



# DOING BUSINESS WITH THE GUARD

## *Federal Procurement Opportunities*

*Illinois National Guard*

10 March 2016

# AGENDA



- **Opening Remarks**
  - Objective
  - Illinois National Guard-Federal & State Missions
- **Procurement Opportunities**
  - Supplies & Services for Mission Support-What we buy...
  - Procurement Opportunities-How we buy...
  - Steps to Success...
- **Illinois Procurement Technical Assistance Centers**



**DOING BUSINESS WITH THE GUARD**

# **OBJECTIVES & WHO WE ARE**

*LTC BRIAN S. CREECH, DEPUTY UNITED STATES PROPERTY & FISCAL OFFICER FOR ILLINOIS*



## DOING BUSINESS WITH THE GUARD

# OBJECTIVES

- **Communicate how to do business with the Illinois National Guard (Army and Air)**
- **Provide step-by-step approaches to compete in the various Federal procurement opportunities**



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# ILLINOIS NATIONAL GUARD

- **Who are we...**
  - **Citizen Soldiers and Airmen: 13,500 members strong**
  - **124 Army Guard units and 3 Air Guard bases located in every corner of the state**
- **Missions**
  - **State**
  - **Federal**

## DOING BUSINESS WITH THE GUARD

# ECONOMIC IMPACT

- **Federal Support = Economic Engine for Illinois**
- **Hundreds of millions annually in federal dollars**
- **Nearly \$45 million for goods and services is spent in local communities to support our facilities**
  - **Supports Federal goals of the US small business programs (8a, Hub-Zone, WOSB, SDVOSB, etc)**
- **Reaching out to Illinois companies through business symposiums and collaboration with Illinois Procurement Technical Assistance Centers**



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# PROCUREMENT OPPORTUNITIES

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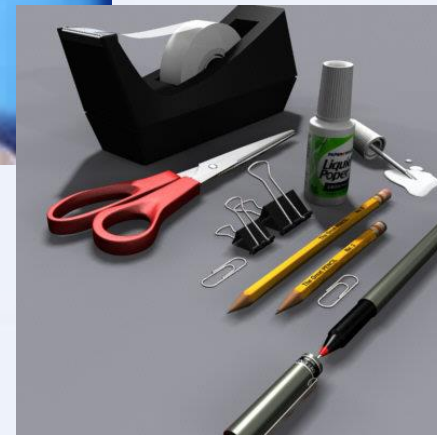
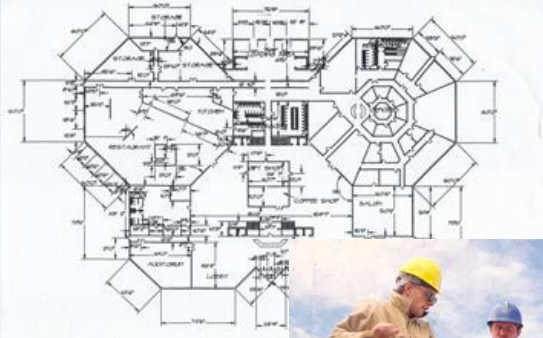
# PROCUREMENT OPPORTUNITIES

- **What We Buy...**
- **How We Buy....**
- **How To Sell...The 12-Step Program**

**CPT David Picchi**  
**Chief of Contracting,**  
**USPFO-IL**  
**217-761-3927**  
**david.j.picchi.mil@mail.mil**

**CPT Paul McConkey**  
**Lead Contract Specialist**  
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**217-761-3761**  
**paul.m.mcconkey.mil@mail.m**





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**WHAT WE BUY...**

## DOING BUSINESS WITH THE GUARD

# Supplies & Services for Mission Support

<b>Construction</b>	<b>Civil Engineering</b>	<b>Hotels</b>	<b>Commercial Printing</b>	<b>Automotive Supplies &amp; Parts</b>	<b>Automotive Repair</b>
<b>Office Furniture</b>	<b>Computer &amp; Office Machine Repair</b>	<b>Construction Materials</b>	<b>Photo Equipment &amp; Supplies</b>	<b>Office Equipment</b>	<b>Computer Equipment &amp; Software</b>
<b>Medical Supplies</b>	<b>Clothing &amp; Individual Equipment</b>	<b>Petroleum Bulk</b>	<b>Charter Buses</b>	<b>Prefab Structures</b>	<b>Freight Trucking Services</b>
<b>Equipment Rental</b>	<b>Computer Systems Design</b>	<b>Temporary Help &amp; Admin Services</b>	<b>Signage &amp; Banners</b>	<b>Security Systems Services</b>	<b>Cleaning Services</b>
<b>Computer Training</b>	<b>Mobile Medical Services</b>	<b>Medical Laboratory Services</b>	<b>Fitness Equipment</b>	<b>Hotels &amp; Conference Centers</b>	<b>Food Caterers</b>



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**HOW WE BUY...**

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## How We Buy...

