs, and a comprehensive index--features also available at this web site. To order the 1250-page *Manual* in print or on CD-ROM, call NTIS at (800) 553-6847 or (703) 605-6000, or visit the [NTIS web site](#).

The list of 1997 NAICS codes, tables showing correspondence between NAICS and SIC, and other files

NAICS to SIC
SIC to NAICS
NAICS Search

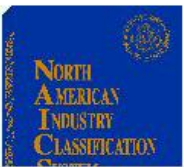





How NAICS will affect data users
[New industries](#)
[New sectors](#)
[New code system](#)
[Benefits](#)
[Breaks in time series](#)

Implementation
[Census Bureau](#)
[BEA](#)
[BLS](#)
[Other agencies](#)

Product Classification
[Service Sector](#)
[Manufacturing](#)

Questions?
[Ask Dr. NAICS](#)

Development of NAICS
[Introduction](#)
[Federal Register](#)
[Issues & concepts](#)
[Papers & speeches](#)



Federal Supply Classification

<http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz>

Address <http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz>

FPDS PSC Wizard - Step 1

The PSC Wizard will help you pick the correct Product or Service Code.

PSC's are categorizations of the kinds of "things" that the U.S. Government Buys. They consist of Federal Supply Classification codes developed to categorize tangible products and service codes developed specifically for use in the Federal Procurement Data System.

Research and Development codes cover all aspects of research, development, and evaluation (including management and support).

Services include all other non-tangible services AND purchase or lease of buildings.

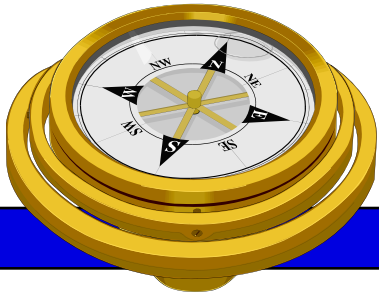
Choose One Major Category

- Research and Development
- Services (other than R and D)
- Products

Option: Enter one word or phrase to search for:
 (up to 20 characters)

[Return to the FPDC home page](#)

PSC Wizard Version 0.5, March 17, 2000



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Central Contractor Registration

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

CCR Central Contractor Registration

There are 424416 active vendors

Vendor Corner | Government Arena | Small Business | CCR Handbook | Access CCR Data | Help

Start New Registration
Finish Saved Registration Using Confirmation #
Update or Renew Registrations Using TPIN
Search CCR
Find my DUNS
Find my CAGE
Federal Agency Registration
Dynamic Small Business Search

NOTICE:
CCR using D&B data for Registrant identification in CCR. . . . [Read more](#)

Warning of New Fraudulent Department of Transportation Letter
A new version of the Department of Transportation (DoT) letter that requests a CCR Registrant to fax their TPIN to a given number is again circulating. Please see the [CCR/DoT Security Note](#) for more information.

CCR Release Notes are now available on-line for the recently implemented CCR modifications. . . . [Read more](#)

IMPORTANT ANNOUNCEMENT From the Federal Government Regarding Validation of Taxpayer Identification Number (TIN) in CCR
On **October 30, 2005**, the Central Contractor Registration (CCR) began validating the Taxpayer Identification Number and Taxpayer Name of each new and updating CCR registrant with the Internal Revenue Service (IRS)

CCR Daily
All that you need to know

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

Integrated Acquisition Environment

E-GOV

Dynamic Small Business Search

http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm

Dynamic Small Business Search

Most hotlinks on this page will open a new browser window.
(This [Return to CCR Home Page](#) hotlink does not.)

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

[Privacy Statement](#)

[Help](#)

State(s):

[How to make multiple selections.](#)

(any state)

- AL - Alabama
- AK - Alaska
- AA - American Atlantic (APO/FPO)
- AE - American Europe (APO/FPO)
- AP - American Pacific (APO/FPO)
- AS - American Samoa
- AZ - Arizona
- AR - Arkansas
- CA - California

Congressional District:

(Requires exactly one state from the list at left.)
2-digit numeric (leading 0 if 1 digit),
or AL for At Large

County Code:

(Requires exactly one state from the list at left.)
3-digit numeric (leading zeroes if 1 or 2 digits)

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)

On-line Reps and Certs Application – ORCA - <http://www.bpn.gov/>

Go Directly To:

- Central Contractor Registration (CCR)
- Federal Agency Registration
- Online Representations and Certifications Application (ORCA)
 - Vendor
 - Public
- Past Performance Information Retrieval System (PPIRS)
- Excluded Parties Listing System
- EEO Pre-Award Clearance

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key data bases across Federal Agencies.

