

Defining the Basics: Business with the Government

SAM

You must be registered in System for Award Management (SAM) in order to do business with the Government. You can register at www.sam.gov. SAM is the system that will give you a CAGE Code.

Dynamic Small Business Search

The Dynamic Small Business Search (DSBS) is a system where contractors can input their capabilities, NAICS codes, past performance, keywords, special equipment, and any other relevant information about their company. The DSBS is a market research tool for the requiring activities to find potential sources. It is crucial that your NAICS Codes, Keywords, Past Performance, and Capabilities are up to date in the system. AFSC Small Business Office uses the DSBS as our repository to find small businesses for future AFSC acquisitions. The website is http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm.

FBO

Federal Business Opportunities (FBO) is the official Government point of entry. All the requirements (Request for Proposals (RFP) and/or Request for Quotes (RFQ)) over \$25,000.00 will be posted on FBO. You can search for opportunities based on NAICS, location of buying activity, Item Descriptions, etc.. The Requiring activities also post Sources Sought Synopsis's (SSS), Requests for Information (RFI), and Qualification Requirements (QRs) on FBO as a part of market research. It is important if you see a SSS or RFI that interests your company that you respond. The responses will be used to form acquisition strategies for items. This includes things like set asides to small businesses or a certain economic group. The website is www.fbo.gov.

PTAC's

The Procurement Technical Assistance Centers (PTAC) are a free resource available to small businesses who are there to help companies understand how to do business with the Government. To find a PTAC near you visit <https://www.sba.gov/tools/local-assistance/ptac>.

NETCENTS

It is mandatory for our IT requirements that we use the NETCENTS strategic contract. There is a possibility for subcontracting through the vendors on that contract. The website contains lists of the vendors for each section of the contract. The website is <http://www.netcents.af.mil>.

SBEAS

Small Business Enterprise Application Solutions (SBEAS) is the next enterprise wide IT contract. SBEAS will be a 100% small business set-aside contract. All the information is posted on FBO at the link below <https://www.fbo.gov/index?s=opportunity&mode=form&id=ad1b5bb958e6a5a4d71b34944e0fbf11&tab=core&cvview=1>

AFICA

The Air Force Installation Contracting Agency (AFICA) is a Primary Subordinate Unit, headquartered at Wright Patterson AFB, Ohio, reporting to the Air Force Installation and Mission Support Center (AFIMSC) at Joint Base-San Antonio, Texas. AFICA is responsible for managing and executing above-Wing-level operational acquisition solutions, across the Air Force enterprise. The website includes a list of all AFICA Organizations & Locations as well as a list of AFICA Contracting Opportunities at <http://www.wpafb.af.mil/afica>.

SASPO

The Strategic Alternate Sourcing Program Office (SASPO) is always looking for new companies to get qualified as suppliers for specific NSN's that the Government is having a difficult time procuring. In addition, the SASPO maintains a current forecast of the 448th Supply Chain Management Wing, consisting of Robins, Hill and Tinker, managed parts for new manufacture, repair and/or items to be overhauled. The SASPO Office is also very interested in additive manufacturing capabilities and reverse engineer capabilities. Visit their website at <http://www.tinker.af.mil/home/429scmssaspo.aspx>.

A&AS - OASIS

With respect to Advisory & Assistance Services (i.e. program management, administrative support, staff augmentation, analysis, etc.), the Air Force Life Cycle Management Center has mandated the use of the GSA One Acquisition Solution for Integrated Services (OASIS) contracts. Visit their website at www.gsa.gov/oasis

SDDC – US Army Surface Deployment & Distribution Command

SDDC is the Army Service Component Command of the U.S. Transportation Command and is a major subordinate command to Army Materiel Command. This relationship links USTRANSCOM's Joint Deployment and Distribution Enterprise and AMC's Materiel Enterprise. The command also partners with the commercial transportation industry as the coordinating link between DOD surface transportation requirements and the capability industry provides. <https://www.sddc.army.mil/Pages/default.aspx> Visit the website and click the "Domestic Transportation" & "SDDC – Doing Business with SDDC" tabs for opportunities regarding Freight Carrier services. Questions can be referred to 618-220-6470.

Who Buys your Products?

Federal Procurement Data System (FPDS) www.fpds.gov can be used to find who in the Federal Government buys your products or similar products. You can search the system by location, NAICS, keywords, etc.... in FPDS you can look up specific contracts and get information from that specific award.

Another System you can use is www.USASpending.gov. USA Spending basically allows you to do the same thing as FPDS. USA Spending allows you to do data pulls from the system based upon agency, bureau, fiscal year, recipient state, and place of performance.

Both of these tools are good resources of information for companies to find who buys the products they are selling within the Government.

AFSC/Small Business

Visit our AFSC Small Business Website at <http://www.afsc.af.mil/Units/SBO.aspx> for additional information. Feel free to give myself or any of the other small business professionals in the office a call at 405-739-2601 if you have any questions.