

# Navigating the Federal Marketplace for Design, Installation and Procurement Opportunities for the ICT Professional

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# Agenda

- Federal Market
- Set Aside Programs
- Federal Business Opportunities (FBO)
- A/E/C Opportunities & Guidelines
- Federal Supply Schedules (FSS)



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# Federal Market

- USA GOV spending approx 85 Billion on “IT”
- Complex web of opportunity
- Design, Installation & Procurement Opportunities



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# Federal Market

- Research, Research, Research!
- Consult with a SME (Subject Matter Expert)
- Takes time, have patience
- FOCUS FOCUS FOCUS



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# Set Aside Programs

- 8 (a) Program Qualifications
  - Small Business
  - Not already participated in the 8 (a) program
  - At least 51% owned and controlled by U.S. Citizens who are economically and socially disadvantaged
  - Owned by someone with a net worth of 250K or less



# Set Aside Programs

- 8 (a) Program Qualifications
  - AGI (Adjusted Gross Income) - \$250,000 or less (last 3 years)
  - Less than 4 Million in Assets
  - Owner Manage Day to Day Operations
  - Good Character
  - Show Potential for Success and be able to Perform Successfully on Contracts



# Set Aside Programs

- 8 (a) Benefits
  - Compete for Set-Aside and Sole Source Contracts
    - \$100,000,000 Cap on Program
  - Joint Ventures and Mentor-Protégé Program
  - Federal Assistance Navigating the Market



# Set Aside Programs

- Service-Disabled Veteran-Owned Small Business (SDVOSB)
  - Small Business
  - At least 51% owned and controlled by one or more service-disabled veterans
  - Eligible veterans must have service-connected disability





# Set Aside Programs

- Service-Disabled Veteran-Owned Small Business(SDVOSB)
  - VA Prime Contracting
  - Sub Contracting Rules – 15/85% (General Construction), 25/75% (Specialty Contracting) and 51/49% (Mixed Contracts)



# Set Aside Programs

- Women-Owned Small Business
  - SBA Size Standard
  - 51% Owned and Controlled by Women who are U.S. Citizens
  - AGI Requirements
  - Personal Asset Limitations



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# Set Aside Programs

- HUBZone
  - SBA Size Standard
  - 51% Owned and Controlled by US Citizens, a Community Development Corporation, and agricultural cooperative, a Native Hawaiian Organization or an Indian Tribe
  - Principal Office Located in a HUBZone, 35% of Employees live in a HUBZone



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# Federal Business Opportunities (FBO)

- [www.fbo.gov](http://www.fbo.gov)
- SAM (System for Award Management) Registration
- IT, General Construction, Hammers, Carpet, Smokers, Cable Assemblies



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# Federal Business Opportunities (FBO)

The screenshot displays the homepage of the Federal Business Opportunities website. 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'. Below the header is a navigation menu with tabs for 'Home', 'Getting Started', 'General Info', 'Opportunities', 'Agencies', and 'Privacy'. The main content area features a search bar with the text 'Search more than 24,200\* active federal opportunities.' Below this, there are several filter options: '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 the filters. To the right of the search area, there are two informational sections: 'BUY AMERICAN ACT' with a link to 'Download Excel file', and 'FBO RECOVERY REPORTS' with links to 'Click here for Opportunities' and 'Click here for Awards'. A note at the bottom of the search area states: 'Additional criteria and multiple selections are available on the [advanced search form](#). \* Notices posted within the last 90 days.'

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# Federal Business Opportunities (FBO)

- Federal Acquisition Regulation (FAR)
- Sources Sought
- Presolicitation
- Combined Synopsis/Solicitation
- Award Notice



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# Federal Acquisition Regulation (FAR)

- Get your popcorn ready and become a Lawyer.....
- Subcontracting R&R
- SME
- Non-compliance



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# Federal Small Business - Definition

- Small business size standards, established by the SBA (Small Business Administration), define the maximum size that a company (along with its affiliates) can be to qualify as a small business. These standards are used to help determine whether your business is eligible for SBA's small business programs, including financial assistance.





# Federal Business Opportunities (FBO)

- Sources Sought
  - Solicitation of Interest
  - Market Research
  - Opportunity for Set Aside
  - Rule of Two



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# Federal Business Opportunities (FBO)

- The Rule of Two as a Rule of Thumb
  - The Rule of Two says that if there are two qualified and competitive small businesses expected to submit an offer between the budgeted amounts, the contract has the opportunity to be set-aside for small business.



# Sources Sought & Rule of 2

- Sources Sought stage is when you want to get your Capability Statement in front of the Contracting Officer so they understand what your SBA Size Standard is and Set Aside Category are (if applicable). Possibly a great opportunity for the Rule of 2.