Important Information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is its average number of persons employed for each pay period over the concern's latest 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see: <http://www.sba.gov/size/part121sects.html>

The three-year average annual receipts (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates worldwide. The AARs are calculated based on your firm's last three completed fiscal years. Travel,

egov
By Government. My Terms

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
14	15	16	17	18	19
21	22	23	24	25	26
28	29	30	31		

FIRSTGOV
Your First Click to the U.S. Government



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FedBizOpps

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

F e d B i z O p p s
Federal Business Opportunities

★ Find Business Opportunities

★ General Information

- ▶ Section 508
- ▶ Vendor Notice
- ▶ Interface Description
- ▶ Management Responsibility
- ▶ Frequently Asked Questions

★ Privacy and Security Statement

- ▶ Privacy and Security Statement

★ FedBizOpps News

- ▶ What's New?
- ▶ 508 Compliance

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

★ Related Links

- ▶ Demo FBO
- ▶ DoDBusOpps
- ▶ Federal Agency Business Forecasts
- ▶ Federal Assets Sales
- ▶ Federal Commons
- ▶ Firstgov
- ▶ Minority Business Development Agency
- ▶ PRO - Net
- ▶ SUB - Net (Subcontracting Opportunities)
- ▶ Vendor Notification Service

★ Contact Information

- ▶ Email: fbo.support@gsa.gov
- ▶ Phone: 877-472-3779 (Toll Free)

FedBizOpps BUYERS **FedBizOpps VENDORS**

Federal Procurement Data System*

<http://www.fpds.gov>

The screenshot shows the FPDS Next Generation website interface. At the top left is the FPDS Next Generation logo, and at the top right is the GSA egov logo. The main content area is divided into six sections:

- Log In:** Contains a "Log-In:" label, a text input field, a "Password:" label, a text input field with "Login Image" inside, a "Log In" button, and a "[Forgot Your Password?](#)" link.
- General Info:** Contains a welcome message: "Welcome to the new Federal Procurement Data System (FPDS).", instructions for new and registered users, and a "[About FPDS-NG](#)" link.
- Reports:** Contains the text "The following FPDS reports are available now for download:" followed by three links: "[Federal Procurement Report FY2002](#)", "[Federal Procurement Report FY2001](#)", and "[Federal Procurement Report FY2000](#)".
- Registration:** Contains links for "Not Registered? [Register](#)", "[Who Should Register?](#)", "[Contact Help Desk](#)", and "[Security and Privacy](#)".
- Important Links:** Contains a list of links: "Are you at the right site?", "[Report FY2003 Transaction](#)", "[Find Current Business Opportunities](#)", "[Small Business Services](#)", "[Business Partner Network](#)", "[Register as a Potential Contractor](#)", "[Past Performance Information Retrieval System](#)", "[Federal Technical Data System](#)", "[Official website for eGov Initiatives](#)", and "[FPDS-NG Project Site](#)".
- CBT Computer Based Training:** Contains links for "[Award CBT](#)" and "[IDV CBT](#)", a paragraph explaining that a plugin will be downloaded if necessary, and a link "[click here](#)" to install it, and another paragraph stating that if a user does not wish to use the plugin, they can "[click here](#)" to use the FPDS Help File.

* *Use Internet Explorer or Netscape 7.0*

Federal Acquisition Jumpstation

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



Bookmarks Netsite: <http://nais.nasa.gov/fedproc/home.html> What's Relate

Federal Acquisition Jumpstation

Your link to federal acquisitions on the Internet

Welcome

Departments of the Executive Branch:
[Agriculture](#) / [Commerce](#) / [Defense](#) / [DLA](#) / [Air Force](#) / [Army](#) / [Navy](#) / [Education](#) / [Energy](#) / [Health & Human Services](#) / [HUD](#) / [Interior](#) / [Justice](#) / [Labor](#) / [State](#) / [Transportation](#) / [Treasury](#) / [VA](#)

Independent Agencies of the Executive Branch:
[Consumer Product Safety Commission](#) / [GPO](#) / [EPA](#) / [FCC](#) / [GSA](#) / [NASA](#) / [National Coordination Office for High Performance Computing & Communications](#) / [National Science Foundation](#) / [NTSE](#) / [NRC](#) / [Social Security Administration](#) / [U.S. Agency for International Development \(USAID\)](#) / [U.S. Postal Service](#)

Other Acquisition Information:
[Commerce Business Daily \(CBD\)](#) / [Procurement Assistance](#)

Procurement and Acquisition Sites by Contracting Activity

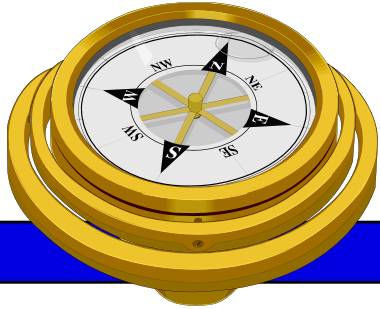
Departments of the Executive Branch:

Department of Agriculture

- [USDA Procurement](#)
- [USDA Points of Contact and Business Opportunities Information](#)
- [Agricultural Research Service](#)
- [Farm Service Agency](#)
- [Rural Business-Cooperative Service](#)

