



May 13, 2015

# How To Do Business with the Federal Government

Sommer Straight, Marketing Specialist

**RCAC** *Regional Contracting  
Assistance Center, Inc.*  
*Business Growth through Government Contracts*

-and- Melissa Loder, BOS  
U.S. Small Business Administration

# Why?

- World's largest buyer of goods and services.
- Over \$500 billion a year.
- Required small business contracting goals.

# The Feds truly purchase everything...

“US Marine Corps in Oceanside, CA, seeks a small business to trap a brownheaded cowbird.” February 2010



# Is Your Business “Small”?

www.sba.gov [Size Standards Table](#)

Procurement officials could use...

- NAICS North American Industry Classification Codes
- SIC Standard Industrial Classification Codes
- PSC Product Service Codes
- FSCC Federal Supply Classification Codes

NOTE: You Can be SMALL in one NAICS Code and large in another NAICS code

# Why Size Matters

- Government-wide small business goal of 23%.
  - These goals *exclude large businesses*.
  - Large businesses (Prime Contractors) subcontracting goals.
  - Required eligibility for set aside programs (also called certification or preference programs).
- 

# Getting Registered



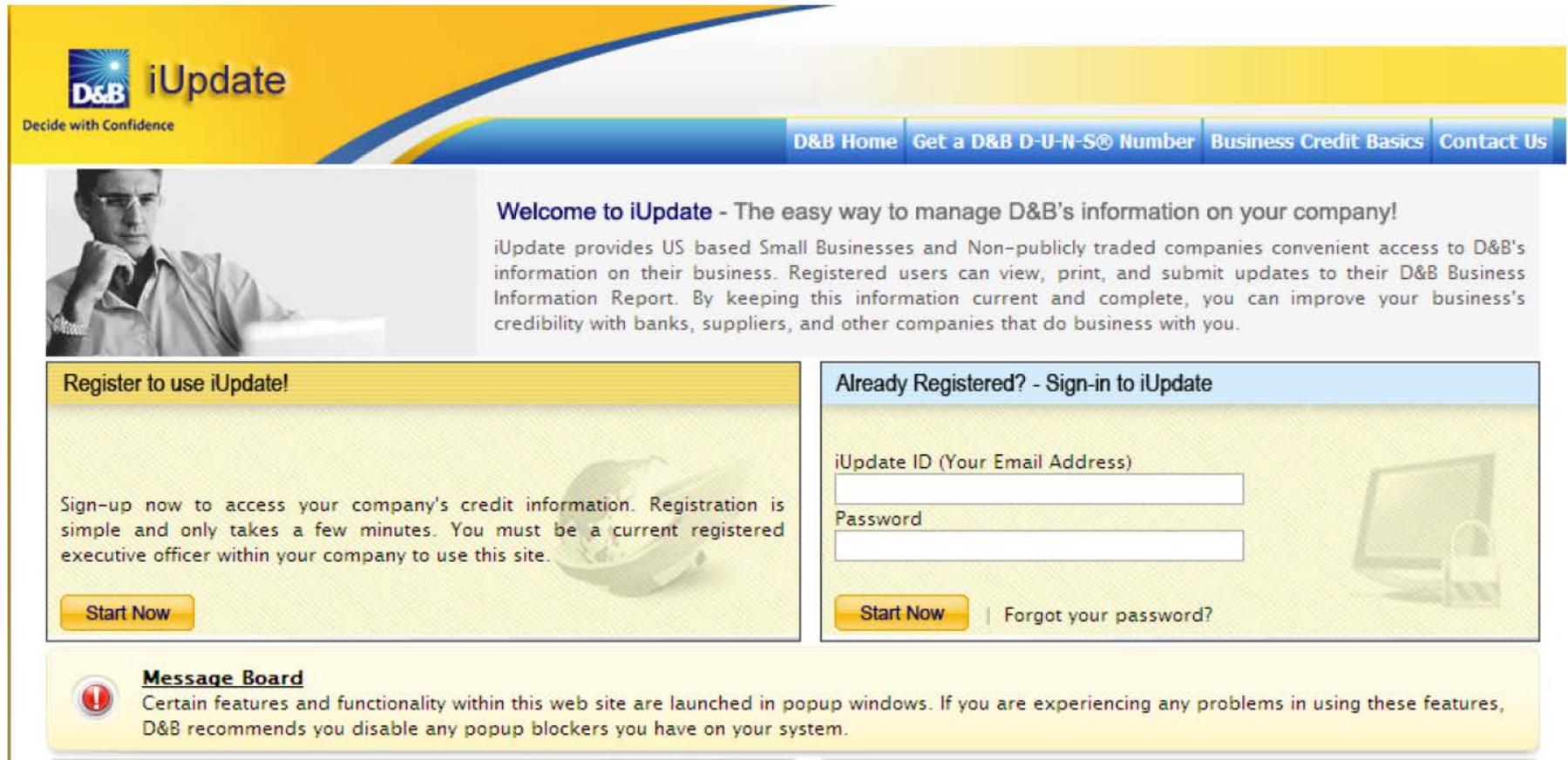
# 1. DUNS Number

- Obtain a Data Universal Numbers System Number (DUNS)
- Check to see if your company is already listed
  - If listed, check for errors and work with Dun & Bradstreet to correct any errors in your record
  - If not listed, request a DUNS Number

**This is FREE.**



# Search for or obtain a DUNS #



The screenshot shows the D&B iUpdate website. At the top left is the D&B logo with the tagline "Decide with Confidence" and the text "iUpdate". A navigation bar contains links for "D&B Home", "Get a D&B D-U-N-S® Number", "Business Credit Basics", and "Contact Us". A central banner features a photo of a man thinking and the text: "Welcome to iUpdate - The easy way to manage D&B's information on your company! iUpdate provides US based Small Businesses and Non-publicly traded companies convenient access to D&B's information on their business. Registered users can view, print, and submit updates to their D&B Business Information Report. By keeping this information current and complete, you can improve your business's credibility with banks, suppliers, and other companies that do business with you."

Below the banner are two main sections:

- Register to use iUpdate!**: A yellow box with a lightbulb icon. Text: "Sign-up now to access your company's credit information. Registration is simple and only takes a few minutes. You must be a current registered executive officer within your company to use this site." A "Start Now" button is at the bottom.
- Already Registered? - Sign-in to iUpdate**: A light blue box with a computer monitor icon. It contains two input fields: "iUpdate ID (Your Email Address)" and "Password". A "Start Now" button and a "Forgot your password?" link are at the bottom.

At the bottom is a **Message Board** section with a red warning icon. Text: "Certain features and functionality within this web site are launched in popup windows. If you are experiencing any problems in using these features, D&B recommends you disable any popup blockers you have on your system."

<https://iupdate.dnb.com/iUpdate/mainlaunchpage.htm>

## 2. Register with SAM



- System for Award Management **SAM**
- Replaced several, older registration systems.
- Additional procurement systems will be absorbed by SAM in future phases.

# One Process

1. Core data (name and address et al)
2. Assertions (e.g. NAICS, size metrics)
3. Representations and Certifications
4. Points of contact



## Top Search Results...

System for award management

**Ad** [www.uscontractorregistration.com/SAM](http://www.uscontractorregistration.com/SAM)

SAM (CCR & ORCA) Filing

**Ad** [www.unitedstatesbusinessregistration.us/](http://www.unitedstatesbusinessregistration.us/)

**[www.sam.gov](http://www.sam.gov)**



# Register with SAM

[View assistance for SAM.gov](#)



USER NAME

[Forgot Username?](#)

PASSWORD

[Forgot Password?](#)

**LOG IN**

[Create an Account](#)

[HOME](#)

[SEARCH RECORDS](#)

[DATA ACCESS](#)

[GENERAL INFO](#)

[HELP](#)

## CREATE USER ACCOUNT

Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.

[Create User Account](#)

## REGISTER/UPDATE ENTITY

You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.

[Register/Update Entity](#)

**New!** Use the SAM Status Tracker to:

[Check Status](#)

## SEARCH RECORDS

All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.

[Search Records](#)

# Register with Dynamic Small Business Search

- Supplemental database for small businesses only.
- Agencies use to quickly identify small business vendors.

✔ DSBS - SBA - Could Not Set Session Cookies - SBA.gov

[dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](https://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm) ▾ Small Business Administration ▾

Your attempt to go to [http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm) failed. Usually this is because your browser does not have "Session Cookies" enabled.



DSBS

[Skip Navigation](#) [Accessibility Options](#)

[Mobile View](#) [Print](#) [Exit](#) [Help](#)

[DSBS](#) [Quick Market Search](#) [TM OnLine](#)

### Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.

All form fields that require typing in data have "tooltips" with data format information.



#### NEW FEATURES FOR MOBILE USERS:

Phone number hotlinks can be used to dial the number on mobile phones.  
Address hotlinks can be used to show the address in Google Maps.

**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.**

### Location of Profile

States:

- TN - Tennessee
- TX - Texas
- UT - Utah
- VT - Vermont
- VA - Virginia
- VI - Virgin Islands
- WA - Washington
- WV - West Virginia
- WI - Wisconsin
- WY - Wyoming

[\(How to make multiple selections.\)](#)

Searching within a State:

*(Requires exactly one state from the State list at left.)*

Congressional District: [Help](#)

County:  [Lookup](#) [Help](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

Last modified: 07/13/2004 12:00:00 AM

[> FirstGov](#) [> E-Gov](#) [> Regulations.gov](#) [> White House](#)  
\* Privacy & Security \* Information Quality \* FOIA \* No Fear Act \* ADA

SBA Processing: 0.171 seconds V  
Session tim

# Dynamic Small Business Search

## SBA Search Results

the profile location is in: West Virginia;  
 the profile's status is Active;  
 and randomized by original start time of search: 2015-03-25 09:32:37 AM.

k 0.01 seconds. The count and search queries took 1.89 seconds and 2.04 seconds, respectively.

