

Introduction to Military Contract Bidding
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1

Meet NIB

- **Mission:** create jobs for people who are blind
- **Product manufacturing**
 - Office and cleaning products, machined parts, military equipment
- **Service delivery**
 - Hundreds of government and commercial service contracts
 - Contact centers, supply chain management, contract closeout

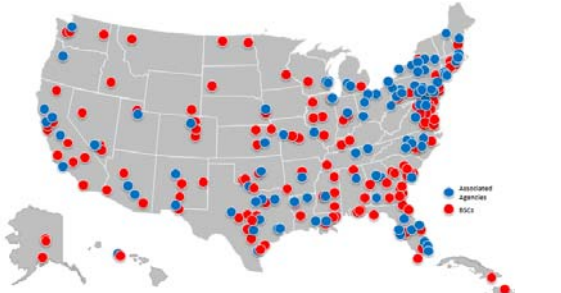
NIB
NATIONAL INDUSTRIES FOR THE BLIND


- **6,000+** employees who are blind
- **\$800M+** in annual sales
- **7,000+** products/services
- **100+** associated agencies
- **250+** locations nationwide
- **150+** Base Supply Centers
- **80+** years of experience

Nation's largest employer of people who are blind 

2

Nationwide Network
NIB Associated Agencies and Base Supply Centers





3

NIB is part of the AbilityOne Program

- 80+ year-old federal government program (Javits-Wagner-O'Day Act)
- Requires government agencies to purchase certain products made by people who are blind or have severe disabilities
- Employs more than 46,000 people through a nationwide network of nonprofit agencies
- Delivers \$2B+ in quality products and services each year to federal government customers



4



5



MEDICAL



FIRE/SAFETY



INDUSTRIAL



GOVERNMENT & DEFENSE



6

Getting Started

- Gather basic business information: DUNS #, TIN, banking info, company revenue and employee counts, POC info
- Register to get a Commercial and Government Entity (CAGE) code
 - <https://cage.dia.mil/>
- Determine what NAICS (North American Industry Classification System) and FSCs (Federal Supply Classifications) or PSCs (Product & Service Codes) align to your business
 - <https://www.census.gov/eos/www/naics/>
 - <https://www.sba.gov/document/support-table-size-standards>
- Register in System for Award Management (SAM)
 - <https://sam.gov/SAM/>



7

FBO Searches

- FBO (Federal Business Opportunities/FedBizOpps)
 - <https://www.fbo.gov/index>
 - Largest bid board of opportunities
 - Anything over \$25K is listed – all Government agencies
 - Usually 30K - 40K listings every day
 - Quick search, advance search, automatic searches by various filters:
 - Key word or combinations of key words
 - NAICS codes (6 digits)
 - PSC/FSC codes (2 digits, referred to as “Classification Codes” in FBO)
 - Business type/set aside
 - Specific agencies
 - Posted date, PoP (Place of Performance)



8

Bid Notice Types

- Sources Sought
- Pre-solicitation notices
- Combined Synopsis
- Modification/Amendment/Cancellation
- Awards
- Special Notices
- Misc. lesser used – J&A/Sole Source



9

Set-Asides

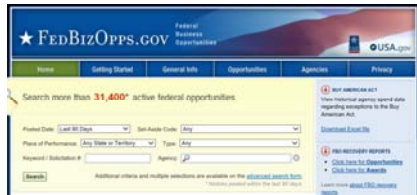
- Small Business
- Woman-owned
- Veteran owned
- Service-disabled veteran owned
- HUBZone
- Disadvantaged business/ 8a program
- Mandatory source



10

FedBizOpps/FBO

- Register in FBO (“Getting Started” tab) – need DUNS, CAGE, personal info & can have multiple individual accounts per company



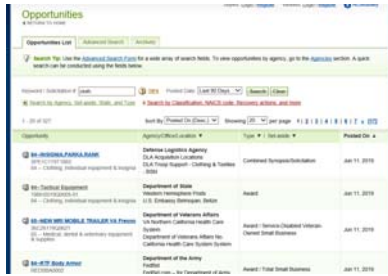
11

Quick Search



12

Quick Search



13

Search Agents



14

Search Agents

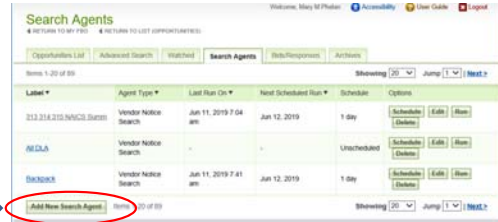


- By NAICS codes →
- By Agencies →
- By Key word →



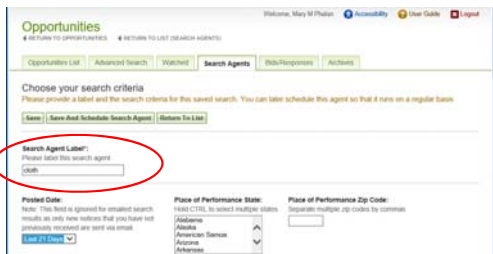
15

Search Agent Set Up



16

Search Agent Set Up



17

Search Agent Set Up



18

Search Agent Set Up

Agency Office Location(s):
All Agency Office Location(s) Specific Agency Office Location(s)