Department of Commerce

- [Commerce Acquisition Community](#)
- [Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)

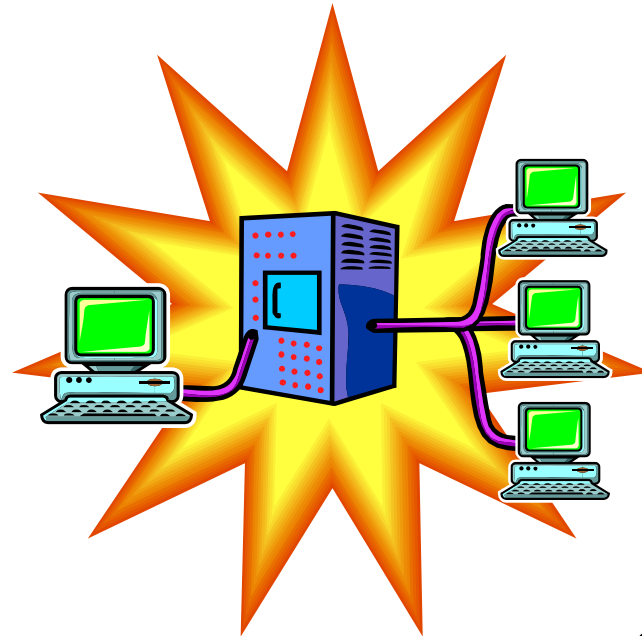


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Federal Purchase Thresholds

- Greater than \$100,000
- Simplified Acquisition Threshold \$100,000
- Small Purchase Threshold < \$25,000



- Micro-purchase < \$2500



Federal Acquisition Regulations



 Acquisition Central acquisition.gov

Federal Acquisition Regulation (FAR)

[FAR Reissue 2005 - PDF VOL 1
\(For Printing Purposes Only\)](#) [FAR Reissue 2005 - PDF VOL 2
\(For Printing Purposes Only\)](#)

All PDF Files Require [Adobe Acrobat 7.0](#)

Current FAR

Includes Amendments from FAC 2005-13
Effective on September 28, 2006

- [HTML Format](#)
- [PDF Format](#)
- [FrameMaker - Zipped](#)
- [FAR Matrix - HTML](#)
- [FAR Matrix - PDF](#)
- [FAR Index - PDF](#)
- [Appendix](#)

FAR Documents

FAR Reference

- [FAR \(Archived\) - HTML](#)
- [FAR \(Archived\) - PDF](#)
- [GSA Forms Library](#)
- [FAR - Zipped](#)
- [Search the FAR](#)

Other Information

- [Subscribe to Acquisition News](#)
- [Frequently Asked Questions](#)
- [Authority of the FAR](#)
- [FAR Drafting Guide](#)

Some Important FAR Parts

- 
- **-Part 12 – Acquisition of Commercial Items**
 - **-Part 13 – Simplified Acquisition Procedures**
 - **-Part 14 – Sealed Bidding**
 - **-Part 15 – Contracting by Negotiation**
 - **-Part 16 – Types of Contracts**
 - **-Part 19 – Small Business Programs**

Acquisition Central

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

ACQUISITION CENTRAL

Integrated Acquisition Environment

Search

Advanced Search

About IAE | Acquisition Systems | News Room | Events | For Buyers | For Sellers | For Citizens | Acquisition Workforce | AcqNet

ACQUISITION CENTRAL

Emergency Contracting Information

- ◆ Hurricane Contracting Information Center (HCIC)
- ◆ Hurricane Recovery
- ◆ GSA Emergency Response
- ◆ Emergency Response and Recovery Contracting Community

Welcome to ACQUISITION CENTRAL, the web site for the federal acquisition community and the government's business partners. From this site you can access shared systems and tools to help you conduct business efficiently.

ACQUISITION CENTRAL is hosted by IAE (Integrated Acquisition Environment), the E-Gov Initiative that is streamlining the federal acquisition process. Acquisition Central is here to help every member of the acquisition community by providing one website for all things acquisition. From here you can learn about regulations, systems, resources, opportunities, and training.

This website designed to create an easily navigable resource to share the efforts of IAE as it works to achieve its vision of more efficient and transparent practices through better use of information, people, processes and technology. Users are encouraged to contact us to let us know if you have found the website useful or to offer comments on how utility can be improved.

Best viewed with a screen resolution of 1152x864 or greater, using Internet Explorer version 5.5 or higher.

