

Marketing Your Business to Prime Contractors and Agencies

featuring
Sommer Straight, RCAC Inc.

Government Contracting 101 advised the following steps:

Determine your capabilities

Get registered

Research opportunities

Determine your fit

Continuous education

This webinar will take a more in depth view of the following steps:

> Targeting the agencies/primes

And

> Marketing

Preliminary Steps: Revisit Your Registrations and Consider Your Marketing Materials

- If your company is profiled in the System for Award Management (SAM) and Dynamic Small Business Search (DSBS for small businesses) then you have already developed a 'Company Resume'
- It is time to take a second look at your registrations and polish them ~ get out of the 'registration' mindset and into the 'resume' mindset
- Are there any data fields you skipped or rushed through? Veteran-owned businesses, don't forget about VETBiz!

Just to refresh your memory... SAM

The screenshot shows the SAM website interface. At the top, there is a navigation bar with "General Services Administration" and a search bar. Below this is the SAM logo and a navigation menu with "HOME", "SEARCH", "REPORTS", and "SAM HELP". The main content area is divided into three columns: "WHAT IS SAM?", "REGISTER WITH SAM", and "SEARCH SAM". The "WHAT IS SAM?" section explains that SAM is a free web-site consolidating Federal procurement systems. The "REGISTER WITH SAM" section provides information on why to register and what is needed to create an account, with a "Create an Account" link. The "SEARCH SAM" section includes a search input field and instructions on how to use the search function. Below these sections are three categories: "SAM OVERVIEW VIDBO" with a video player, "NEWS AND ANNOUNCEMENTS", and "USER GUIDES" with a grid of PDF links for various user groups. The footer contains the SAM version (1.01), a service desk contact page with URL and phone numbers, and logos for GSA and USA.GOV.

If the address is NOT **sam.gov** then you are **NOT** at the System for Award Management. <https://www.sam.gov/portal/public/SAM/>

Just to refresh your memory...DSBS

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

The screenshot shows the SBA Dynamic Small Business Search (DSBS) website in Internet Explorer. The browser title is "SBA - Dynamic Small Business Search - Windows Internet Explorer" and the address bar shows "http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm". The website header includes the SBA logo, navigation links for "Print", "Exit", "Help", "DSBS", "Quick Market Search", and "TM OnLine", and a "Ready" status indicator. A welcome message states: "Welcome to the Dynamic Small Business Search. All search form hotlinks open a new browser window." A prominent red "NEW" banner announces a "NEW MARKETING FEATURE FOR CONTRACTING OFFICERS: Use the 'Quick Market Search' button above to go to the Quick Market Search." Below this, a disclaimer reads: "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." A note states: "All form fields that require typing in data have 'tooltips' with data format information." The "Location of Profile" section contains a "State(s)" dropdown menu with a list of states (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), a "Searching within a State:" note, a "Congressional District:" field with a "Help" link, a "County:" dropdown menu with the instruction "Select 1 State, then press Lookup" and a "Lookup Help" link, and four input fields for "Area Code or Phone Number Initial Fragment", "Metropolitan Statistical Area", "SBA Servicing Office", and "Zip Code or Zip Code Initial Fragment". The "Government Certifications" section is divided into two columns: "8(a) Certified or 8(a) Joint Venture:" and "Small Disadvantaged Business:". Each column has four radio button options: "Required (Active Certifications only)", "Required (Active Certifications and Previously Certified)", "Required (Previously Certified only)", and "Not Required". The "Not Required" option is selected in both columns. At the bottom, there are links for "Privacy & Security", "Information Quality", "FOIA", "No Fear Act", and "ADA". The footer includes "Last modified: 07/13/2004 12:00:00 AM", "SBA Processing: 0.174 seconds Version: SBSS 8.1", and "Session timeout in 58 minutes".

SBA - Dynamic Small Business Search - Windows Internet Explorer

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

File Edit View Favorites Tools Help

Search Safe Do Not Track Weather Facebook

SBA - Dynamic Small Business Search

Skip Navigation Accessibility Options

SBA DSBS Print Exit Help DSBS Quick Market Search TM OnLine Ready

Welcome to the Dynamic Small Business Search. All search form hotlinks open a new browser window.

NEW NEW MARKETING FEATURE FOR CONTRACTING OFFICERS:
Use the "Quick Market Search" button above to go to the **Quick Market Search**

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.

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

Location of Profile

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

Searching within a State:
(Requires exactly one state from the list at left.)

Congressional District: [Help](#)

County: Select 1 State, then press Lookup [Lookup Help](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Government Certifications

8(a) Certified or 8(a) Joint Venture:

Required (Active Certifications only)

Required (Active Certifications and Previously Certified)

Required (Previously Certified only)

Not Required

Small Disadvantaged Business:

Required (Active Certifications only)

Required (Active Certifications and Previously Certified)

Required (Previously Certified only)

Not Required

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

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

SBA Processing: 0.174 seconds Version: SBSS 8.1
Session timeout in 58 minutes

Internet 100%

Just to refresh your memory...VETBiz <https://www.vip.vetbiz.gov/>

UNITED STATES
DEPARTMENT OF VETERANS AFFAIRS

Search All VA Web Pages
Search
Open Advanced Search

Home Veteran Services Business About VA Media Room Locations Contact Us VIP Links

VENDOR INFORMATION PAGES Search Businesses | Sign In | Register | Help

Find Veteran Businesses [Help](#)

Business Name:

DUNS:

NAICS:

Keyword(s):

State/Territory: Strict

VOSB/SDVOSB:

SEARCH RESET

Custom Search

If you are a **Veteran** and a **business owner**,
register with VetBiz.