Agency and Retirement Aid Action:
 Yes No Agency

Keywords or SOLR:
Enter a keyword or substitution number to search all opportunity data
Date:

NAICS Code:
Use the search box to find NAICS Codes and mark one or more checkboxes to add to your selection.
Note: Changing your search criteria does not remove items from your selection.

- 22 - Textile Mills
- 24 - Textile Product Mills
- 25 - Apparel Manufacturing

1 of 132 selected | show selected | show all




19

Search Agent Set Up

Classification Code:
Use the search box to find Classification Codes and mark one or more checkboxes to add to your selection.
Note: Changing your search criteria does not remove items from your selection.

- 79 - Cleaning equipment and supplies
- 80 - Brushes, paints, sealers & adhesives
- 81 - Containers, packaging, & packing supplies
- 83 - Textiles, leather, furs, apparel & shoe findings, tents & flags
- 84 - Clothing, individual equipment & insignia
- 85 - Toiletries
- 87 - Agricultural supplies
- 88 - Live animals

1 of 132 selected | show selected | show all




20

Search Agent Set Up

JNA Statutory Authority:
 FAR 6.302-1(a) - Brand name FAR 6.302-1 - Only one responsible source (except brand name)
 FAR 6.302-2 - Unusual and compelling urgency FAR 6.302-3 - Industrial mobilization, engineering, developmental or research capability, or expert services
 FAR 6.302-4 - International agreement FAR 6.302-5 - Authorized or required by statute
 FAR 6.302-6 - National security FAR 6.302-7 Public interest

Fair Opportunity / Limited Sources Justification Authority:
 Agency Only One Source (except brand name)
 Follow-on Delivery Order Following Competitive Initial Order Minimum Guarantee
 Other Statutory Authority

Response Deadline:



21

Label	Agent Type	Last Run On	Next Scheduled Run	Schedule	Options
Check Req	Vendor Notice Search	Jun 11, 2019 3:47 am	Jun 12, 2019	1 day	Schedule Edit Run
GSI	Vendor Notice Search	-	-	Unscheduled	Schedule Edit Run

22

Search Results

Opportunity	Agency/Office/Location	Type	Posted On
Deployment Gear W91ZRU-19-Q-5009 M - Clothing, individual equipment & insignia	Department of the Army National Guard Bureau 176 MSG/MSG, AK ANG	Combined Synopsis/Solicitation / Total Small Business	Jun 10, 2019
M-SHOULDER CORDLINEAN W91ZRU-19-Q-5009 M - Clothing, individual equipment & insignia	Defense Logistics Agency DIA Acquisition Location DIA Troop Support - Clothing & Textiles - ISM	Combined Synopsis/Solicitation / Total Small Business	Jun 09, 2019
M-TROUSERS/MEN'S W91ZRU-19-Q-5009 M - Clothing, individual equipment & insignia	Defense Logistics Agency DIA Acquisition Location DIA Troop Support - Clothing & Textiles - ISM	Combined Synopsis/Solicitation / Total Small Business	Jun 08, 2019

23

Watch List

Deployment Gear
Solicitation Number: W91ZRU-19-Q-5009
Agency: Department of the Army
Office: National Guard Bureau
Location: 176 MSG/MSG, AK ANG

Note: You are no longer watching this opportunity

Return To Opportunities List | Watch This Opportunity

Solicitation Number: W91ZRU-19-Q-5009
Notice Type: Combined Synopsis/Solicitation

24

Watch List

Watched Opportunities

4 RESULTS TO WATCH (0 RESULTS TO LIST OPPORTUNITIES)

Opportunities List | Advanced Search | Search Results | **Watched** | Search Agents | Bids/Responses | Archives

Keywords: Search

Batch Options: Name: 1-20 of 04

Showing: 20 | Jump: 1 | Next: 2

ID	Title	Agency/Office	Location	Last Modified	Options
<input type="checkbox"/>	Deployment Gear - W9127U-19-Q-0009	National Guard Bureau (NSGB)	176 MSGMBC, AKANGDAH451-1	Jun 10, 2019 4:00 pm	Buttons
<input type="checkbox"/>	State Center Composites II (C-Gen III) Sub-Activity - LMS18CA-19-01-1366	United States Marine Corps/USMC	MARCORSEYSCOMM/7854	Jun 05, 2019 2:27 pm	Buttons
<input type="checkbox"/>	Fabric, Fibers, Tapes, Pulp and Paper for Machine Tools, Sperry Amendment Contract - CT2267-19	Federal Prison Industries/LANCO/SEI/LANCOED	Procurement (Branch/MWE)	Jun 05, 2019 10:10 am	Buttons

25

Automated Search Results

Tue 6/11/2019 1:08 am
noreply@fbo.gov
Vendor Procurement Search Results

Tuesday, June 11, 2019, 08:38 am

Dear Mary:

Your FBO Opportunity Search Agent called 'Votry' has identified the following opportunities that have either been newly posted or modified and match your search criteria.

