

SOURCING OPPORTUNITIES IN CHALLENGING TIMES



We live in challenging times...

- The world is hurting from the Coronavirus pandemic
- Our nation is hurting
- People are hurting
- Black people are hurting

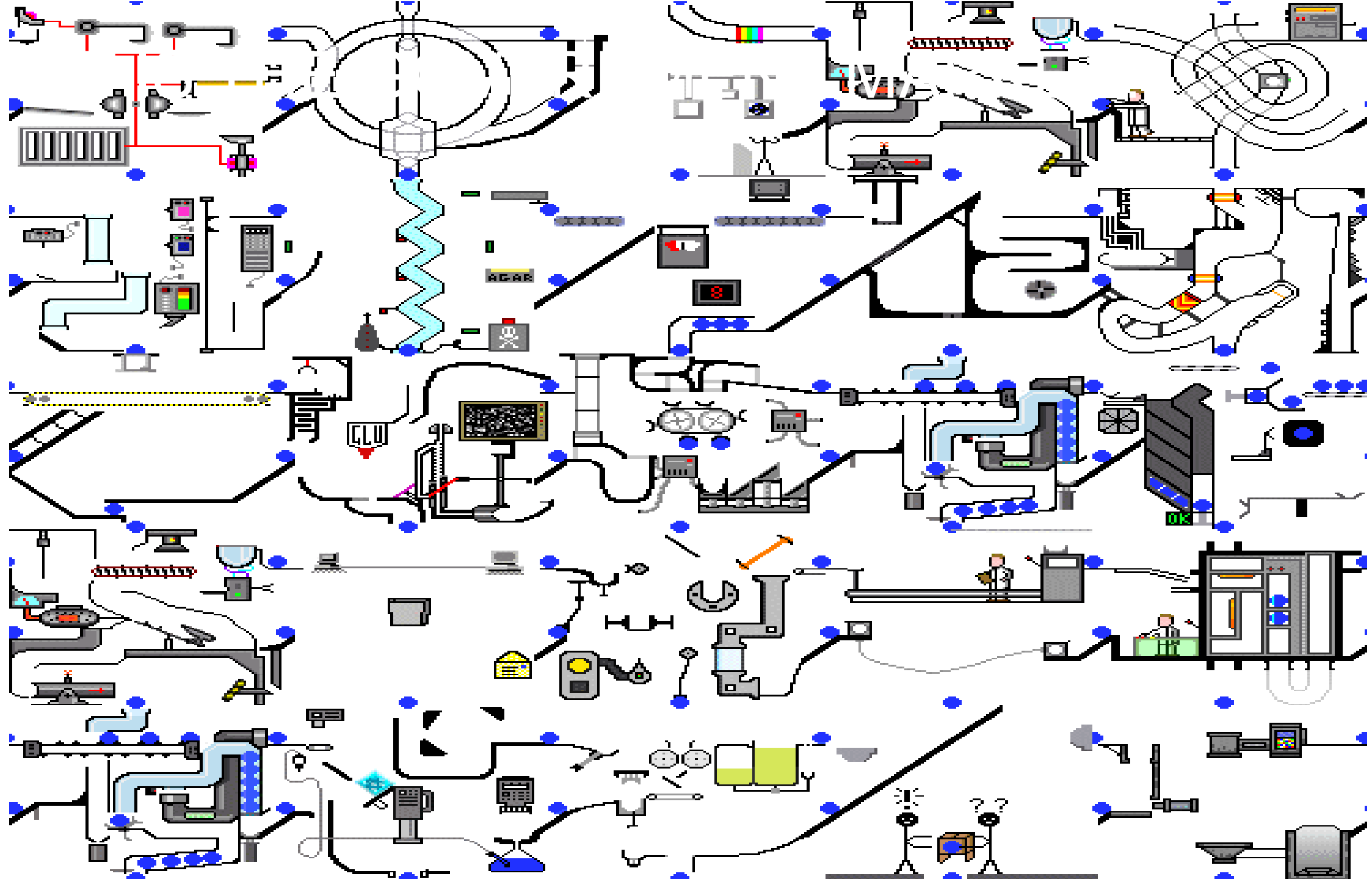
- A moment of silence...