Acquisition Systems

- Central Contractor Registration (CCR)
- Excluded Parties List System (EPLS)
- Electronic Subcontracting Reporting System (eSRS)
- Federal Business Opportunities (FBO)
- Federal Agency Registration (FedReg)
- Federal Technical Data Solutions (FedTeDS)
- Federal Procurement Data System-Next Generation (FPDS-NG)
- Financial Management Service (FMS) Treasury Offset Program (TOP)
- JWOD
- Online Representations and

- Federal Acquisition Regulation (FAR)
- Acquisition Advisory Panel (SARA Panel)
- Acquisition Center of Excellence (ACE) for Services
- Agency Supplemental Regs.
- Civilian Agency Acquisition Council (CAAC)
- Code of Federal Regulations
- Federal Register
- General Services Acquisition Manual (GSAM)
- DA Ustad Award
- Office of Federal Procurement Defau

Acquisition Knowledge Sharing System

<http://akss.dau.mil/>

The screenshot displays the AT&L Knowledge Sharing System website. The header includes the AT&L logo, the title "AT&L Knowledge Sharing System", the tagline "Your one stop source for AT&L information", and the Defense Acquisition University logo. A navigation bar contains links for Home, DAU, Contact, FAQ, Site Map, Help, and Advanced Search, along with a search box and a "Go" button. A left sidebar lists various categories such as DAU Homepage, Training Courses, Continuous Learning, Knowledge Sharing, Performance Support, AKSS Menu, Policy Documents, DoD 5000 Series, FAR, DFARS, & Others, Community Areas (CoPs), Reader's Choice, Glossaries & Acronyms, Education & Training, Software Tools, DAU Video Library, AT&L Web Sites, News & Publications, Ask a Professor, Forms, Acquisition Events, Guidebooks & Handbooks, and Ethics. The main content area features a "AKSS Today!" section with a "DAU Catalog" dropdown menu and a "Results Say...70% of users do not view AKSS at the recommended display resolution. To find out how to change your screen resolution" message. Below this is a "Wanted: Best Example of a Performance-based Contract Reward: \$2500 Award to Federal Government Employee Who Wins!" announcement. A "Newsletter from the Secretary of the Air Force" section is also present. On the right side, there are promotional banners for "New JCIDS/DoD 5000/PBBE Policy is Available" and "Speak C We'd like hear from". Below these are "Reader's Choice" and "Suggested Reading" sections with lists of links to various documents and reports.

DOD OSBP

<http://www.acq.osd.mil/osbp/>

Department of Defense
Office of Small Business Programs

Welcome

Quick Links:

- Our Mission**
Advise the Secretary of Defense on all matters related to small business.
- Hot Topics**
Represent the Secretary of Defense on major small business matters addressed at the OSD level.
- Programs**
Develop DoD-wide small business policy and provide oversight to ensure compliance by all military departments and defense agencies.
- News**
Provide Military Departments, Defense Agencies, and Procurement Technical Assistance Centers (PTACs) with training and tools to foster an environment that encourages small business participation in defense acquisition.
- Resources**

Hot Topics:

Veterans Doing Business
with the Department of Defense

2006 Veterans and Service-Disabled Veterans Small Business Conference

Don't miss the **2006 Veterans and Service-Disabled Veterans Small Business Conference** in Dallas, Texas, December 4-7, 2006.

Army SADBUs

<http://www.sellingtoarmy.info>

OSADBU - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites Media

Address http://www.sellingtoarmy.info/show_file.asp?fileID=674&ID=30 Go Links

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION
BUILDING THE ARMY'S FUTURE THROUGH SMALL BUSINESS

HOME BUSINESS OPPS REGISTER TOOLS LOCATIONS LOGIN SEARCH GO

MENTOR-PROTÉGÉ
WOMAN OWNED
8a/SDB
HBCU/MI
VETERAN OWNED/
SERVICE DISABLED
HUBZONE
SMALL BUSINESS
SUB CONTRACTING

Please Visit the DOCUMENT STORE

Home Wednesday, August 25, 2004 Site Map Program Menu

Doing Business in Iraq last updated 7/26/2004

Please visit these links for more information regarding the reconstruction of Iraq:

www.fedbizopps.gov
www.rebuildingiraq.org

Documents with Information on the Reconstruction of Iraq:

CPA Iraq Data Collection

OSADBU
OS
ADBU
OSAI

OSADBU TEXT SITE
SITE MAP

MESSAGES

- ★ Conference Registration
- ★ Director's Message
- ★ Expectations for Directors

INFORMATION

- ★ **NEW** DoD Conference
- ★ Calendar of Events
- ★ Director's Briefings
- ★ Document Store
- ★ Doing Business in Iraq
- ★ Doing Business w/ the Army
- ★ Federal Register Size Reg.
- ★ Future Combat Systems
- ★ OSADBU White Paper

FEATURES

- ★ SURVEY
- ★ 2004 Army SBT Conference
- ★ Army Awards \$13.6 Billion
- ★ Director's Webcast Events
- ★ IRAQ Conference
- ★ Office Supply Contract
- ★ SBA Announcement
- ★ SEI Group Inc. Award

TOUR THE VIRTUAL PENTAGON

OSADBU NEWSLETTER

OSADBU Internet

http://www.sellingtoarmy.info/show_file.asp?fileID=588&ID=30 Internet

start 2 Corporat... Inbox - Nets... Natl SB Fed ... Microsoft Po... Useful WebSi... DoD SADBUs ... OSADBU - Mi... 1:53 PM