Title:	Deployment Gear
Solicitation #:	W9127U-19-Q-0009
Agency:	Department of the Army
Office:	National Guard Bureau
Location:	176 MSGMBC, AK ANG
Posted On:	Jun 10, 2019 7:05 pm
Base Type:	Combined Synopsis/Solicitation
Link:	https://www.fbo.gov/ops/procurement/DAH451-1/W9127U-19-Q-0009/home.html

26

Reading the Solicitation

- Check what stage it is in – any modifications
 - Monitor for amendments or modifications
- Look for language that refers to:
 - Approved source
 - mandatory source
 - GSA schedule
 - Reverse auction
- Due dates
- Quantities
- Delivery details
- Special certifications required
- Packages/Files/Technical documents (solicitation doc, drawings and other specs – on ASSIST or cFolders)
 - ASSIST is the Acquisition Streamlining and Standardization Information System
 - cFolders – DLA Collaboration Folders where technical data is stored
- Secure documents/export-controlled
- Can select “Interested Vendor”

27

Reading the Solicitation

28

Reading the Solicitation

29

Reading the Solicitation

30

Reading the Solicitation

Deployment Gear
 Solicitation Number: W1229U-19-Q-0008
 Agency: Department of the Army
 CTR#: National Guard Center
 Location: 17E MCGUIRE, AK ANG

Keywords:

Items: 1 of 1

Last Name	First Name	Contractor	Business Types	NAICS Codes
		PLANS ROOM LLC, THE 801 OLD SEWARD HWY STE 102 ANCHORAGE, AK 99507450 USA Email: plansroom@plansroom.com Phone: 9075632029	Contracts, For Profit Organization, Limited Liability Company	519100

31

Responding to the Solicitation

- Read the entire proposal including Federal Acquisition Regulation (FAR) clauses: this is critical
- Pay special attention to:
 - Items requested
 - Delivery dates
 - Marking, packaging, and shipping details
 - Contract clauses
 - Special testing required
 - Company must be registered in SAM with NAICS code on proposal
- Email attachments to contracting officer
- FBO upload
- DIBBS (Defense Logistics Agency Internet Bid Board) – for quoting DLA items
- Navy – separate NECO (Navy Electronic Commerce Online) site
- Fedbid site – 3rd party administered site

32

FBO is Migrating to SAM.gov!

- The General Service Administration's (GSA) Office of the Integrated Award Environment (IAE) manages federal procurement and awards processes in 10 online systems
 - The Office of the IAE is in the process of merging these "legacy" sites into one system—the System for Award Management (SAM)
- SAM will consolidate information from these systems into a single database
 - Eliminates data overlap while sharing the data across the award lifecycle
- FBO is slated to move on November 8
- The concepts presented today will apply, but the new website will have a different look and feel
- For more information, visit <http://www.beta.sam.gov>

33

SAM.gov Systems Include:

- CFDA.gov (Catalog of Federal Domestic Assistance)
- SAM.gov (System for Award Management)
- FBO.gov (Federal Business Opportunities)
- FPDS-NG.gov (Federal Procurement Data System - Next Generation)
- WDOL.gov (Wage Determinations OnLine)
- eSRS.gov (Electronic Subcontracting Reporting System)
- FAPIIS.gov (Federal Awardee Performance and Integrity Information System)
- FSRS.gov (Federal Funding Accountability and Transparency Act Subaward Reporting System)
- CPARS.gov (Contractor Performance Assessment Reporting System)
- PPIRS.gov (Past Performance Information Retrieval System)



34

Wrap Up / Questions

- Other key decisions will need to be made before responding to a proposal, but this will provide a baseline of what is out there in FBO get started on setting up tailored searches
- There are other User Guides and videos available on the main FBO home page
- Local PTAC (Procurement Technical Assistance Centers) also provide support
- Questions?



35

Upcoming Events

AUSA
 Take part with tabletop space and sponsorships at the Military Division's booth at AUSA 2019, October 14-16




ifaexpo.com

For more information contact Janelle Buerkley at jwbuerkley@ifai.com




36



Military
Division

Thank you

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37