1 - 10 (of 10 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
<a href="#">1</a>	<a href="#">Prime Inc.</a>	Deena Madill	<a href="#">5020 Kanawha Turnpike South Charleston, WV 25309-2022</a>	
<a href="#">2</a>	<a href="#">Choice Lawn Care, LLC</a>	jaime sloan	<a href="#">4801 BIG TYLER RD CHARLESTON, WV 25313-2301</a>	
<a href="#">3</a>	<a href="#">BODYWORKS &amp; PAINTING, LTD. MAACO COLLISION REPAIR AND BODY WORKS</a>	JOSEPH D LILE II	<a href="#">6124 MACCORKLE AVE SAINT ALBANS, WV 25177-2335</a>	
<a href="#">4</a>	<a href="#">TOPEKA ENTERPRISES, INC. NITRO CARPET OUTLET</a>	Cynthia L Hale	<a href="#">201 NEW GOFF MOUNTAIN RD CHARLESTON, WV 25313-1490</a>	
<a href="#">5</a>	<a href="#">Progressity, Inc.</a>	Kathleen J DuBois	<a href="#">One Bridge Place 10 Hale St Charleston, WV 25301-0000</a>	
<a href="#">6</a>	<a href="#">ANN GREEN COMMUNICATIONS, INC.</a>	Beverly S. McKinney	<a href="#">300 D St South Charleston, WV 25303-3106</a>	
<a href="#">7</a>	<a href="#">COMMERCIAL TECHNOLOGY GROUP LLC</a>	Patricia C Ward	<a href="#">888 Oakwood Road, Suite 330 Charleston, WV 25314-2071</a>	
<a href="#">8</a>	<a href="#">Pinnacle Supply LLC</a>	Dennis Keiffer	<a href="#">1424 Ohio Ave Dunbar, WV 25064-2935</a>	
<a href="#">9</a>	<a href="#">Walhonde Tools Incorporated</a>	Todd Dugan	<a href="#">1255 CHILDRESS RD CHARLESTON, WV 25309-9292</a>	

# Researching the Opportunities



# Where do you fit?

1. Prime Contracting
  2. Subcontracting
  3. Teaming
  4. Joint Venture
- 

# Fed Biz Opps

The screenshot displays the FedBizOpps.gov website interface. At the top, the logo 'FEDBIZOPPS.GOV' is accompanied by the text 'Federal Business Opportunities'. To the right, there are logos for 'IAE', 'E-GOV', and 'USA.gov'. A navigation menu below the header includes links for 'Home', 'Getting Started', 'General Info', 'Opportunities', 'Agencies', and 'Privacy'. The main content area features a search bar with a magnifying glass icon and the text 'Search more than 21,700\* active federal opportunities.' Below this, there are several filter dropdowns: 'Posted Date' (set to 'Last 90 Days'), 'Set-Aside Code' (set to 'Any'), 'Place of Performance' (set to 'Any State or Territory'), and 'Type' (set to 'Any'). There are also input fields for 'Keyword / Solicitation #' and 'Agency:'. A 'Search' button is located below these fields. A note states: 'Additional criteria and multiple selections are available on the [advanced search form](#). \* Notices posted within the last 90 days.' To the right of the search area, there is a 'RECOVERY' section with buttons for 'SEARCH RECOVERY OPPORTUNITIES' and 'SEARCH RECOVERY AWARDS', and links for 'FBO RECOVERY REPORTS' (Opportunities and Awards). Below the search area, there is a section for 'Buyers / Engineers' and 'Vendors / Citizens'. The 'Buyers / Engineers' section includes a 'View Opportunities' link and a login form with 'Username' and 'Password' fields. The 'Vendors / Citizens' section includes a 'Find Opportunities' link and a similar login form. Two large blue arrows point to the 'Search' button and the 'Find Opportunities' link. At the bottom right, the URL 'http://www.fbo.gov/' is displayed in orange text.

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

# Bid Matching & Alerts

 **Set-Aside Alert**<sup>™</sup> [www.setasidealert.com/](http://www.setasidealert.com/)

 **FEDMINE.US**<sup>™</sup> [www.fedmine.us](http://www.fedmine.us)

 **INPUT** Deltak  
Information  
Solutions [www.input.com](http://www.input.com)

[govbusiness.com](http://www.govbusiness.com) [www.govbusiness.com](http://www.govbusiness.com)

 **PT Assist** [www.ptassist.com](http://www.ptassist.com)

 **ONVIA**<sup>™</sup> <http://onvia.com/about/default.asp>

 **Bid Contract** <http://www.bidcontract.com>

# SUB-Net



U.S. Small Business Administration  
**SBA**  
Your Small Business Resource

SUB - Net

**Search Solicitation**

- Search the database
- View all solicitations



FedBizOpps  
A Division of Opportunity

### Search Solicitation Results

Company Name	Closing Date	Description
<a href="#">J. Kokolakis Contracting</a>	8/31/2007 2:00 PM	Construction of a new Air Traffic Control Tower and base building at Long Island MacArthur Airport. Work includes fencing, paving, fire protection system, fuel tank, sewage disposal system, power system, MEP, elevators, millwork, precast concrete.
<a href="#">QPK Consulting</a>	8/31/2007 5:00 PM	USAID funded project in Jordan seeks quotes for procurement and delivery to Jordan of: "Queuing System at the Execution Department at the New Palace of Justice. For complete RFP and terms contact email info@masaq.com "Queuing Equip RFQ"
<a href="#">Sauer Incorporated</a>	8/31/2007 5:00 PM	Recently awarded project located at the Naval Air Station in Norfolk, VA - NEXCOM Navy Lodge Renovations, Bldg SDA-313. Seeking WOSB, SDB, VOSB, SD-VOSB etc. contractors for ALL construction trades.
<a href="#">Weeks Marine, Inc.</a>	8/31/2007 5:00 PM	Seeking all types of small businesses to provide marine supplies and services to support our beach renourishment operations at Sandbridge, VA.
<a href="#">Chemonics International</a>	8/31/2007 6:00 PM	Chemonics International, acting on behalf of the USAID-funded Afghanistan ASAP Project, is soliciting quotations for the supply of plastic tunnel and drip irrigation equipment (valves, piping, gauges, etc.). Contact jandereen@chemonics.com for more info.
<a href="#">Rustler Construction, Inc.</a>	9/3/2007 3:00 PM	The construction of sidewalk, paving, curb and gutter, maintenance of traffic, excavation, sediment & erosion control and restoration of disturbed area
<a href="#">Heming-Rivankark, Inc.</a>	9/4/2007 2:00 PM	Town of Wallace, NC water and sewer improvements 1,076lf 6" pvc water line, 1,157lf 8" pvc gravity sewer w/appurtenances
<a href="#">Parsons TSSC-III</a>	9/4/2007 2:00 PM	Prequalification & experience working at airports required. Install Medium-Intensity Approach Lighting System w/RW alignment indicator lights (MALS) at Eagle, Colorado. Anticipated start is September 15, 2007. Between \$250,000 and \$500,000.
<a href="#">S.S. Mechanical Corp.</a>	9/4/2007 2:00 PM	S.S. Mechanical is bidding the 'Oco Creek Barrier & Pump Station Upgrade' for Santa Margerita Water Dist., and seeking qualified MBE/WBE sub-bids for the following: Electrical, Painting, Masonry, & Rebar. Call 714-847-1317 or fax 714-947-6907.
<a href="#">Elamard Construction Co.</a>	9/5/2007 2:00 PM	Fence, Erosion Control/Hydro Seeding, Asphalt Paving, Guardrail, Electrical, Bridges, Water Quality Testing, Mechanical Piping/Equipment, Concrete Demo/Sawing, Diving, Readymix, Traffic Control, Clearing, Storm Drain Construction, Aggregates, Trucking, Signs, Surveying
<a href="#">Rustler Construction, Inc.</a>	9/6/2007 3:00 PM	This project is located at Harry W. Nice Bridge 301/Charles Co. Md. includes approach roadway rehab, realignment, and toll booth replacement, concrete pavement, HMA shoulders, traffic barrier, reconstruction of median traffic barrier.
<a href="#">B.L. Harbert International, LLC</a>	9/6/2007 4:00 PM	BL Harbert is accepting bids on the Design/Build Visiting Quarters @ Hurlburt Field, FL. The project consists of 2 bldgs (108,000sf) and abatement & demo of the existing. We wish to solicit participation from all qualified small & minority businesses.
<a href="#">CET Engineering Services</a>	9/7/2007 12:00 PM	Aqua Pennsylvania is bidding the Oneida Water Storage Tank project, located in Schuylkill County, and is seeking MBE/WBE subcontractors interested in providing quotes for water storage tank construction, site work, pipe fittings, tank painting, etc.
<a href="#">Great Lakes Dredge &amp; Dock Company, LLC</a>	9/7/2007 12:00 PM	Marine Dredging Firm (GLDD) seeks Small Firms nearby Staten Island & Brooklyn, NY - Lower Bay Area. Potential Needs are: Marine Hardware, Industrial Supplies, Welding Supply, Trucking(refuse/disposal). Please Mail Your Catalogue today.

[Home](#) > [FirstGov](#) > [E-Gov](#) > [Regulations.gov](#) > [White House](#)  
[Privacy & Security](#) \* [Information Quality](#) \* [FOIA](#) \* [No Fear Act](#) \* [ADA](#)

[http://web.sba.gov/subnet/search/dsp  
search\\_option.cfm](http://web.sba.gov/subnet/search/dsp_search_option.cfm)

# Getting Updates

To receive notifications of important education and networking events, register with these list serves:

**West Virginia High Tech Consortium Foundation -**  
[spethtel@wvhtf.org](mailto:spethtel@wvhtf.org)

**U.S. Small Business Administration WV District –**  
[www.sba.gov/wv](http://www.sba.gov/wv) at bottom of page click "Subscribe", enter your email address.