REGISTER >

Questions or Concerns? Contact Us: Center for Veterans Enterprise, 810 Vermont Avenue, NW, Washington, DC 20420 | (855)594-2344, (202)309-3260 | VIP@VA.GOV

VA Home | Privacy Policy | FDIA | Web Policies | No FEAR Act Data | Site Index | USA.gov | White House | National Resource Directory | Inspector General

An Example from DSBS

SBA Profile

[Privacy Statement](#)

Identification, Location & Contacts

This profile was last updated:	02/07/2011
Name of Firm:	PERFORMANCE RESULTS CORPORATION
Trade Name ("Doing Business As ..."):	
DUNS Number:	150063936
Parent DUNS Number:	
Address, line 1:	6 CANYON RD STE 200
Address, line 2:	
City:	MORGANTOWN
State:	WV
Zip:	26508-4199
Phone Number:	304-291-2100
Fax Number:	
E-mail Address:	kclinton@prc8a.com
WWW Page:	http://www.prc8a.com
E-Mail (electronic mail selling firm's products):	http://www.prc8a.com
Contact Person:	KATHY CLINTON
Contact Title:	President/Owner
County Code (3 digit):	061
Congressional District:	01
Metropolitan Statistical Area:	
CAGE Code:	1SZV3
Year Established:	2000
Accepts Government Credit Card?:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
GSA Advantage Contract(s):	GS-10F-0376M

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

Organization, Ownership & Certifications

Legal Structure:	Subchapter S Corporation
Ownership and Self-Certifications:	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"? ⁽¹⁾	Small? ⁽²⁾	Emerging? ⁽³⁾
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] ⁽²⁾		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] ⁽²⁾		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] ⁽⁵⁾		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"? ⁽¹⁾	Small? ⁽²⁾	Emerging? ⁽³⁾
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 [X] 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)

Consider Your Marketing Materials

**Capabilities Statement
Business Cards
Letter of Introduction
Website/Social Media
Marketing Brochure
Elevator Speech**

(Join us for our 'Improving Your Marketing Materials' Webinar)

**Target the Agencies/Prime
Contractors that Purchase
Your Product/Service**

Identifying potential customers



- FedBizOpps
- Sub-Net
- Subcontracting Opportunities Directory
- GSA Subcontracting Directory
- Federal Procurement Data System
- Federal Acquisition Jumpstation
- Federal Buying Sites
- WVLEGALS
- Research Federal agency websites
- Research past awards
- Attend outreach events
- Attend match-maker events



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:

Search

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

* Notices posted within the 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

Password

▶ [View Opportunities](#)

No login is required to view opportunities.

Vendors / Citizens

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

Username

Password

▶ [Find Opportunities](#)

No login is required to view opportunities.



RECOVERY

FBO now contains Recovery and Reinvestment Act actions.

[SEARCH RECOVERY OPPORTUNITIES](#)

[SEARCH RECOVERY AWARDS](#)



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.



DEMONSTRATION VIDEOS

Watch demonstration videos

SUB-Net



Search Exit Help
Post Home

SUB - Net

Search Solicitation

- Search the database
- View all solicitations



Search Solicitation Results

Company Name	Closing Date	Description
J. Kokolakis Contracting	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.
QPK Consulting	8/31/2007 5:00 PM	USAID funded project in Jordan seeks quotes for procurement and delivery to Jordan of "Queueing System at the Execution Department at the New Palace of Justice. For complete RFP and terms contact email info@masaq.com "Queueing Equip.RFQ"
Sauer Incorporated	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.
Weeks Marine, Inc.	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.
Chemonics International	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.
Rustler Construction, Inc.	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
Heming-Rivenbark, Inc.	9/4/2007 2:00 PM	Town of Wallace, NC water and sewer improvements 1,075'x 6" pvc water line, 1,157'x 8" pvc gravity sewer w/appurentences
Parsons TSSC-III	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.
S.S. Mechanical Corp.	9/4/2007 2:00 PM	S.S. Mechanical is bidding the 'Deo 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.
Barnard Construction Co.	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,Ready mix,Traffic Control,Cleaning, Storm Drain Construction,Aggregates,Trucking, Signs,Surveying
Rustler Construction, Inc.	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.
B.L. Harbert International, LLC	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 (105,000sf) and abatement & demo of the existing. We wish to solicit participation from all qualified small & minority businesses.
CET Engineering Services	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.
Great Lakes Dredge & Dock Company, LLC	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.

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

http://web.sba.gov/subnet/search/dsp_search_option.cfm

Subcontracting Opportunities Directory

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

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

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>

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](#)

<http://www.gsa.gov/portal/content/101195>

Federal Procurement Data System



Federal Procurement Data System - Next Generation

Site Search ...