ABOUT YOUR INSTRUCTOR



Abraham Xiong

- ❖ Entrepreneur
- ❖ Small Business Advocate
- ❖ Founder of GCA
- ❖ Awards:
 - President Obama's Lifetime Achievement Award
 - Global Humanitarian Award
 - Goodwill Ambassador (Georgia)
- ❖ Taught 10,000+ Entrepreneurs
- ❖ Helped Companies Win **\$900M+**



IMAGINE

Having access to:
\$500,000,000,000/YEAR

- \$1.4 billion each day
- \$57 million each hour
- \$950,000 each minute
- \$16,000 each second



WHERE ARE THE OPPORTUNITIES

- Think out of the box...

HOW GOVERNMENT BUYS?

- Contracting Departments (internal)
 - DLA & other internal sub-agencies
- Contracting Agencies (external)
 - GSA (buying arm of agencies)
- Contracting officers within agencies
 - CO/KO
 - PCO/TCO
 - COTR/COR
 - ETC.

HOW GOVERNMENT BUYS?

- Must register as a vendor
 - Federal vendor (sam.gov)
 - State vendor
 - Local municipalities
 - Large Primes (for subcontracting)

- Google: “doing business with _____”

HOW GOVERNMENT BUYS?

- Government Commercial Purchase Card (GCPC) / Smart Card P-card <\$25K
- Micro Purchases <\$10K
- Simplified Acquisition Procedures (SAP) <\$250K

CONTRACT VEHICLES

- IDIQ = Indefinite Delivery Indefinite Quantity
- GWAC = Government Wide Acquisition Contract
- MAC = Multiple Award Contract
- MAS = Multiple Award Schedules
- FSS = Federal Supply Schedules
- BPA = Blanket Purchase Agreement
- BOA = Basic Ordering Agreement
- MATOC = Multiple Award Task Order Contract
- SATOC = Single Award Task Order Contract
- Set-Asides (Socio-economic & Small Business requirements (23%) / Prime-subcontracting 35%)
- SOLE Source Contracts (direct award to one source)

CONTRACT VEHICLES SAMPLES

- GSA Schedule (35)
 - (Also called Multiple Award Schedules (MAS) and Federal Supply Schedules (FSS))
- GSA STARS II
- FSSI = Federal Strategic Sourcing Initiative
- Seaport-e
- NETCENTS I & II
- ITES 2S
- ENCORE II
- ALLIANT
- VETS GWAC
- OASIS = One Acquisition Solution for Integrated Services
- Ability One (formerly JWOD = Javits-Wagner-O'Day)
- Federal Prison Industry (FPI) also called UNICOR
- Veterans First Contracting Program

THREE TYPES OF SEARCHES

- How to Find Past Awards
 - 70% of projects are renewals
- How to Find Current Opportunities
 - Open for everyone
- How to Find Future Opportunities
 - Forecasts must be available for small businesses

FIND PAST AWARDS

Past Opportunities - Researching historical data tells you the future

FINDING PAST OPPORTUNITIES	LINK
Use FPDS to do research (Federal Procurement Data System)	https://www.fpds.gov/fpdsng_cms/index.php/en/
Use USASpending to do research	www.usaspending.gov
Use GSA elibrary to research GSA spending	http://www.gsaelibrary.gsa.gov
Use DLA award database to research awards	https://www.dibbs.bsm.dla.mil/Awards/

PRESENT OPPORTUNITIES

FINDING CURRENT OPPORTUNITIES	LINK
Research government spending trends for your NAICS, PSC codes	https://fpds.gov
Register for Federal gov't opportunities	www.FBO.gov
Register for bid opportunities (typical projects \$150,000 or less)	www.FedBid.com
Use Fedconnect to find current opportunities	www.fedconnect.net
Use Challenge to find opportunities	www.Challenge.gov
Use RFPEZ to find opportunities	https://rfpez.sba.gov/
Use iSearch to find current opportunities (Federal, state & local opportunities)	www.outreachsystems.com/isearch/
Search of DLA solicitations	https://www.dibbs.bsm.dla.mil/Solicitations/
Use GSA eBuy as a resource	www.ebuy.gsa.gov
Use GSA Reverse Auction as a resource	www.reverseauctions.gsa.gov
DoD eMall (off the shelf products & services from the commercial sector)	https://dod.emall.dla.mil/acct/
DLA DIBBS (DLA's Internet Bid Board System) (see DLA section below)	https://www.dibbs.bsm.dla.mil/
Search of DLA solicitations	https://www.dibbs.bsm.dla.mil/Solicitations/
GSA Advantage (more details in GSA section below)	www.gsaadvantage.gov
Register for commercialization research grants (SBIR/STTR)	www.SBIR.gov
Register for state & local gov't opportunities (option 1)	http://www.govcontractors.org/statelocalprocurement.htm
Register for state & local gov't opportunities (option 2)	http://www.outreachsystems.com/usabid/
VendorRegistry.com - Registration service provider	www.vendorregistry.com
Identify top five federal agencies who are interested in buying your service	www.USAspending.gov
Register with the federal agencies you wish to do business with	https://www.acquisition.gov/
Identify top ten primes who are winning contracts in your industry	www.USAspending.gov
Register with prime contractors you wish to sub-contract with	http://web.sba.gov/subnet/search/index.cfm
Register with iSqFt: Commercial Construction Opportunities	www.isqft.com
Register for sub-contracting work in construction (EliteProNet)	www.elitepronet.com