# Small Business Certifications



# Why certify?



Prime  
Contractor



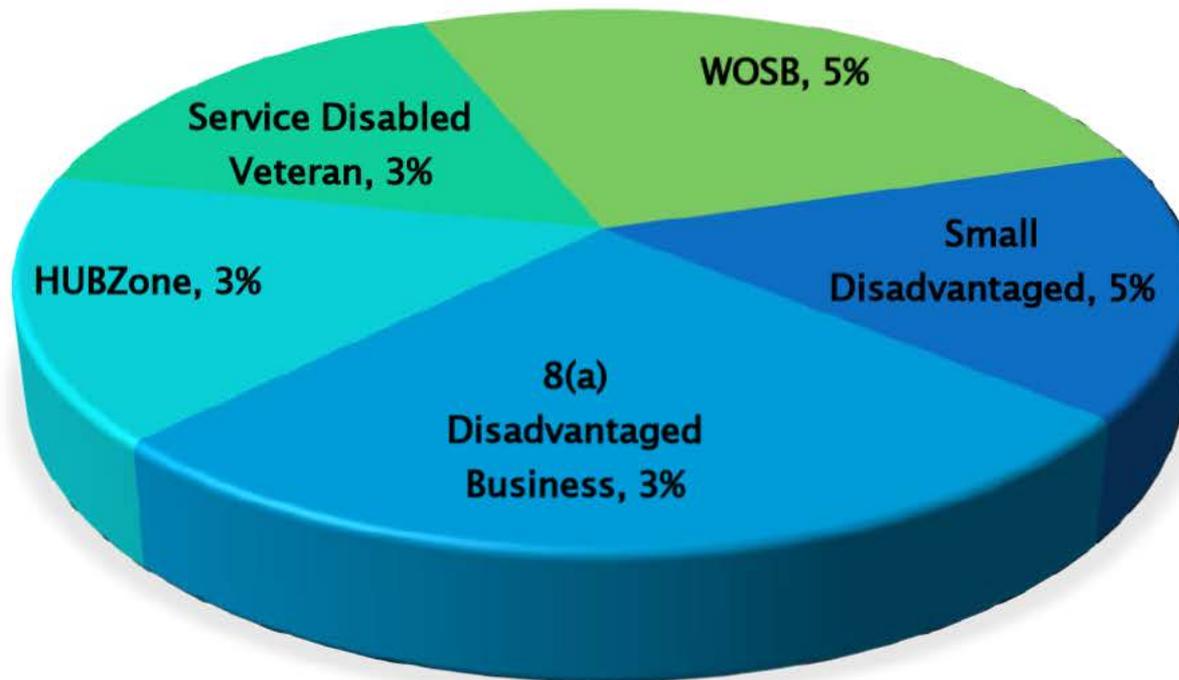
23%



23%

# Goals

## SET ASIDES



FPDS-NG Prime Contracting Data as of Feb. 19, 2014

eSRS Subcontracting Data as of Mar. 14, 2014

<b>Prime Contracting Achievement:</b>			<b>81.44%</b>
	<b>2012 Achievement</b>	<b>2013 Goal</b>	<b>2013 Achievement</b>
Small Business	22.25%	23.00%	23.39% (\$83.1 B)
Women Owned Small Business	4.00%	5.00%	4.32% (\$15.4 B)
Small Disadvantaged Business	8.00%	5.00%	8.61% (\$30.6 B)
Service Disabled Veteran Owned Small Business	3.03%	3.00%	3.38% (\$12.0 B)
HUBZone	2.01%	3.00%	1.76% (\$6.2 B)

<b>Subcontracting Achievement:</b>			<b>9.29%</b>
	<b>2012 Achievement</b>	<b>2013 Goal</b>	<b>2013 Achievement</b>
Small Business	33.60%	36.00%	34.00%
Women Owned Small Business	5.60%	5.00%	6.60%
Small Disadvantaged Business	5.10%	5.00%	6.70%
Service Disabled Veteran Owned Small Business	1.80%	3.00%	1.70%
HUBZone	1.30%	3.00%	1.20%

# HUBZone

1. Historically Underutilized Business Zone Program (HUBZone)
2. 8(a) Business Development Program
3. Small Disadvantaged Business Certification Program
4. Women-Owned Small Business
5. Service-Disabled Veteran-Owned Small Business
6. Veteran-Owned Small Business (for Veteran's Administration procurements and subcontracts only)

# HUBZone

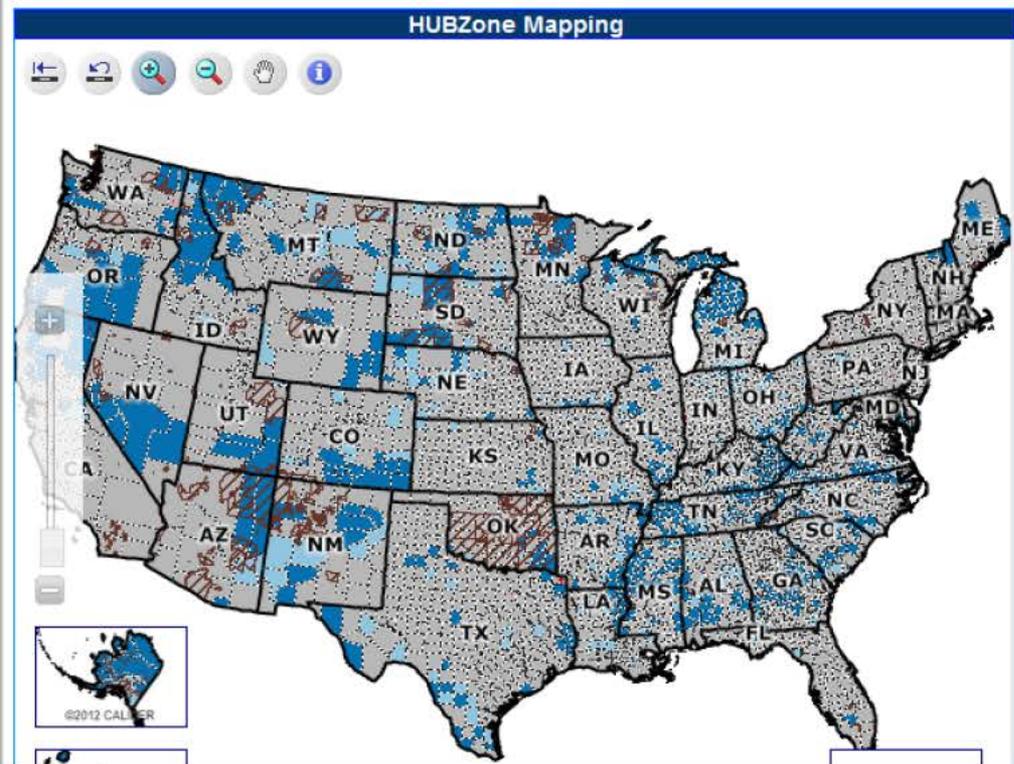
- Requires application with SBA.
- Must be located in HUBZone area (primary place of business)
- See "Am I In A HUBZone?" from  
SBA web site: [www.sba.gov/hubzone](http://www.sba.gov/hubzone)
- Plus 35% of employees must *live* in HUBZone
- Construction trailers do not count
- Must be certified BEFORE submitting bid
- No time limits and no business history requirement

### Start Here: Is my location in a HUBZone?

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

#### Eligibility Result

(Search County or All Counties)  
State  County



**Legend**

**Counties**

- Non-Qualified County
- Qualified County
- Redesignated County

**Other Qualified Areas**

- Base Closure Area
- Indian Land

0 300 600  
Miles

< Zoom in to view tracts >

Powered by Mapitude for the Web

[\(Review HUBZone Program Definitions\)](#)

**Start Here: Is my location in a HUBZone?**

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

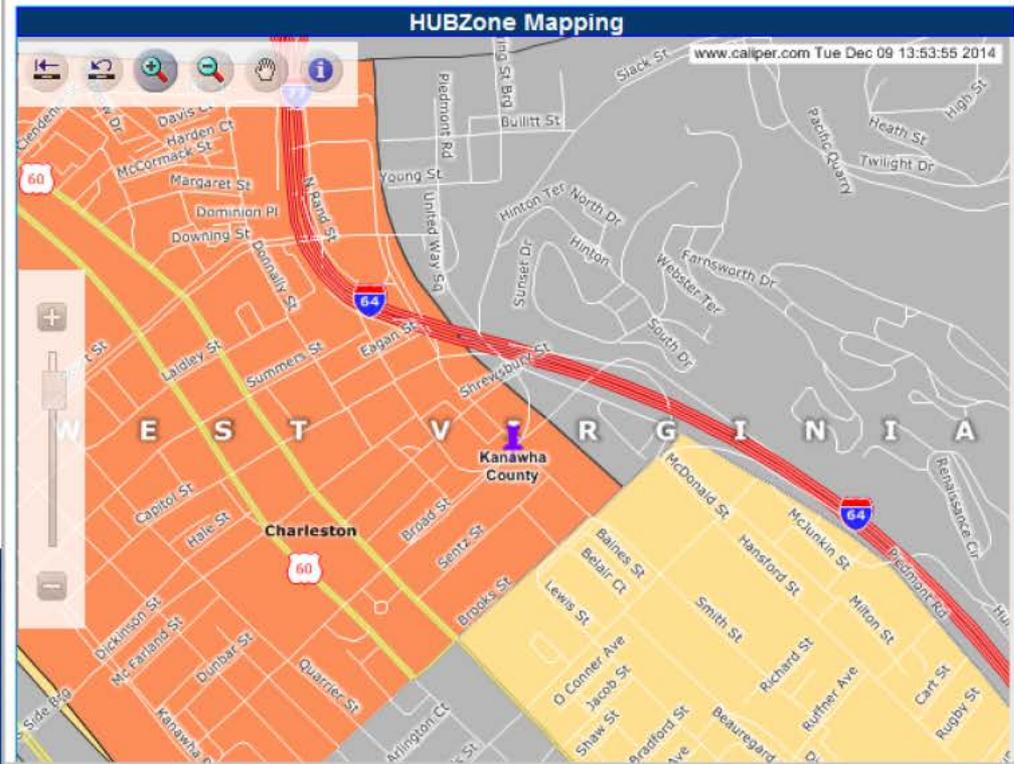
**YES, this location is HUBZone Qualified.**  
 The address "1116 smith street, charleston, WV 25301" is in Qualified Census Tract 54039000900.