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



Login

Log-In:

Password:

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

Registration

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

ezSearch

Google-like search to help you find federal contracts...

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

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](#)

Recovery **FY 2009**

Set Asides



<https://www.fpds.gov>

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](#) / [ECC](#) / [GSA](#) / [NASA](#) / [National Coordination Office for High Performance Computing & Communications](#) / [National Science Foundation](#) / [NTSB](#) / [NRC](#) / [OPM](#) / [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](#)
 - [Western Administrative Support Center](#)

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

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.

Example of Open County Search

Search - WV Legal Ads - WV Press Association

File Edit View History Bookmarks Window Help

http://www.wvlegals.com/search.php?county=8&text=proposal&op=search

WEST VIRGINIA LEGALS

WEST VIRGINIA PRESS ASSOCIATION

☆ Home ☆ Search ☆ Participants ☆ Contact

Search

Select a county to see legal notifications from newspapers serving that county.
You may narrow your search to those ads containing a word or phrase in the Ad Text.

Search

County: All

Ad Text: proposal

Search

Pages: | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | ...

- 1. REQUEST FOR PROPOSAL** REQUEST FOR PROPOSAL Jefferson County Emergency Communications invites qualified vendors to submit responses to submit responses... [Details](#)
Source: *Spirit of Jefferson Advocate*. Date: 12-Sep-13
- 2. Notice of Request for Proposal (RFP)** Notice of Request for Proposal (RFP) WorkForce West Virginia, a division of the Department of Commerce, announces... [Details](#)
Source: *The Nicholas Chronicle*. Date: 24-Jan-13
- 3. NOTICE OF GRANT APPLICATION AND TRANSPORTATION SERVICES FOR PERSONS WITH DISABILITIES** NOTICE OF GRANT APPLICATION AND TRANSPORTATION SERVICES FOR... [Details](#)
Source: *The Nicholas Chronicle*. Date: 24-Jan-13
- 4. NOTICE REQUEST FOR QUOTATIONS** The West Virginia Parkways Authority will accept sealed proposals for the following: 260 CFM Portable Air Compressor... [Details](#)
Source: *Bluefield Daily*. Date: 23-Jan-13
- 5. NOTICE REQUEST FOR QUOTATIONS** The West
- 11. REQUEST FOR QUOTATIONS** REQUEST FOR QUOTATIONS The West Virginia Parkways Authority will accept sealed proposals for the following: Class 7 Conventional... [Details](#)
Source: *The Register Herald*. Date: 23-Jan-13
- 12. REQUEST FOR QUOTATIONS** REQUEST FOR QUOTATIONS The West Virginia Parkways Authority will accept sealed proposals for the following: Portable Changeable... [Details](#)
Source: *The Register Herald*. Date: 23-Jan-13
- 13. NOTICE OF GRANT APPLICATION** NOTICE OF GRANT APPLICATION AND TRANSPORTATION SERVICES FOR PERSONS WITH DISABILITIES Notice is hereby given that... [Details](#)
Source: *The Montgomery Herald*. Date: 23-Jan-13
- 14. Notice of Request for Proposal (RFP)** Notice of Request for Proposal (RFP) WorkForce West Virginia, a division of the Department of Commerce, announces... [Details](#)
Source: *The Montgomery Herald*. Date: 23-Jan-13
- 15. PUBLIC NOTICE** PUBLIC NOTICE Notice 13

Research Your Potential Client

- Website
- Brochure
- Annual Report
- Small Business Administration
- Small Business Development Center
- Procurement Technical Assistance Center
- Don't forget to GOOGLE (or your favorite search engine)

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?

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

Ask Questions

- 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?
- How should I follow-up?

Marketing

Things to think about when presenting your company . . .

- Prime Contractor
 - All the responsibilities
 - All the money
- Sub-Contractor
 - Less responsibilities
 - Less money
- Joint Venture
 - Shared responsibilities
 - Shared money
- Teaming Agreement
 - One company responsible
 - Shared money

Thinking outside the box...

- Electrician
- Animal groomer
- Insurance provider
- Veterinarian
- Auto mechanic/repair

Preparing for Match-Making

- Try to find out as much about the prime or agency that you are meeting with
- Appearance and demeanor are important – be positive and make eye contact!
- 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

Preparing for Match-Making (continued)

- Be ready to leave when your time is up
- Leave a business card with the correct information on it and a capabilities statement or brochure
- Less is more and unique is ideal!
- Thank the buyer
- Do not forget to follow-up with the buyer after the event

Other means of marketing

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

The Key is to TARGET: 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



PATIENCE

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

Go Forth and Conquer!

- Questions?
- Thanks for participating!



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

Coming Soon!

[Snapshot: Selling to the Government](#)

March 6, 2014 11:30 am EST Webinar

[Improving Your Marketing Materials](#)

March 20, 2014 2 pm EST Webinar



U.S. Small Business Administration

www.sba.gov/wv



FOR THE LIFE OF YOUR BUSINESS

www.charleston.score.org