Defense Logistics Agency

www.dla.mil

The screenshot shows the homepage of the Defense Logistics Agency (DLA) website. At the top, there is a navigation bar with categories: Hardware, Textiles, Medical, and Clothing. The main header features the DLA logo, the text "DEFENSE LOGISTICS AGENCY", and the tagline "The Warfighters Logistics Combat Support Agency". A search bar with a "GO" button is located on the right. Below the header is a secondary navigation bar with links: About DLA, News, Library, e-FOIA, Employment, Links, and Site Index. The main content area is divided into three columns: "BUSINESS OPPORTUNITIES", "INFORMATION TECHNOLOGY", and "CORPORATE HEADQUARTERS". Each column has a brief description and a "Select a web site" button. Below this is a section for "Read our Publications" with links to "Customer Assistance Handbook", "Dimensions", "LogLines", and "Thorium Nitrate FONSI Documents". To the right is a "FOCUS ON DLA" section with the text "Learn more about DLA initiatives & accomplishments" and a "Top Stories" list. The footer contains links for "Privacy/Security", "Accessibility", and "Contact Webmaster".

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

Hardware Textiles Medical Search: **GO**

DEFENSE LOGISTICS AGENCY
The Warfighters Logistics Combat Support Agency

[Contact Us](#) | [Help](#) | [Home](#)

[About DLA](#) | [News](#) | [Library](#) | [e-FOIA](#) | [Employment](#) | [Links](#) | [Site Index](#)

BUSINESS OPPORTUNITIES
Customers and vendors can check here for links to buying and selling opportunities. From uniforms to spare parts, from fuel to rations, DLA is the supplier of choice for America's Warfighters. [▶](#)

INFORMATION TECHNOLOGY
DLA knowledge broker, providing comprehensive, best practice technological support to the DOD/DLA logistics business community. [▶](#)

CORPORATE HEADQUARTERS
Headquarters DLA provides logistics and administrative support guidance to our field activities. [▶](#)

[Select a web site](#) [Select a web site](#) [Select a web site](#)

Read our Publications

- [▶ Customer Assistance Handbook](#)
- [▶ Dimensions](#) [▶ LogLines](#)
- [▶ Thorium Nitrate FONSI Documents](#)

FOCUS ON DLA
Learn more about DLA initiatives & accomplishments

Top Stories:

- [Warren Depot's Excess Cardboard Recycled to California, 10/27/2003](#)
- [Navy Makes Army General an Honorary Supply Corps Flag Officer, 10/7/2003](#)
- [Family, Cuban heritage keys to success for DLA analyst, 10/03/2003](#)

[Privacy/Security](#) | [Accessibility](#) | [Contact Webmaster](#)

DoD Procurement Gateway

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

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

Welcome

- Introduction
- Contact Us

Search

- RFQs
- RFPs
- Awards

Related Data

- Specs/Std
- Quotes

Other

- User Profile
- SB Notices
- Comments
- Home

Collection Download

- Related Links
- Help

DEPARTMENT OF DEFENSE
PROCUREMENT
GATEWAY
REQUESTS FOR QUOTATIONS
& CONTRACT AWARDS

Announcement: *** September 14, 2006 - ATTENTION DSCP (C&E) ABIWeb Users:** The DSCP (C&E) ABIWeb was retired on August 1, 2006. You can retrieve the drawings for DSCP(C&E) Solicitations (those beginning with "SP05") during *open solicitation only* by contacting DSCP-ILTB at 215-737-7140 or 215-737-7154, or by sending email to dscpdrawings@dlamail.

Drawings for BSM Solicitations (those starting with "SPM" or "SPE") are/will be available at <https://dbi.dsccl.dla.mil/>

******* August 18, 2006 - ATTENTION ALL DLA SUPPLIERS:** New DOD requirements for wood packaging material (WPM) have been developed in response to international implementation of the United Nations Food and Agriculture Organization protocol on International Standards for Phytosanitary Measures (ISPM) 15. ISPM 15 is designed to block movement of pests that can destroy forests from one nation to another. DOD shipments inside and outside of the United States must meet ISPM 15 whenever WPM is used to ship DOD cargo. (For more information, see the American Lumber Standard Committee, Incorporated Web page at <http://www.alsc.org>.) The new WPM requirements will be reflected in DLA solicitations and awards issued on or after August 1, 2006. WPM is defined in the clause at DLAD 52.247-9D12, Requirements for Treatment of Wood Packaging Material. (Note that DOD does not endorse the Methyl Bromide Fumigation Program. Only heat treatment or kiln dried heat treatment of WPM are authorized.) After August 1, 2006, contractors can be held accountable for taking corrective action on noncompliant shipments.