(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 Kanawha County?

(Search County or All Counties)

State  County



### Legend

**Census Tracts**

- Redesignated Tract Area (Yellow)
- Qualified Census Tract (Red)

**Counties**

- Non-Qualified County (Grey)
- Qualified County (Blue)
- Redesignated County (Light Blue)

**Other Qualified Areas**

- Base Closure Area (Red with diagonal lines)
- Indian Land (Light Blue with diagonal lines)

0 .15 .3 Miles

Map Layer Information	
County	Tract
<b>Map Layer: Tract</b>	
Tract FIPS Code	54039000900
Nearest City	Charleston
County	Kanawha
2012 QCT?	Yes
2013 QCT?	Yes
Current HUBZone Status	Qualified

# 8a Disadvantaged Business

- Certified by SBA
- Limited to 9 years
- Only for Socially & Economically Disadvantaged
- Must be In Business for 2 years, U.S. Citizen & Good Character, Probability of Success
- 3 years of financial information, business plan and whatever else comes up
- [www.sba.gov/8a](http://www.sba.gov/8a)

# 8a Eligibility

## Economic Disadvantage

- ▶ Assets cannot exceed \$4 million
- ▶ Personal income cannot exceed \$250,000, averaged over 3 years
- ▶ Net worth must be less than \$250,000

## Social Disadvantage

- ▶ “presumed groups”
  - Black Americans
  - Hispanic Americans
  - Native Americans
  - Asian Pacific Americans
  - Subcontinent Asian American
- ▶ “not presumed?” provide evidence
  - objective *distinguishing feature* such as race, ethnic origin, gender, physical handicap, long-term residence in an environment isolated from the mainstream of American society, or other similar causes not common to individuals who are not socially disadvantaged.
  - Personal experiences of substantial and chronic social disadvantage
  - Negative impact on the individual’s entrance/advancement into the business world

# Small Disadvantaged Business

- Applies to purchases over \$100,000
  - Competitive program
  - Self Certify on [www. SAM.gov](http://www.SAM.gov)
  - No application with SBA
- 

# What's the difference between 8(a) and SDB?

- 8(a) eligibility requirements are more vigorous.
  - 8(a) businesses can receive **sole source contracts**.
  - 8(a) businesses received additional technical assistance.
  - 8(a) firms are automatically qualified as an SDB.
- 

# Woman Owned

- Must be small business 51% unconditionally owned by 1 or more women
- Must be a U.S. Citizen
- Must manage day to day operations, working full time at the firm during 'normal' hours
- Must register in SAM & upload required documents in WOSB Repository (SBA site)
- *Economically Disadvantaged Woman Owned*
- [www.sba.gov/wosb](http://www.sba.gov/wosb)

# EDWOSB

“under-represented”

# WOSB

“Substantially under-represented”

6-Digit NAICS Code	A NAICS code is either WOSB *or* EDWOSB	The WOSB Federal Contract Program includes 330 six-digit NAICS codes based on the 2012 list of NAICS codes. Each NAICS code is designated as either a WOSB <b>or</b> an EDWOSB. Only WOSB NAICS codes are eligible for WOSB contracts. Only EDWOSB NAICS codes are eligible for EDWOSB contracts.
541330	EDWOSB	Engineering Services
541340	EDWOSB	Drafting Services
541350	EDWOSB	Building Inspection Services
541360	EDWOSB	Geophysical Surveying and Mapping Services
541370	EDWOSB	Surveying and Mapping (except Geophysical) Services
541380	EDWOSB	Testing Laboratories
541410	EDWOSB	Interior Design Services
541420	EDWOSB	Industrial Design Services
541430	EDWOSB	Graphic Design Services
541490	EDWOSB	Other Specialized Design Services
541511	EDWOSB	Custom Computer Programming Services
541512	EDWOSB	Computer Systems Design Services
541513	EDWOSB	Computer Facilities Management Services
541519	EDWOSB	Other Computer Related Services
541611	EDWOSB	Administrative Management and General Management Consulting Services
541612	EDWOSB	Human Resources Consulting Services
541613	EDWOSB	Marketing Consulting Services
541614	EDWOSB	Process, Physical Distribution, and Logistics Consulting Services
541618	EDWOSB	Other Management Consulting Services
541620	EDWOSB	Environmental Consulting Services
541690	EDWOSB	Other Scientific and Technical Consulting Services
541711	WOSB	Research and Development in Biotechnology
541712	WOSB	Research and Development in the Physical, Engineering, and Life Sciences (except Biotechnology)
541720	WOSB	Research and Development in the Social Sciences and Humanities
541810	WOSB	Advertising Agencies
541820	WOSB	Public Relations Agencies

# Service Disabled Veteran

- Must own 51% or more - manage & control the daily operations
- Must be small under (NAICS) code
- VA Service Connected Disability
- Firm must register & be verified in VetBiz Vendor Information Pages

[www.vetbiz.gov](http://www.vetbiz.gov)



# Veteran Owned

- Must own 51% or more of the firm
- Must manage & control daily operations
- Must be small under (NAICS) code
- Firm must register & be verified  
in VetBiz Vendor Information Pages

# Marketing



# Revisit Your Registrations

- If your company is profiled in SAM and then you have already developed a 'Company Resume'
  - Get out of the 'registration' mindset and into the 'resume' mindset
  - Are there any data fields you skipped or rushed through?
- 

# SBA Profile

## [Privacy Statement](#)

### **Identification, Location & Contacts**

This profile was last updated:

Name of Firm:

Trade Name ("Doing Business As ..."):

DUNS Number:

Parent DUNS Number:

Address, line 1:

Address, line 2:

City:

State:

Zip:

Phone Number:

Fax Number:

E-mail Address:

WWW Page:

E-Mall (electronic mail  
selling firm's products):

Contact Person:

Contact Title:

County Code (3 digit):

Congressional District:

Metropolitan Statistical Area:

CAGE Code:

Year Established:

Accepts Government Credit Card?:

GSA Advantage Contract(s):

02/07/2011

PERFORMANCE RESULTS CORPORATION

150063936

6 CANYON RD STE 200

MORGANTOWN

WV

26508-4199

304-291-2100

[kclinton@prc8a.com](mailto:kclinton@prc8a.com)

<http://www.prc8a.com>

<http://www.prc8a.com>

KATHY CLINTON

President/Owner

061

01

1SZV3

2000

Yes  No

[GS-10F-0376M](#)

(Note: Size information is now under "NAICS Codes with Size Determinations by NAICS", below.)

### **Organization, Ownership & Certifications**

Legal Structure:

Ownership and Self-Certifications:

Subchapter S Corporation

Other Minority Owned, Woman Owned

## **Current Principals**

1. Kathy J. Clinton, President/Owner

**Capabilities Narrative:**

PRC provides Project Management, Administrative/Communications Support, and Information Technology Solutions. We provide outstanding professional services, focused on creating innovative, value-added solutions.

**Special Equipment/Materials:**

GSA MOBIS Schedule GS-10F-0376M

**Business Type Percentages:**

Service (100 %)

**Bonding Levels**

Construction Bonding Level (per contract)	\$0
Construction Bonding Level (aggregate)	\$0
Service Bonding Level (per contract)	\$0
Service Bonding Level (aggregate)	\$0

**NAICS Codes with Size Determinations by NAICS:**

#	Primary?	Code	NAICS Code's Description	"Buy Green"? <sup>(1)</sup>	Small? <sup>(2)</sup>	Emerging? <sup>(3)</sup>
1	Yes	561210	Facilities Support Services		Yes	No
2		236210	Industrial Building Construction		Yes	Yes
3		236220	Commercial and Institutional Building Construction		Yes	Yes
4		238210	Electrical Contractors and other Wiring Installation Contractors.		No	No
5		484210	Used Household and Office Goods Moving		Yes	No
6		511210	Software Publishers		Yes	No
7		531190	Lessors of Other Real Estate Property General \$7m small business size standard: [No] Special \$20.5m size standard for Leasing of Building Space to Federal Government by Owners: [Yes] <sup>(5)</sup>		See Description	No
8		541219	Other Accounting Services		No	No
9		541330	Engineering Services General \$4.5m small business size standard: [No] Special \$17.5m size standard for Marine Engineering and Naval Architecture: [Yes] Special \$27m size standard for Military and Aerospace Equipment and Military Weapons: [Yes] Special \$27m size standard for Contracts and Subcontracts for Engineering Services Awarded Under the National Energy Policy Act of 1992: [Yes] <sup>(5)</sup>		See Description	No
10		541350	Building Inspection Services		No	No
11		541511	Custom Computer Programming Services		Yes	No
12		541512	Computer Systems Design Services		Yes	No
13		541513	Computer Facilities Management Services		Yes	No
14		541519	Other Computer Related Services General \$25m small business size standard: [Yes] Special 150 employees size standard for Information Technology Value Added Resellers: [No] <sup>(5)</sup>		See Description	No

