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Agenda

- Introduction
- Women in Defense Mission Statement
- National Defense Authorization Act for FY 2018
- Q & A Session



WID Mission Statement



- Provides members a business environment for professional growth through strategic networking, education and career development.
- Alliance comprise of women and men from industry and defense organization of every size; entrepreneurs; non-defense industry, all branches of the U.S. Armed Forces; Government Agencies, academia, think tanks, professional services.
- Business Partnership with GCA. Joint Membership for joining both WID and GCA.



National Defense Authorization Act for FY 2018 (Public Law 115-91)

- Increases the Simplified Acquisition and Micro-Purchase Thresholds
- Authorize Federal Agencies to use e-commerce portals to acquire commercial products instead of the Federal Supply Schedule.

National Defense Authorization Act for FY 2018

- Micro-Purchase Threshold Increase
 - Increased from \$3500.00 to \$10,000.00- FAR subpart 13.2, At or below the Micro Purchase Threshold
- Competition Requirements
 - Non Competitive awards up to \$10,000.00 for commercial/commodities/GSA Advantage
 - Competitive Awards
 - Services- \$2500.00- Service Contract Act
 - Construction- \$2000.00 Davis Act
- Award Types:
 - Government Purchase Card , Purchase Order, Delivery Order, Call Order and Task Order
- Simplified Acquisition Threshold Increase- Part 13- Simplified Acquisition Threshold. Increased from \$150,000.00 to \$250,000.00
- Competition Requirements
 - Increased from \$150,000.00 to \$250,000.00
 - \$10,000.00-\$25,000.00- local sources not advertise on FBO
 - \$25,000.00 up to \$250,000.00 FBO Postings/Fedbid/GSA Advantage
- Award Types
 - Government Purchase Card, Purchase Order, Delivery Order, Call Order and Task Order

Procurement Through Commercial E-Commerce Portal

- Past
- Federal Agencies Procurement Officials could not purchase commercial products through commercial e-commerce portals for purposes of enhancing competition, expediting procurement, enabling market research and ensuring reasonable pricing of commercial products.
- Now
- Federal Agencies Procurement Officials can now purchase commercial supplies and services at prices associated with volume pricing. The act authorizes GSA the use of commercial e-commerce portals (such as those operated by Amazon and Staples), would be restricted to acquisitions not exceeding the SAT \$250,000.00

Grow Your Business- Top Three Tips

- Ensure capability statement includes the Purchase Card as a method of payment for commercial e-commerce items
- Seek business networks with federal program managers, and decision making authorities that have purchase limit of \$10,000.00 on the Government Purchase card.
- Utilize FED BID for commercial items and accept the purchase card as a term or method of payment
- Prepare to update your profile that your business commercial products on Amazon.com or other similar portals. A Contracting Officer (CO) can use the p-card for commercial e-items up to \$250,000.00 using e-portals likes Amazon.
- Inform your existing federal business partners that you can accept the Government Purchase Card.

Examples of Growth Revenue

- Businesses can possibly obtain ten transactions a day or within a 30 day period for \$10,000.00 x 10 = \$100,000.00 (Non-Competitive), using the new Micro-Purchase Threshold.
- Businesses can possibly obtain ten transactions a day or within a 30 day period for actions up to \$250,000.00 x 10 = \$2.5M), using the new Simplified Acquisition Threshold.

“Small Micro Purchase and Simplified Acquisition Procurements can grow revenue quickly... Don’t despise the small dollar procurements”