### Mandatory Sources of Supply

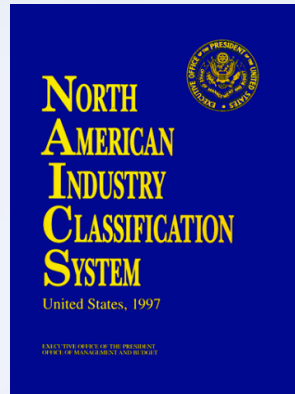
- Federal Supply Schedules (GSA)
- Federal Prison Industries
- Ability One (Non profit agencies employing people who are blind or severely disabled)

### Simplified Acquisition Procedures

- Government Purchase Card
  - VISA
- Purchase Orders
- Delivery Orders
  - GSA Contracts
- Blanket Purchase Agreements

### Competitive Source Selection

- Full & Open Competition
- Negotiated Proposals
- Indefinite Delivery/Indefinite Quantity (IDIQ) Contracts
- Multiple Award Task Order Contracts
- Architect Engineer Contracts



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**HOW TO SELL-  
STEPS TO SUCCESS...**



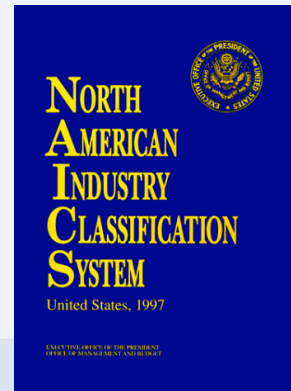
## DOING BUSINESS WITH THE GUARD

# How to Sell-Steps to Success

### STEP 1:

## Identify Your Product or Service

- Identify your product or service by its Procurement Classification Code
- Federal Supply Code or Federal Service Code
  - <http://www.fedbizopps.gov>
  - <http://www.dlis.dla.mil/h2>
- North American Industry Classification System (NAICS) Code
  - <http://www.census.gov/naics/2007/index.html>



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## How to Sell-Steps to Success

### STEP 2:

Obtain a D&B Data  
Universal Numbering  
System (D-U-N-S) Number

- Contact Dun & Bradstreet to obtain a DUNS Number
- <http://www.dnb.com/us/>
- Local PTACs can assist



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# How to Sell-Steps to Success

### STEP 3:

Register in the System For Award Management (SAM)

- <http://www.SAM.gov>
- Contains information for procurement & financial transactions for prompt payment



The System for Award Management (SAM) is a free web-site which consolidates Federal procurement systems and the Catalog of Federal Domestic Assistance. Currently CCR, FedReg, ORCA and EPLS have been migrated into SAM. Over the coming years, additional system migrations will be completed.



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# How to Sell-Steps to Success

### STEP 4:

Complete On-line  
Reps & Certs

- Online Representations & Certifications Applications (ORCA) can be completed at <http://www.SAM.gov>
- Eliminates the need to complete Reps & Certs Provision (52.212-3) in each separate solicitation



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# How to Sell-Steps to Success

### STEP 5:

Know your company's  
Contractor and Government  
Entity (CAGE) code.

- One will be assigned when you register in SAM for the first time.
- This five digit alpha-numeric CAGE code along with your TIN number are the two most very important pieces of information that Federal agencies will ask you.



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# How to Sell-Steps to Success

### STEP 6:

Ask for help as you navigate the Federal marketplace.

- Available resources:
  - Procurement Technical Assistance Centers
  - Small Business Specialists
  - Local Chief of Contracting



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# How to Sell-Steps to Success

### STEP 7:

Are you a Small  
Business?

- If so, contact the Small Business Administration (SBA) for certification
- SBA assistance & certification in preference programs to small businesses
  - Determine if your firm qualifies for...
    - Section 8(a)
    - Small Disadvantaged Business
    - HUBZone
    - Service Disabled Veteran-Owned Small Business
    - Women-Owned /Economically Disadvantaged-Owned Small Business
  - [www.sba.gov](http://www.sba.gov)



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# How to Buy-Steps to Success

### STEP 8:

Look for current DoD & Guard Procurement Opportunities.

- To find Federal procurement opportunities in your product or service area go to the Federal Business Opportunities (FBO) website (TAB 5)
  - <http://www.fedbizopps.gov> or,
  - Army Single Face to Industry (AFSI) <https://acquisition.army.mil>
- Many requests for quote are also available at GSA Advantage
  - <http://www.gsa.gov>



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# How to Sell-Steps to Success

### STEP 9:

Get familiar with Federal contracting regulations & procedures.

- Federal Acquisition Regulation (FAR)
- Defense Federal Acquisition Regulation Supplement (DFARS)
- National Guard Federal Acquisition Regulation Supplement (NGFARS)
- <http://farsite.hill.af.mil>



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## How to Sell-Steps to Success

### STEP 10:

Secure

Federal Supply Schedule (FSS)  
or Defense Logistics Agency (DLA)  
Contracts.