## Performance History (References)

Name: DOE-Office of Environmental Management  
Contract: De-AT01-07EW07061  
Start: 09/12/2007  
End: 09/11/2012  
Value: \$18,500,000.00  
Contact: Shawn Powell  
Phone: 202-287-1440

Name: DOE National Energy Technology Laboratory  
Contract: DE-RP26-03NT41819  
Start: 07/25/2005  
End: 07/25/2010  
Value: \$20,000,000.00  
Contact: Ray Jarr  
Phone: 304-285-4088

Name: DOE Idaho Operations Office  
Contract: DE-AC07-04ID14844  
Start: 09/27/2007  
End: 10/03/2010  
Value: \$3,500,000  
Contact: Jeff Fogg  
Phone: 208-526-4958

Name: Lockheed Martin  
Contract: 46030362  
Start: 10/01/2005  
End: 09/30/2009  
Value: \$1,800,000.00  
Contact: Tim Bart  
Phone: 304-844-6223

Name: DOE Office of Nuclear Energy  
Contract: DE-AC01-04NE23957  
Start: 10/01/2004  
End: 09/30/2009  
Value: \$2,700,000  
Contact: Lang Soo-Hoo  
Phone: 301-903-3243

Name: DOE-Portsmouth Paducah Project Office  
Contract: DE-AT30-07CC40009  
Start: 08/01/2007  
End: 07/31/2008

# Don't let THIS be YOU

## Products & Services

### Capabilities Narrative:

(none given)

### Special Equipment/Materials:

(none given)

### Business Type Percentages:

(none given)

### Bonding Levels

Construction Bonding Level (per contract) (none given)  
Construction Bonding Level (aggregate) (none given)  
Service Bonding Level (per contract) (none given)  
Service Bonding Level (aggregate) (none given)

### NAICS Codes with Size Determinations by NAICS:

#	Primary?	Code	NAICS Code's Description	"Buy Green"? <sup>(1)</sup>	Small? <sup>(2)</sup>	Emerging? <sup>(3)</sup>
1		334111	Electronic Computer Manufacturing		Yes	No

(1) By entering Yes for "Buy Green", the firm asserts that it obeys EPA guidelines for environmental friendliness for this NAICS code. Note, EPA guidelines do not exist for every NAICS code.  
(2) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's small business size standard.  
(3) If Yes, the firm's revenues/number of employees do not exceed the NAICS code's special small business size standard for the Compositeness Demonstration Program (FAR 19-10). Note, not all NAICS codes are applicable to this program.

### Keywords:

(none given)

### Miscellaneous:

Quality Assurance Standards: (none given)  
Electronic Data Interchange capable?:  Yes  No

## Export Profile (Trade Mission Online)

Exporter?: (firm hasn't answered this question yet)  
Export Business Activities: (none given)  
Exporting to: (none given)  
Desired Export Business Relationships: (none given)  
Description of Export Objective(s): (none given)

## Performance History (References)

(none given)

# TARGET

Researching Your Potential Client  
Tools  
Marketing Materials

# You can't be all things to all buyers...

- ▶ Have a plan
  - ▶ Ask for a meeting
  - ▶ Prepare for the meeting
  - ▶ Follow-up
  - ▶ Do not take \*rejection\* personally
  - ▶ Be flexible and persistent
  - ▶ Consider doing business with state government agencies as well
- 

# Research Your Potential Client

- ▶ What is their primary business line
    - Do your capabilities compliment/match, etc.
    - Look for your niche
  - ▶ Office Locations
    - Domestic
    - International
  - ▶ Clients
  - ▶ Do they support a **small business initiative**?
  - ▶ Do they have a diversity program?
- 

# Research Your Potential Client

- ▶ Website
  - ▶ Brochure
  - ▶ Annual Report
  - ▶ Small Business Administration
  - ▶ Small Business Development Center
  - ▶ Procurement Technical Assistance Center
  - ▶ Don't forget to GOOGLE
- 

# Who Should I Talk To

- ▶ Large Business
  - Buyer
  - Contract Administrator/ Subcontract Administrator
  - Project/Program Manager
  - Small Business Advocate
  - Small Business Liaison Officer
  - Small Business Program Manager
  - Supplier Diversity Manager/Director
  
- ▶ Federal Government
  - Contracting Officer/Contract Administrator/Buyer
  - Small Business Liaison Officer
  - Small Business Specialist
  - End user

[Home](#)[Getting Started](#)[General Info](#)[Opportunities](#)[Agencies](#)[Privacy](#)

Search more than **21,700\*** active federal opportunities.

Posted Date:  Set-Aside Code:

Place of Performance:  Type:

Keyword / Solicitation #:  Agency:

Additional criteria and multiple selections are available on the [advanced search form](#).

*\* Notices posted within the last 90 days.*



[Important information for Federal contractors and subcontractors regarding the Association of Community Organizations for Reform Now \(ACORN\)](#)

## Buyers / Engineers

Government users may post, manage, and award opportunities.

Username

▶ [View Opportunities](#)

No login is required to view opportunities.

Password

## Vendors / Citizens

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

Username

▶ [Find Opportunities](#)

No login is required to view opportunities.

Password



## RECOVERY

FBO now contains Recovery and Reinvestment Act actions.



### FBO RECOVERY REPORTS

- [Click here for Opportunities](#)
- [Click here for Awards](#)

Click [here](#) to learn more.



### USER GUIDES

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.



<http://www.fbo.gov>

Watch demonstration videos

# SUB-Net



U.S. Small Business Administration  
**SBA**  
Your Small Business Resource

**SUB - Net**

**Search Solicitation**

- Search the database
- View all solicitations



**Search Solicitation Results**

Company Name	Closing Date	Description
<a href="#">J. Kokolskis Contracting</a>	8/31/2007 2:00 PM	Construction of a new Air Traffic Control Tower and base building at Long Island MacArthur Airport. Work includes fencing, paving, fire protection system, fuel tank, sewage disposal system, power system, MEP, elevators, millwork, precast concrete.
<a href="#">DPK Consulting</a>	9/31/2007 5:00 PM	USAID funded project in Jordan seeks quotes for procurement and delivery to Jordan of: "Queuing System at the Execution Department at the New Palace of Justice. For complete RFP and terms contact email info@masaq.com "Queuing Equip.RFQ"
<a href="#">Sauer Incorporated</a>	8/31/2007 5:00 PM	Recently awarded project located at the Naval Air Station in Norfolk, VA - NEXCOM Navy Lodges Renovations, Bldg SDA-313 Seeking WOSB, SDB, VOSB, SD-VOSB etc. contractors for ALL construction trades.
<a href="#">Weeks Marine, Inc.</a>	8/31/2007 5:00 PM	Seeking all types of small businesses to provide marine supplies and services to support our beach renourishment operations at Sandbridge, VA.
<a href="#">Chemonics International</a>	8/31/2007 6:00 PM	Chemonics International, acting on behalf of the USAID-funded Afghanistan ASAP Project, is soliciting quotations for the supply of plastic tunnel and drip irrigation equipment (valves, piping, gauges, etc.). Contact jandersen@chemonics.com for more info.
<a href="#">Rustler Construction, Inc.</a>	9/3/2007 3:00 PM	The construction of sidewalk, paving, curb and gutter, maintenance of traffic, excavation, sediment & erosion control and restoration of disturbed area.
<a href="#">Herring-Riverbark, Inc.</a>	9/4/2007 2:00 PM	Town of Wallace, NC water and sewer improvements 1,075lf 6" pvc water line, 1,157lf 8" pvc gravity sewer w/appurtenances
<a href="#">Parsons TSSC-III</a>	9/4/2007 2:00 PM	Prequalification & experience working at airports required. Install Medium-Intensity Approach Lighting System w/RW alignment indicator lights (MALSR) at Eagle, Colorado. Anticipated start is September 15, 2007. Between \$250,000 and \$500,000.
<a href="#">S. S. Mechanical Corp.</a>	9/4/2007 2:00 PM	S. S. Mechanical is bidding the 'Oso Creek Barrier & Pump Station Upgrade for Santa Margarita Water Dist., and seeking qualified MBE/WBE sub-bids for the following: Electrical, Painting, Masonry, & Rebar. Call 714-847-1317 or fax 714-847-6907.
<a href="#">Bernard Construction Co.</a>	9/6/2007 2:00 PM	Fence Erosion Control/Hydro Seeding, Asphalt Paving, Guardrail, Electrical Bridges, Water Quality Testing, Mechanical Piping/Equipment, Concrete Demo/Sawing, Diving, Ready-mix, Traffic Control, Clearing, Storm Drain Construction, Aggregates, Trucking, Signs, Surveying
<a href="#">Rustler Construction, Inc.</a>	9/6/2007 3:00 PM	This project is located at Harry W. Nice Bridge 301/Charles Co. Md. includes approach roadway rehab, realignment, and toll booth replacement, concrete pavement, HMA shoulders, traffic barrier, reconstruction of median traffic barrier.
<a href="#">B. L. Harbert International, LLC</a>	9/6/2007 4:00 PM	BL Harbert is accepting bids on the Design/Build Visiting Quarters @ Hurlburt Field, FL. The project consists of 2 bldgs (106,000sf) and abatement & demo of the existing. We wish to solicit participation from all qualified small & minority businesses.
<a href="#">CET Engineering Services</a>	9/7/2007 12:00 PM	Aqua Pennsylvania is bidding the Onside Water Storage Tank project, located in Schuylkill County, and is seeking MBE/WBE subcontractors interested in providing quotes for water storage tank construction, site work, pipe fittings, tank painting, etc.
<a href="#">Great Lakes Dredge &amp; Dock Company, LLC</a>	9/7/2007 12:00 PM	Marine Dredging Firm (GLDD) seeks Small Firms nearby Staten Island & Brooklyn, NY - Lower Bay Area. Potential Needs are: Marine Hardware, Industrial Supplies, Welding Supply, Trucking/refuse/disposal). Please Mail Your Catalogue today.