PAID SERVICES

PAID BID MATCH SERVICES	LINK
GovDirections (affordable)	www.GovDirections.com
Government Bids (mid-price range)	www.governmentbids.com
Govwin by Deltek (expensive but worth it if you can invest in it)	www.Govwin.com
State & Federal Bids (affordable)	www.StateandFederalBids.com
Onvia (great resource)	www.Onvia.com
ePipeline (great resource)	www.ePipeline.com
EzGovOpps is a newer platform (mid-price range)	www.EZGovOpps.com
FedBizAccess (affordable)	www.FedBizAccess.com

FUTURE OPPORTUNITIES

How to find forecast opportunities:

Google - (agency name) + forecast + (year)

Example: “GSA forecast 2020”

Forecast Regulation: Agencies must furnish an opportunity forecast for small business participation:

<http://uscode.house.gov/statutes/pl/100/656.pdf>

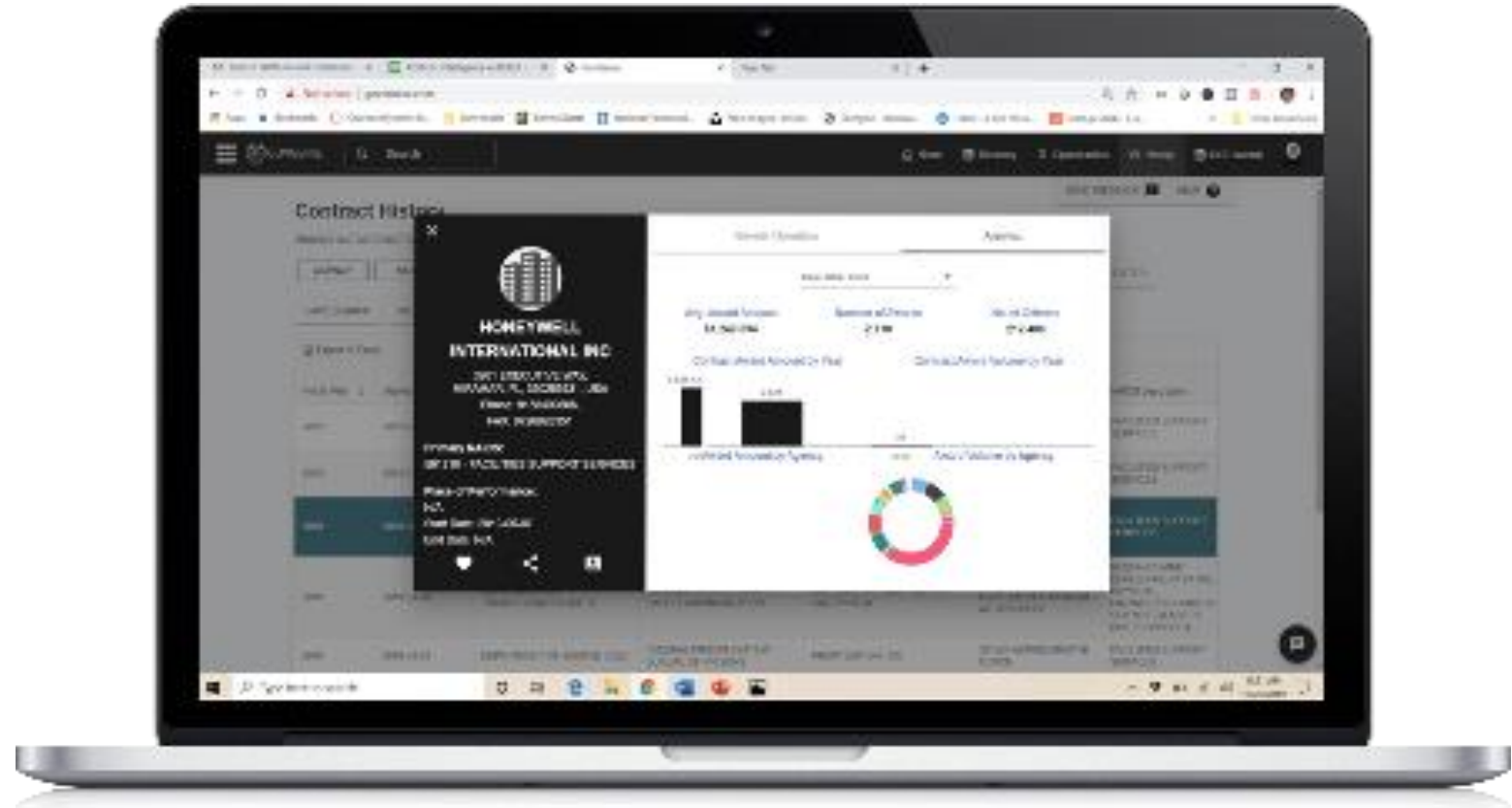
FINDING FUTURE OPPORTUNITIES	LINK
Use Acquisition Central to help find forecast opportunities	https://www.acquisition.gov/procurement-forecasts
Search GSA forecast opportunities	www.gsa.gov/smallbizforecast
Search VA forecast opportunities	https://www.vendorportal.ecms.va.gov/eVP/FCO/fco.aspx
Search US DOT forecast opportunities	https://cms.dot.gov/osdbu/procurement-forecast/summary/2016
Search HHS/CDC forecast opportunities	https://procurementforecast.hhs.gov/
Search Dept Treasury forecast opportunities	http://www.treasury.gov/resource-center/sb-programs/Pages/dcfo-osdbu-mp-forecast.aspx