- We use Multiple Award Schedules or Federal Supply Schedules aka General Services Administration (GSA) contracts.
  - <http://www.gsa.gov/schedules>
    - GSA Advantage a virtual shopping mall
- Military Supply System
  - Products with National Stock Numbers (NSNs)
    - Managed by DLA
- E-MALL website at <https://dod-ecom.dla.mil/acct/>





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## How to Sell-Steps to Success

### STEP 11:

Explore subcontract opportunities.

- Consider becoming a subcontractor to a prime contractor
- The Illinois National Guard Multiple Award Task Order Contract (MATOC) for Construction Services
  - [David.j.Picchi.mil@mail.mil](mailto:David.j.Picchi.mil@mail.mil)
- DOD Prime Contractors
  - [http://www.acq.osd.mil/osbp/doing\\_business/index.htm](http://www.acq.osd.mil/osbp/doing_business/index.htm)
- SBA's SUB-Net
  - <http://web.sba.gov/subnet>



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# How to Sell-Steps to Success

### STEP 12:

**Market your product  
or service well.**

- Present your capabilities directly to the Illinois National Guard
- Set up a visit with the USPF0-IL Contracting Office by calling 217-761-3927
- Provide product line card information
- A meeting will be scheduled when available with the end users that could be interested in your product or service.





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# PROCUREMENT TECHNICAL ASSISTANCE CENTERS (PTAC)

# IL PTAC

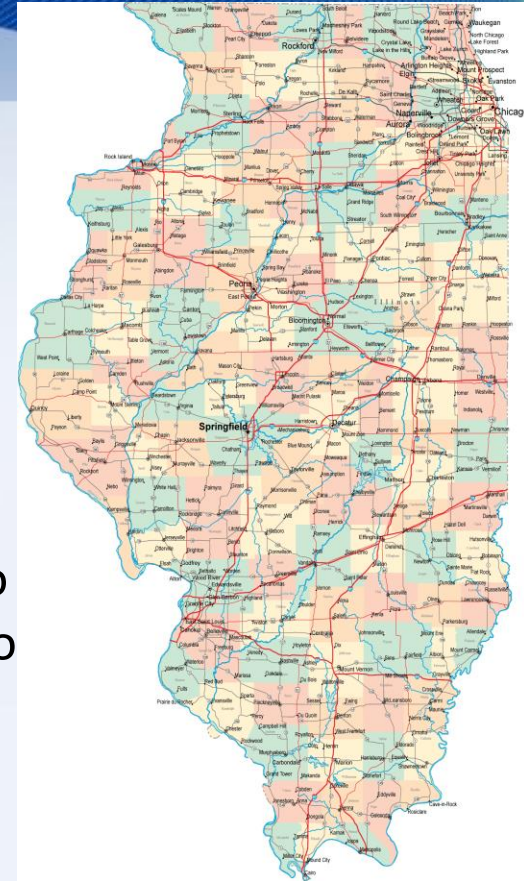
- Mission:

Provide cost free services to Illinois small businesses that want to sell their products or services to the government.

IL PTAC-Who are we?

# Ten Centers in Illinois

- Strategically placed around State
  - 4 Chicago area
    - College of DuPage, Lisle
    - NORBIC, Chicago
    - Illinois Hispanic Chamber of Commerce, Chicago
    - Women's Business Development Center, Chicago
  - Rock Valley Community College, Rockford
  - College of Lake County, Grayslake
  - Heartland Partnership, Peoria
  - Black Hawk Community College, Moline
  - John A. Logan Community College, Carterville
  - Western Illinois University, Quincy (Springfield, Champaign)





IL PTAC-Who are we?

# National Association

- Association of Procurement Technical Assistance Centers:
  - <http://www.aptac-us.org/new>
- 90+ offices in US, Puerto Rico and Guam
- Bridge between you and government



IL PTAC-What do we do?

# Counseling & Guidance

- Provide one-on-one counseling sessions, workshops or conferences.
- Familiarize clients w/ government procurement (Local, State and Federal )
- Guidance on Illinois & Federal registrations and certifications
- Electronic bid match service

## **IL PTAC-What do we do?**

### **Assistance: Marketing, Pricing, Packaging, GSA Schedules & SBA Assistance**

- Government marketing assistance
- Provide expertise in proposal creation assistance
- Educate clients on pricing history
- Provide military specs & standards
- Review packaging standards, RFID, UID
- Assist w/ SBA 8(a) BD, HUBZone, SDVOSB, WOSB, EDWOSB
- Assist with GSA Schedule contracts

# How do you become a PTAC client?

- Complete Request for Counseling form
  - <http://ilsbdc.ecenterdirect.com/>
  - click client sign up & choose center from map

# *Any Questions?*

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