[Home](#) > [Privacy & Security](#) > [Information Quality](#) > [FOIA](#) > [No Fear Act](#) > [ADA](#)

# Subcontracting Opportunities Directory

Starting & Managing | Loans & Grants | Contracting | Learning Center | Local Assistance | SBA Direct

SBA.gov » Contracting » Understanding the Federal Marketplace » Sub-Contracting » Subcontracting Opportunities Directory

### Contracting

- ▶ Getting Started
- ▶ Contracting Support for Small Businesses
- ▼ Understanding the Federal Marketplace
  - Contracting Resources for Small Businesses
  - Contract Responsibilities
  - Contracting Regulations for Small Businesses
- ▼ Sub-Contracting
  - ▼ Subcontracting Opportunities Directory
    - Alabama-Arkansas
    - California
    - Colorado-Delaware
    - District of Columbia-Georgia
    - Guam-Idaho
    - Illinois-Iowa
    - Kansas-Louisiana
    - Maine-Massachusetts
    - Michigan-Mississippi
    - Missouri-Nebraska
    - North Dakota-Oklahoma
    - New Mexico-North Carolina
    - Nevada-New Jersey
    - Oregon-Puerto Rico



## Subcontracting Opportunities Directory

Disclaimer: SBA obtains the names and addresses for this listing from subcontracting plans that are submitted to the Government when a large business receives a Federal contract over \$650,000.

**Opportunities by State:**

 ARTICLE <b>Alabama-Arkansas</b>	 ARTICLE <b>California</b>	 ARTICLE <b>Colorado-Delaware</b>
 ARTICLE <b>District of Columbia-Georgia</b>	 ARTICLE <b>Guam-Idaho</b>	 ARTICLE <b>Illinois-Iowa</b>
 ARTICLE <b>Kansas-Louisiana</b>	 ARTICLE <b>Maine-Massachusetts</b>	 ARTICLE <b>Michigan-Mississippi</b>
 ARTICLE <b>Missouri-Nebraska</b>	 ARTICLE <b>North Dakota-Oklahoma</b>	 ARTICLE <b>New Mexico-North Carolina</b>
 ARTICLE <b>Nevada-New Jersey</b>	 ARTICLE <b>Oregon-Puerto Rico</b>	 ARTICLE <b>South Carolina-Tennessee</b>
 ARTICLE <b>Texas-Vermont</b>	 ARTICLE <b>Virgin Islands-Washington</b>	 ARTICLE <b>West Virginia-Wyoming</b>

### 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 ▶**

### Recent Blogs About Contracting:

- Webinar on Cash Flow Management for 8(a) and HUBZone Firms
- Making Procurement Better: RFP-EZ
- 10 Tips for Veteran-Owned Businesses Seeking to Sell to the U.S. Federal Government
- Surety Bond Training January 24th

**MORE ▶**

<http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting/subcontracting-opportunities-directory>

# Federal Procurement Data System



## Federal Procurement Data System - Next Generation



[Home](#) | [Newsroom](#) | [Reports](#) | [Status](#) | [Worksite](#) | [Archives](#) | [Training](#) | [Calendar](#) | [Help](#) | 



### Login

Log-In:

Password:

- » [Forgot Your Password?](#)
- » [Security and Privacy](#)
- » [Contact Help Desk](#)

### ezSearch

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

### Registration

- » [Register](#)
- » [Who Should Register?](#)

### Recovery FY 2009

#### Set Asides

Obligated	\$16,000M	\$15,722.26M
	\$12,800M	
	\$9,600M	
	\$6,400M	

### Top Requests

- » [Recovery Report](#)
- » [Haiti Earthquake Report](#)
- » [American Samoa Report](#)
- » [Hurricane Katrina Contracts](#)
- » [Hurricane Rita Contracts](#)
- » [Other Hurricane/Disaster Relief](#)

### Upcoming Events

- Wed Mar 03 @09:00AM - 04:00PM  
V1.4 Phase II FQT Retest
- Fri Mar 12 @06:00PM - 10:00PM  
V1.4 Production Deployment
- Thu Mar 25 @10:00AM - 11:00AM  
CCB - Change Control Board Meeting

[View Full Calendar](#)

# GSA Subcontracting Directory

WHAT GSA OFFERS

DOING BUSINESS WITH GSA

LEARN MORE

BLOG

[Home](#) > [How We Help](#) > [For Businesses | Vendors](#) > [Assistance for Small Businesses](#) > [Business Opportunities](#) >

## Assistance for Small Businesses

• Overview

• Business Opportunities

Forecast of Contracting Opportunities

Mentor-Protégé Program

Subcontracting Directory for Small Businesses

▶ Using the Subcontracting Directory

• Guidance

• Have a Question?

• How to Be a Government Vendor

• Training for Small Businesses

• Videos

## Using the Subcontracting Directory

**Who the GSA Subcontracting Directory is for:** The [GSA Subcontracting Directory](#) is published for small business concerns seeking subcontracting opportunities with General Services Administration (GSA) prime contractors. The directory lists large business prime contractors who, by law, are required to establish plans and goals for subcontracting with small business firms.

### Who's in the directory:

- Large prime contractors who have received federal contracts, other than construction, valued at over \$650,000
- Large prime contractors who have received federal contracts for construction valued at over \$1.5 million

**How to use the Subcontracting Directory:** Eligible GSA contractors are listed alphabetically by name within each of the eleven GSA regions. Each listing contains:

- Company's name and address
- Place of performance
- Product/service code
- NAICS code
- Date signed
- Action obligation
- Vendor phone
- PIID (contract number)
- P/S Description
- NAICS description
- Effective date
- Estimated completion date

Small businesses are encouraged to contact prime contractors directly for subcontracting opportunities.

### CONTACTS

Office of Small Business Utilization  
1-855-OSBUGSA (672-8472)

• [View Contact Details](#)

# Federal Acquisition Jumpstation

## Federal Acquisition Jumpstation

*Your link to federal acquisitions on the Internet*

[Welcome](#)

### Departments of the Executive Branch:

[Agriculture](#) / [Commerce](#) / [Defense](#) / [DIA](#) / [Air Force](#) / [Army](#) / [Navy](#) / [Education](#) / [Energy](#) / [Health & Human Services](#) / [EPA](#) / [Interior](#) / [Justice](#) / [Labor](#) / [State](#) / [Transportation](#) / [Treasury](#) / [IA](#)

### Independent Agencies of the Executive Branch:

[Consumer Product Safety Commission](#) / [GPO](#) / [EPA](#) / [EEOC](#) / [GSA](#) / [NASA](#) / [National Coordination Office for High Performance Computing & Communications](#) / [National Science Foundation](#) / [NIST](#) / [NRC](#) / [OED](#) / [Social Security Administration](#) / [U.S. Agency for International Development \(USAID\)](#) / [U.S. Postal Service](#)

### Other Acquisition Information:

[Procurement Assistance](#)

## Procurement and Acquisition Sites by Contracting Activity

[FedBizOpps](#) - Federal-wide entry point to business opportunities

### 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

- [Office Acquisition Management and Financial Assistance](#)
- [Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)
- [Census Bureau](#)
  - [Acquisition Management](#)
- [National Institute of Standards and Technology \(NIST\)](#)
  - [Contracts Office](#)
- [National Oceanic and Atmospheric Administration \(NOAA\)](#)
  - [Acquisition Divisions](#)
  - [Grants Office](#)

# SBA District Office

## FEDERAL BUYING SITES IN WEST VIRGINIA

### AGENCY BY CITY

### AMOUNT

### CONTRACTED ITEMS PURCHASED

#### **Alderson**

Bureau of Prisons, Federal Prison Camp  
Box A, Glen Ray Road  
Alderson, WV 24901  
Kim Thomas, Charlotte Melton  
Contract Specialist  
Tel: (304) 445-2054, Fax: (304) 445-2055  
E-mail: kthomas@bop.gov  
E-mail: cmelton@bop.gov

\$3,000,000

Supplies, landscaping, plumbing, office, electrical; meals subsistence, wearing apparel, office machine repair services, construction, renovation.

#### **Beckley/Beaver**

Federal Bureau of Prisons  
1600 Industrial Park Road  
Beaver, WV 25183  
Dan Carroll, Supv. Contract Specialist  
Tel: (304) 252-9758 Ext. 4924, Fax: (304) 256-4958  
E-mail: djcarroll@bop.gov

\$6,000,000

Construction/renovation, landscaping, maintenance, plumbing, electrical, clothing, major equipment, furniture, food products, electronics, recreation equipment, commissary items, medical-pharmaceutical supplies.

VA Medical Center Purchasing & Contracting  
200 Veterans Avenue  
Beckley, WV 25801  
Kim Richmond  
Tel: (304) 255-2121 Ext 4136  
Fax (304) 256-5498  
E-mail: kim.richmond@med.va.gov  
Jim Young, Supply Agent, Ext. 4171  
james.young@med.va.gov

\$4,000,000

General hospital and office supplies, equipment, services, construction and maintenance.

# Small Business Offices



[HOME](#) > [BUSINESS WITH US](#) > [SMALLBUSINESSPROGRAM](#)

## Small Business Program

### Small Business Workshops, Conferences, and Networking Events

Huntington 2nd Annual - May 12/13, 2015 - Registration Opens April 1st!