LIVE DEMONSTRATION...

Let's go online to do some live demonstration...

HOW TO SIGN UP FOR BETA...

- ❖ www.GovGenie.com
- ❖ Get early access



VIP BUNDLE SPECIAL...

❖ www.GovMarkets.com



GOV FAST TRACK

Regular price: \$1999

- Step-by-step guide to prepare your business for contracts
- 195+ sample agreements, templates, proposals, etc.



GCA MEMBERSHIP

Regular price: \$499

- Access to GovTraining Vault video training library
- Office hour session with subject matter experts



GOVGENIE.COM

Regular price: \$500

- Bidmatching platform with over 30,000 daily bids
- Contracting opportunities in your easy to use dashboard



COACHING SESSION

Regular price: \$500

- Strategy session with a contracting business coach
- 20 Point Assessment to improve your chances of winning

GovAccelerator Program...

- ❖ **What is the GovAccelerator - Group Coaching Program?**
- ❖ The goal of this program is to equip you and help your company grow.
- ❖ Preparation to win government contracts
- ❖ Training on concepts, techniques, strategies and learning the language
- ❖ Developing your Capture Management and business development plan
- ❖ Comprehensive approach, not just about chasing after contracts
- ❖ Building your contracting department (team)
- ❖ Assessment of your government contract readiness
- ❖ Opportunity sourcing: finding forecasts, historical data, current opportunities
- ❖ Relationship and marketing guidance
- ❖ Proposal writing techniques and proposal guidance

GovAccelerator Program...

- ❖ 6 months of intensive training
- ❖ Small group coaching
- ❖ Business coach for support and accountability
- ❖ Master mind sessions (weekly)
- ❖ Step-by-step training, homework, guidance, implementation, and review
- ❖ www.GovAccelerator.com
- ❖ abe@govcontractors.org

\$2000/month

NEXT WEEK'S CLASS...

- ❖ Contract Planning and Forecasting
 - ❖ How a contracting officer creates a solicitation
 - ❖ An inside look at what goes into the RFI/RFQ/RFP process
- ❖ www.govassociation.org/events

Q & A

Questions?