******* July 18, 2006 - ATTENTION ALL DLA SUPPLIERS:** Requirement to Affix Passive Radio Frequency Identification (RFID)Tags. **THIS IS A SIGNIFICANT REVISION TO OUR PREVIOUS NOTICE ON NEW PASSIVE RFID REQUIREMENTS. PLEASE READ CAREFULLY.** The notice is at <https://progate.daps.dla.mil/home/include/RFIDNoticeRev1.pdf>.

******* July 18, 2006 - ATTENTION ALL DLA SUPPLIERS:** New DOD Requirements for Wood Packaging Material (WPM). Please go to <https://progate.daps.dla.mil/home/include/WPM.pdf> for more information.

******* June 1, 2006 - ATTENTION DSCP C&T SUPPLIERS:** Important information for DSCP suppliers of clothing & textiles items, go to

e-Tools...

- www.gsa.gov
- www.gsa.gov/
 - schedules
 - elibrary
 - gsaadvantage
 - vsc
- fsstraining.gsa.gov



GSA U.S. General Services Administration



GSA *Schedules e-Library*
GSA Federal Supply Service



 **GSA Advantage!**TM
on-line shopping....

Welcome to the FSS Center for Acquisition Excellence Virtual Campus

[Register](#) [Login](#) [Tour](#)



GSA *Vendor Support Center*
GSA Federal Supply Service

General Services Administration E-library

<http://www.gsaelibrary.gsa.gov/elib/eLibrary.jsp>

The screenshot shows a Netscape browser window displaying the GSA Schedules e-Library website. The browser's address bar shows the URL <http://www.gsaelibrary.gsa.gov/elib/eLibrary.jsp>. The website header includes navigation links: "Federal Supply Schedules Listing", "Basic Schedule Ordering Guidelines", "Help", "GSA Advantage!", and "GSA/FSS Home". The main heading is "GSA Schedules e-Library" with the subtitle "GSA Federal Supply Service".

Welcome!

Schedules e-Library is your source for the latest GSA and VA schedules contract award information! Now, schedule customers have a centralized source for researching GSA and VA schedules 24 hours a day! Schedules e-Library contains basic ordering guidelines, complete schedule listings, and a powerful search engine. The Schedules e-Library is updated daily to provide you with the latest award information. Schedules e-Library will also link you directly to our premier e-commerce shopping site - GSA Advantage! where you can place your order today!

Federal Supply Schedule

Go directly to
- Select - **Go!**

What are you Searching For?

all the words **Go!**

Enter keywords, contract number, contractor/manufacturer name, schedule number or SIN.

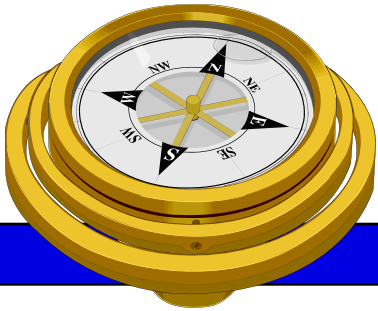
\$ Search & Shop
GSA Advantage!®

for Manufacturer Part Numbers and Product Names.

MAS Owners Manual
DOWNLOAD NOW

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How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ✓ Register
- ✓ Determine who buys your goods or services
- ✓ Familiarize yourself with government contracting procedures.
- ✓ Seek additional assistance as needed.
- ❑ Explore subcontracting opportunities
- ❑ ***Focus*** and Market your firm

OSDBU Interagency Council

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

Federal OSDBU Directors Interagency Council

Agriculture - Commerce - Defense - DHS - Education - Energy - EPA - Executive Office of the President - GSA
HHS - HUD - Interior - Justice - Labor - NASA - NRC - NSF - Smithsonian - Social Security - State
Transportation - Treasury - USAID - U.S. Postal Service - VA

[[List of Federal OSDBU Offices](#)]

About The Council

- [Charter](#)
- [Executive Committee Members](#)

General

- [Outreach Events](#)
- [Success Stories](#)
- [Useful Links](#)
- [Summary Meeting 'Minutes'](#)

Save the Date:

**16th Annual OSDBU
Procurement Conference** will
be held on Thursday, April 20,
2006 (Upper Marlboro, MD)



Commerce Secretary Gutierrez
Announces [Hurricane Contracting
Information Center \(HCIC\)](#), One-Stop
Shop to Help U.S. Businesses Participate in
Hurricane Rebuilding Efforts



The Department of Veterans
Affairs' [Center for Veterans
Enterprise \(CVE\)](#) has developed an
Internet database of veteran-owned
and service-disabled veteran-owned small businesses
called "[VetBiz Vendor Information Pages \(VIP\)](#)"

Key Issues and Topics

- [News](#)
- [Bundling](#)
- [Competitive Sourcing](#)
- [Recertification](#)
- [President's Management Agenda](#)

Working Groups

- [Legislative](#)

SBA Government Contracting Assistance Directory

<http://www.sba.gov/gc/asstdir.html>

Address <http://www.sba.gov/GC/asstdir.html> Go Link

[SBA Home Page](#) ... [Special Services](#) ... [Government Contracting](#) ...