Fairmont, WV - (DyNet) April 2, 2015

Southern Ohio Procurement Outreach Center 2015 Events

Louisville - February 2016

Nashville - March 2016

### Huntington 1st Annual Small Business Conference

*(Sponsored & hosted by the Society of American  
Military Engineers (SAME), Huntington Post)*

### Forecast Information

Procurement Forecast Highlights

Indefinite Delivery Contracts — Current and Future

### Useful Links

Current USACE Contract Opportunities

### Icebreaker Photos



Caption

## A-E & Other Professional IDIQ Contracts, 3-5 Year

### Water Quality Lab Testing

Laboratory analysis of water, fish tissue, subsurface sediment, and benthic macro-invertebrate samples provided by the Govt Base + 4 Option Years  
NTE \$1.5M over life of contract  
[Advertise Spring 2015](#)  
**Small Business Set-Aside**

### Geospatial Services with Surveying & Mapping

MATOC (likely 2)  
Base +4 Option Years each  
NTE Amount TBD  
[Advertise Spring 2015](#)  
**Small Business Set-Aside**

### Geotechnical

ADAS Instrumentation  
Base + 4 Option Years  
NTE \$10M over life of contract  
[Advertise Summer 2016](#)  
**Acquisition Strategy TBD**

## Major Construction (Heavy/Civil)

### Dam Safety Rehab

Mohawk Dam, OH  
\$100M - \$250M  
Advertise in 2017

Zoar Levee/Diversion Dam, OH  
\$100M - \$250M  
Advertise in 2017

Beach City Dam, OH  
\$100M - \$250M  
Advertise in 2018

### Fabrication IDIQ

Highly specialized fabrication of structural operating equipment for USACE Navigation & Flood Control Projects including Miter Gates, Stop Logs, etc. Will be used by all districts within the Great Lakes & Ohio River Division, as needed and within budget constraints

*MATOC (likely 2 firms)  
SBSA likely  
Additional info coming soon.....*

## General Construction

### HVAC System Upgrade

Deer Creek Lake, OH  
\$250K-\$500K  
[Advertise Spring 2015](#)  
Procurement Strategy TBD

### Rehab Lock Wall Ladders

London Lock & Dam, WV  
\$250K-\$500K  
[Advertise Spring 2015](#)  
Procurement Strategy TBD

### Middle Wall Anchors

Greenup Lock & Dam, KY  
\$250K-\$500K  
[Advertise Spring 2015](#)  
Procurement Strategy TBD

### Alternative School

Town of Martin, KY  
\$5M - \$10M  
[Advertise Summer 2015](#)  
Procurement Strategy TBD

Deputy for Small Business  
Debbie Czewski  
(304) 399-5632  
deborah.w.czewski@usace.army.mil  
Huntington District  
U.S. Army Corps of Engineers  
502 Eighth Street  
Huntington, WV 25701-2070

# Local RFQs, IFBs, and RFPs



The image shows a screenshot of the West Virginia Legals website. At the top, there is a navigation bar with a gold background and a black border. On the left is a gold scale of justice icon. In the center, the text "WEST VIRGINIA LEGALS" is written in bold, black, serif font. Below this, "WEST VIRGINIA PRESS ASSOCIATION" is written in a smaller, white, sans-serif font. The navigation bar also contains links: "☆ Home", "☆ Search", "☆ Participants", and "☆ Contact".

Below the navigation bar, the page title "West Virginia Legals" is displayed in a red, serif font, preceded by a small icon of a scale of justice. To the left of the map, there are two paragraphs of text: "Click on a county in the map to view legal ads from newspapers serving that region." and "Or select a county from the drop down list to the right. You may narrow your search to those ads containing a word or phrase in the Ad Text."

On the right side, there is a search box with a red "Search" button. The search box contains a "County:" dropdown menu with "All" selected, and an "Ad Text:" input field. Below the input field is a "Search" button.

The main content area features a map of West Virginia, divided into its 55 counties. Each county is labeled with its name. The counties shown are: Hancock, Brooke, Ohio, Marshall, Wetzell, Monongalia, Morgan, Berkeley, Tyler, Marion, Preston, Jefferson, Pleasant, Doddridge, Harrison, Taylor, Mineral, Hampshire, Wood, Ritchie, Barbour, Tucker, Grant, Hardy, Wirt, Gilmer, Lewis, Upshur, Randolph, Pendleton, Mason, Jackson, Roane, Braxton, Putnam, Cabell, Kanawha, Clay, Webster, Wayne, Lincoln, Boone, Fayette, Greenbier, Logan, Mingo, Raleigh, Summers, Monroe, McDowell, and Mercer.

# Your Marketing Materials

- ▶ Capabilities Statement
  - ▶ Business Cards
  - ▶ Letter of Introduction
  - ▶ Website/Social Media
  - ▶ Marketing Brochure
- 

# Capabilities Statement

- Core Competencies
- Certifications
- Background

## THE DESCENDERS WINDOW CLEANING *Professional High-Rise window cleaning Specialists*



### About Our Company

In 1986 David Peele began his window cleaning career, eventually forming The Descenders, LLC.

In 2003 Boyce and Barbara Peele formed Peele, Inc. a West Virginia corporation. In 2005 Peele, Inc. bought 50% of the window cleaning accounts held by The Descenders, LLC.

Peele, Inc became a 100% woman owned company doing business as The Descenders Window Cleaning in 2009.

The Descenders Window Cleaning continues to be the window cleaning company of choice for the following reasons:

- ✦ Safety training by the IWCA\*
- ✦ Our equipment and procedures meet or surpass all OSHA and ANSI requirements
- ✦ Expertly trained personnel
- ✦ High Rise specialists
- ✦ Fully Insured and Bonded
- ✦ Reasonable service fees
- ✦ Credit cards accepted
- ✦ Guaranteed satisfaction

### Services we provide:

- ✦ Stain Removal
- ✦ Pressure Washing
- ✦ Building mildew removal
- ✦ Interior window cleaning
- ✦ Deionized Water System window cleaning
- ✦ Routine window cleaning maintenance
- ✦ Post Construction window cleaning
- ✦ Low rise buildings

The equipment and methods we use are the latest, enabling us to safely beautify and maintain your property.

\*IWCA - International Window Cleaners Association



Ocean City, Md.



Winchester, Va.

# Company Capabilities Statement

- NAICS Codes
- DUNS Number
- Cage Number

## **THE DESCENDERS WINDOW CLEANING** *Professional High-Rise window cleaning Specialists*

### Locations:

We are available for projects in Maryland, Virginia, Pennsylvania, West Virginia, Delaware, the District of Columbia and occasionally overseas.

### A few of our clients:

Holiday Inn – 17th Street, Ocean City, Md  
Peninsula Regional Medical Center, Salisbury, Md.  
Shore Health Systems, Cambridge Hospital, Easton, Md.  
Shore Health Systems, Easton Hospital, Easton, Md.  
Berkeley County Commission, Martinsburg, WV  
WVUH – East, City Hospital. Martinsburg, WV  
WVUH – East, Jefferson Memorial, Ranson, WV  
Buddy's International Hotel, Georgetown, Guyana  
Valley Health, Winchester Medical Center, Winchester, Va.



Martinsburg, WV



Annapolis, Md.



**Peele, Inc**  
d.b.a.

**The Descenders Window Cleaning**

**Woman Owned Small Business**  
NAICS codes:  
561720  
561790  
531210  
DUNS number: 136724445  
CAGE : 64YD9

Contacts: Barbara Peele, Owner (304) 518-0702  
Boyce Peele, Office Manager (304) 616-9027  
David Peele, Field Manager (304) 616-9858  
Email: [manager@TheDescenders.com](mailto:manager@TheDescenders.com)  
[www.TheDescenders.com](http://www.TheDescenders.com)

### Choosing the Right Contractor

Choosing the best company to meet your needs involves more than simply getting the lowest price. We know that receiving real value for each dollar spent is what makes our customers happy and their business successful.

The Descenders Window Cleaning is experienced and skilled in routine and post construction window cleaning.

Our team of professionals are trained to work at any height.

We hope this information will help you make the best choice for your window cleaning needs. Our toll free number is:

**888 -843-7619**



# Business Cards



## Certifications



# Company Letter of Introduction

(speak the language, get specific, prove it, identify next move)

- Referral
- Certifications
- Interested in...
- Core Competencies
- Follow Up Action

March 1, 2013

Ms. Kelly Ann Sizemore, Contract Specialist  
FLETC - Charleston  
P.O. Box 2400  
North Charleston, SC 29405

Dear Ms. Sizemore:

I was referred to your office by Ms. Anita Lottacash of the Regional Contracting Assistance Center (RCAC, Inc.) RCAC is assisting my company with government marketing. Please allow me to introduce my company for your consideration. ***D&R Contractors, Inc. is listed in the System for Award Management (SAM) and the Dynamic Small Business Search. In addition, D&R is a HUBZone Small Business Concern, certified by the U.S. Small Business Administration.*** We are located in McDowell County, WV, a Labor Surplus Area and designated HUBZone.

As President of D&R Contractors, I am very interested in working with FLETC in the near future. ***I am particularly interested in facility maintenance and the upcoming remodel of the East Wing of Building T-642.*** Our core competencies include large-scale remodels emphasizing eco-friendly upgrades. In a few short months, D&R will celebrate a decade of service to both commercial and government customers. We bring to the table a sound reputation for quality work, and we would be happy to provide you with project references at your request.

Some of our projects include *{brief list of relevant projects, both government and commercial customers}*

Attached for your review is a copy of our capabilities statement and my business card. ***I will be calling you in the near future to request a personal meeting.*** For your convenience, my email address and telephone number are listed below. I look forward to establishing a business relationship with FLETC – Charleston.