# Capability Statement Example



**TechComp, Inc.**  
CONTROLS AND DATA SYSTEMS

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**CAPABILITY STATEMENT**

Founded in 1997, TechComp, Inc. is a privately held, certified Woman-Owned Small Business located in Chesapeake, Virginia, employing Network Systems, Software and Controls Engineers. We provide Turn-Key Automation, Controls, & data systems solutions including SCADA, reporting, manufacturing execution, & other highly technical solutions. We have implemented systems utilizing custom solutions, as well as many product offerings from a variety of vendors. TechComp is a recognized Rockwell Certified Integrator & a Wonderware Archestra Certified Integrator with extensive experience in most product suites.

[WWW.TECHCOMPINC.COM](http://WWW.TECHCOMPINC.COM)

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**CORE COMPETENCIES**

- Manufacturing Execution Systems
- SCADA Design, Build, and Programming
- Process Control
- Programmable Logic Controller (PLC)
- Human Machine Interface (HMI)
- Custom Software Applications
- Electrical Design
- Control Panel Manufacturing

**COMPANY SNAPSHOT**

CAGE Code: 1ABC2  
DUNS Number: 054321234



Government Business POC: Brian Grecu  
E-Mail: [bgrecu@example.com](mailto:bgrecu@example.com)  
Phone: (555) 555-5555 Ext. 555  
Address: 123 Example Court  
Chesapeake, VA 23322

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**PAST PERFORMANCE**



**Huntington Ingalls Industries**

TechComp designed, built, & programmed one of the largest distributed Wonderware Archestra SCADA projects on the East Coast for Huntington Ingalls (formerly Northrop Grumman) Newport News Shipbuilding facility.



**Aquatic Bath**

TechComp has completed over 20 projects at Aquatics' seven plants throughout the U.S. such as: machine control retits, automation projects, motion controls, robotics controls, safety systems, and corporate wide ERP data collection & reporting systems.



**DuPont-DCI**

TechComp has designed, built, & implemented a plant-wide Manufacturing Execution System (MES) for DuPont DCI in Richmond, VA. The MES encompasses 2 plants & 14 processes. This system includes order & inventory management, production WIP tracking & traceability, recipe management, SCADA System, & machine control.



**Kraft Foods**

TechComp has worked with multiple plants for Kraft since 2003. During this time we have completed a multitude of projects including: machine control retits, automation projects, plant wide Overall Equipment Efficiencies (OEE), asset management solutions, robotics, cooking systems, & water treatment controls.

**SOCIO-ECONOMIC STATUS**



Woman Owned Small Business

**NAICS CODES**

- 541330 - Engineering Services
- 541430 - Graphic Design Services
- 541490 - Other Specialized Design Services
- 541511 - Custom Computer Programming Services
- 541512 - Computer Systems Design Services
- 541513 - Computer Facilities Management Services
- 541519 - Other Computer Related Services
- 811310 - Commercial and Industrial Machinery and Equipment Repair and Maintenance

**PARTNERS**




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# Presolicitation

- Set Aside Set
- Initial Requirements of the Opportunity are released
- RFI (Request for Information)



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# Combined Synopsis/Solicitation

- Request for Proposal (RFP) Released
- Estimates
- Proposal Compiled
- Submission via mail or hand delivery



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# Award Notice

- Posted on FBO
- Awardee and awarded amount posted
- Opportunity for non awarded proposers



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# A/E/C Opportunities

- Design/Bid/Build
- Design/Build
- IDIQ – Indefinite Delivery, Indefinite Quantity
- MATOC – Multiple Award Task Order Contract
- FSS Installation/Integration/Commissioning



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# Guidelines



[ABOUT](#)

[SITE MAP](#)

[CONTACT](#)

[CREATE ACCOUNT](#)

[LOG IN](#)

[DESIGN RECOMMENDATIONS](#)

[PROJECT MANAGEMENT - O & M](#)

[FEDERAL FACILITY CRITERIA](#)

[CONTINUING EDUCATION](#)

[ADDITIONAL RESOURCES](#)

## Welcome to the Whole Building Design Guide

Christ Hospital Joint and Spine Center  
Cincinnati, Ohio  
SOM  
Tom Rossiter, Photographer



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# Guidelines

- SpecsIntact
- I3A – Technical Guide for Installation Information Infrastructure Architecture
- Installation Specific Design Standards
- UFC 3-580-01 – Telecommunications Interior Infrastructure Planning and Design



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# Federal Supply Schedule (FSS)

- GSA IT Schedule 70
  - Used to sell to any federal, state or local government agency. Negotiated rates.
  - Application and acceptance process can take up to a year, although usually completed within 6 months.
  - Super competitive.



# Federal Supply Schedule (FSS)

- 7.5 Million Products, Services and Solutions
  - Laptops
  - Phone Systems
  - Networking Gear
  - A/V Equipment
  - Security Equipment



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# Federal Supply Schedule (FSS)

- 4,600 Contract Holders (Approximately)
- Equipment Supplier vs. Installer/Integrator
  - Resellers of Equipment – Lower Margins
  - Installer/Integrator – Higher Margins



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## Contractor Performance Assessment Rating (CPAR)

- Report Card of Performance
- Credit Report
- Ability/Inability to obtain Future Work
- Knowledge of Process is Key



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# Questions/Answers



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