SBA

GOVERNMENT CONTRACTING ASSISTANCE DIRECTORY

- [SBA's Procurement Center Representatives \(PCR's\)](#)
- [SBA's Commercial Market Representatives \(CMR's\)](#)
- [SBA's Certificate of Competency Representatives \(CoC's\)](#)
- [SBA's Business Information Centers \(BIC's\)](#)
- [Small Business Development Centers \(SBDC's\)](#)
- [Service Core of Retired Executives \(SCORE\)](#)
- [Offices of Small & Disadvantaged Business Utilization \(OSDBU\)](#)

[Search all of SBA](#) [To SBA Home Page](#) [Site Map](#)

Related Items...

— Your Local SBA Servicing Office ▾

[Pick and Submit](#)

| Contracting Comments to: oliver.snyder@sba.gov |

| [Web Comments](#) |

Business.Gov

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

Business.GOV
THE OFFICIAL BUSINESS LINK TO THE U.S. GOVERNMENT

Home Business Resource Library Press About Us Help

Business Resource Library
Information on regulatory topics

[Business Licenses & Permits](#)
[Hiring & Managing Employees](#)
[Taxes](#)
[Workplace Health & Safety](#)
[more ...](#)

The official resource to help business quickly find compliance information, forms and contacts from multiple government Web sites.

4 of 6

Search Compliance Information

Search By Industry or Business Topic

Business Areas

- [Advertising & Marketing](#)
- [Business Law](#)
- [Emergency & Disaster Planning](#)
- [Environmental Compliance](#)
- [Finance](#)
- [Government Contracting](#)
- [Hiring & Managing Employees](#)
- [Information Security](#)
- [International Trade](#)
- [Licenses & Permits](#)
- [Non-Profits](#)
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Federal Forms
Find government forms by agency, form number, or name

Compliance Contacts
Find compliance experts and assistance from government agencies

SBA National Ombudsman
Help with unfair & excessive regulatory enforcement

State Compliance Resources
Get help complying with state regulations

Choose a State ...

SBA

[Starting Your Business](#)
[Financing Your Business](#)
[Managing Your Business](#)

SBA SBDC Listings

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

SBA Small Business Development Centers

Small Business Development Centers

SBDC Mission and Overview

SBDC en Espanol

13 CFR 130

Your Nearest SBDC

Association of SBDCs

SBDC National Clearinghouse

Business Development

Starting your Business

Financing your Business

Expanding your Business

← Home for this Area Previous Location →

U.S. Small Business Administration
SBA
Small Business Development Center

A broadband service delivery network designed to make a significant, strategic investment in building and enhancing local economies in the US, Puerto Rico, US Virgin Islands, Guam and American Samoa.

An Affiliate of the Office of Entrepreneurial Development
[Business Counseling and Training Resource](#)

U.S. Small Business Administration

Small Business Development Centers (SBDC)

Small Business Development Centers (SBDC)
[2003 Program Announcement For FY2004 or CY2004](#)
[PDF format](#)

Veteran's Administration VETBIZ

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



The screenshot shows the VETBIZ.gov website interface. At the top left is the Department of Veterans Affairs seal. The header reads "UNITED STATES DEPARTMENT OF VETERANS AFFAIRS". Below the header is a navigation menu with links: "VA Home", "About VA", "Organizations", "Apply Online", "Find a Facility", and "Contact VA". A search bar is located on the right. A left sidebar contains a vertical menu with links: "Health Care", "Benefits", "Burial & Memorials", "Start a Business", "Expand a Business", and "Outreach Programs". The main content area features the "VETBIZ.gov" logo and the text: "THE CENTER FOR VETERANS ENTERPRISE HOME PAGE". Below the logo, a paragraph describes the site as a "Veteran Resource Information" web site designed to assist veteran entrepreneurs. A list of services is provided, including "Vendor Information Pages".

UNITED STATES
DEPARTMENT OF VETERANS AFFAIRS

VA Home About VA Organizations Apply Online Find a Facility Contact VA Search

Health Care
Benefits
Burial & Memorials
Start a Business
Expand a Business
Outreach Programs

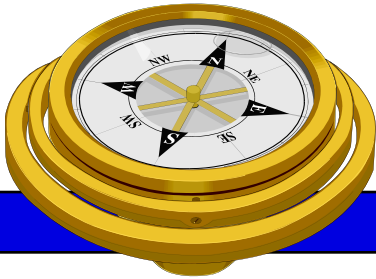
THE CENTER FOR VETERANS ENTERPRISE HOME PAGE

VETBIZ.gov

is a **Veteran Resource Information** web site designed to assist veteran entrepreneurs who want to start and expand their businesses in the *Federal* and *private* marketplace. This site provides up to the minute information from the Federal Government as it pertains to Service Disabled and Veteran Owned Small Businesses. Please visit our ["News and Information Page"](#) for current releases.