Sincerely,

# Match-Making Events

- ▶ Do your research in advance
  - ▶ Be positive and be **prepared**
    - The buyer will ask you to talk about your company OR
    - The buyer will ask specific questions
  - ▶ Highlight the major points of your business and do not get bogged down in details
- 

# More on Match-Making

- ▶ Be ready to leave when your time is up
- ▶ Leave a business card and a capabilities statement or brochure
- ▶ Follow Up
  - *Where does my information go from here?*
  - *Who else should I speak with?*
  - *How will your programs/projects know of my company/capabilities?*
  - *How can I find out about upcoming requirements?*
  - *How do I receive solicitations?*

# Other means of marketing

- ▶ Personal appointment
  - ▶ On-site tour of facility
  - ▶ Oral presentation
  - ▶ Vendor fair
  - ▶ Pre-bid/Pre-proposal meeting
- 

# PATIENCE

- ▶ **In order to receive an opportunity, there must be a requirement**
  - ▶ Awaiting for response
    - calls, emails, letters
  - ▶ Stay positive
  - ▶ Stay in touch
- 

**RCAC** Regional Contracting  
Assistance Center, Inc.  
*Business Growth through Government Contracts*

**Charleston**  
304-344-2546

Jessica Hudson  
[lynne7@rcacwv.com](mailto:lynne7@rcacwv.com)

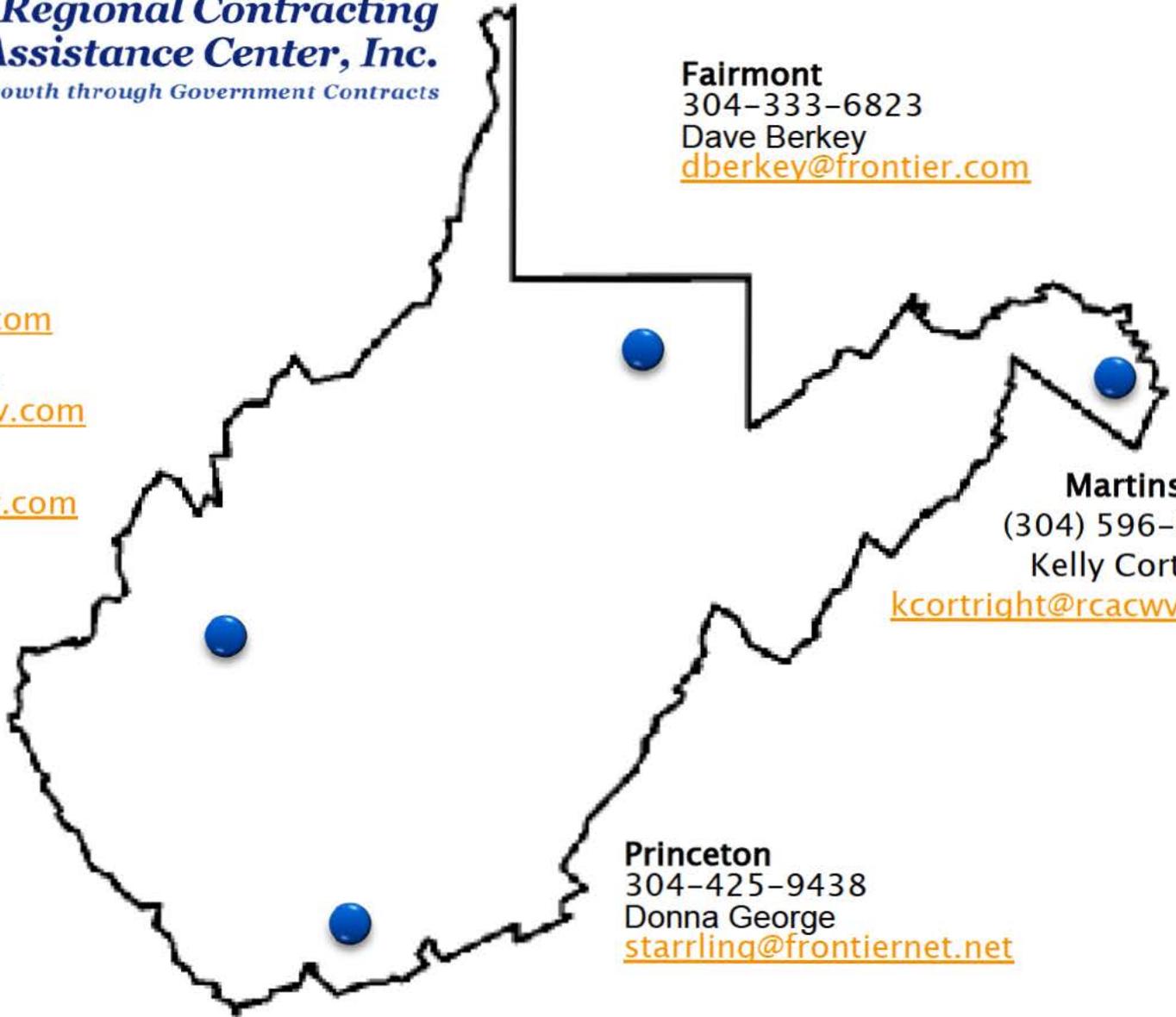
Sommer Straight  
[ssstraight@rcacwv.com](mailto:ssstraight@rcacwv.com)

Kendra Marker  
[kmarker@rcacwv.com](mailto:kmarker@rcacwv.com)

**Fairmont**  
304-333-6823  
Dave Berkey  
[dberkey@frontier.com](mailto:dberkey@frontier.com)

**Martinsburg**  
(304) 596-9315  
Kelly Cortright  
[kcortright@rcacwv.com](mailto:kcortright@rcacwv.com)

**Princeton**  
304-425-9438  
Donna George  
[starring@frontiernet.net](mailto:starring@frontiernet.net)





## Local Assistance

Feedback

SBA.gov > Local Assistance > District Office List > West Virginia

### West Virginia District Office

320 West Pike Street Suite 330  
Clarksburg, WV 26301  
Phone: 304-623-5631  
See map: [Google Maps](#)

#### About Us

District Director: Karen Friel

Office Directory

[Other offices](#) >>

### SBA Resource Partner Provides Early Support to Green-Economically-Sustainable Company Based in Morgantown



You may not expect a green-economically-sustainable t-shirt company to be based in Morgantown, West Virginia, but that is exactly what you will find! SustainU, located in the heart of Mountaineer...

[READ MORE](#)

[www.sba.gov/wv](http://www.sba.gov/wv)

[Melissa.Loder@sba.gov](mailto:Melissa.Loder@sba.gov)



Enter terms

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RUN & GROW A BUSINESS

MARKETING

FINANCE & MONEY

TECHNOLOGY

MANAGEMENT

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Type in what your business concern or need is, then choose the SCORE mentor that best meets that need



Meet in Person with a Mentor



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[www.score.org](http://www.score.org)

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**Find a Procurement Technical Assistance Center**  
Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.  
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Get the Training You Need to

PTAC Client Successes

## Helping You Sell to the Government

Procurement Technical Assistance Centers (PTACs)

**Expert services at little or no charge** – Funded through Cooperative agreements between the US Department and Defense (DoD) and state/local non-profit entities, PTACs provide help at little or no cost to you

**Located near you** – PTACs operate in over 300 locations across the country, as well as the territories of Puerto Rico and Guam, helping businesses sell to the government.

**Workshops and Seminars** on a wide range of topics teach what you need to know and connect with other small businesses.

**One-on-One Counseling** provides assistance tailored to the specific needs of your business – and **is always free** of charge!

**Matchmaking Events** connect you with agency officials who are buying your product.

[Contracting Assistance for Businesses](#)

A wealth of resources to help you sell to the government

[Learn More ▶](#)

[APTAC Partners, Federal Colleagues & Friends](#)

Working together to nurture small business gov't contractors

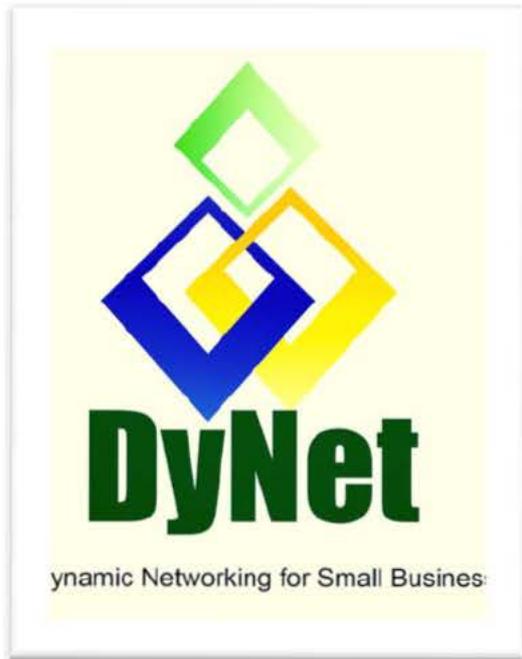
[Learn More ▶](#)



[PTAC Professionals Member Login](#)

[www.aptac-us.org](http://www.aptac-us.org)

# Upcoming Events



**Erie, PA  
Thursday  
June 5, 2015**

**Charles Town, WV  
Thursday  
June 25, 2015**

**[www.dynetworking.com](http://www.dynetworking.com)**

[Getting a Bank Loan: Fact versus Fiction](#) [online](#)

Thursday July 23, 2015 from 11:30 AM to 12:00 PM EDT

[Cracking the Credit Code](#) [online](#)

Thursday June 4, 2015 from 11:30 AM to 12:00 PM EDT

[Marketing to Government Agencies & Primes](#) [online](#)

Thursday June 18, 2015 from 2:00 PM to 3:00 PM EDT

[Protecting Your Intellectual Property When Doing Business Overseas](#) [online](#)

Wednesday April 22, 2015 from 11:30 AM to 12:30 PM EDT

[LLC v. S-Corp: Which is Right for You?](#) [online](#)

Thursday June 18, 2015 from 11:30 AM to 12:00 PM EDT

REGISTER: [www.wvscore.org](http://www.wvscore.org)

# Questions?

Sommer Straight, RCAC  
304-344-2546  
[ssstraight@rcacwv.com](mailto:ssstraight@rcacwv.com)

Melissa Loder, SBA  
304-623-5631 x224  
[Melissa.Loder@sba.gov](mailto:Melissa.Loder@sba.gov)

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