We provide the following services **FREE** to all Honorably Discharged Veterans:

- [Vendor Information Pages](#) – a veteran business database that lists businesses that are 51% or more owned by veterans or service-connected disabled veterans. It is used to promote and market Veteran-Owned Small Businesses (VOSBs) and Service Disabled Veteran-Owned (SDVOSBs). This database is the number one source for Federal agencies looking for SDVOSB's to comply with [Executive Order 13360 \(97KB PDF\)](#). The Vendor Information Pages (VIP) database averages over 4500 visits per month accounting for over 4100 vendor searches by Federal agencies, prime contractors and private citizens. This database is also the sole source for all inquiries for market research requested through The Center for



How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ✓ Register
- ✓ Determine who buys your goods or services
- ✓ Familiarize yourself with government contracting procedures.
- ✓ Seek additional assistance as needed.
- ✓ Explore subcontracting/teaming opportunities
- ❑ **Focus** and Market your firm

SBA SUB-Net

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

Bookmarks Netsite: <http://web.sba.gov/subnet/> What's Related

SBA
SUB-Net

About SUB-Net
Search For Solicitation
See Award Results
Post Solicitation

FedBizOpps
The Source of Opportunity

SBA
SUB-Net

**U.S. Small Business Administration
Subcontracting Network**

The use of SUB-Net fulfills the function set forth in [Federal Acquisition Regulation \(FAR\) 5.206](#), Notice of Subcontracting Opportunities, for contractors and subcontractors to post notices and thereby increase competition for subcontracts.

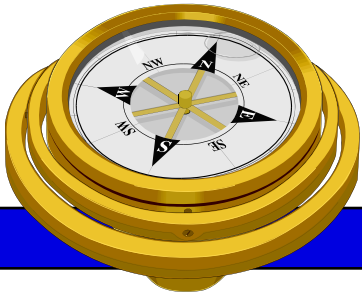
Also see SBA's [Subcontracting Opportunities Directory](#)
& [SBA's PRO-Net](#) - Procurement Marketing and Access Network

[DISCLAIMER](#)

Privacy

Comments SBA Home Page

* The structure of this page was last modified: 04/26/2002 02:33:54 PM
Version: 3.0.0



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- ✓ **Focus** and Market your firm

Market Your Business

Associations



AFCEA



NCMA

Conferences



Networking



Market Research



Targeted Sales Calls



Market Your Business

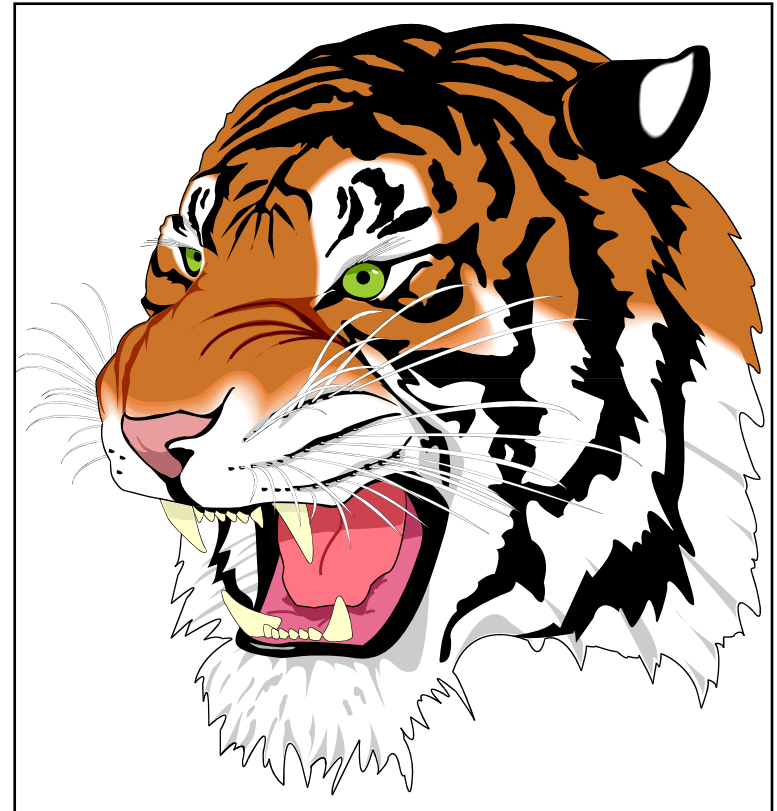


Focus!!!!



Remember!!!

*There are only two
kinds of
Companies.... the
quick and the dead !*





George Mason University PTAP
4031 University Drive, Suite 200
Fairfax, VA 22030
Phone: 703-277-7700
Fax: 703-352-8195
www.vaptap.org

**“bringing business and government closer
together”**