

# Charleston Digital Corridor Federal Contracting

**Moore *Data*, LLC**

**process+productivity+research methods for business and industry**

Posted: **data explained** "Federal Contracting": [www.connectmooredata.com](http://www.connectmooredata.com)

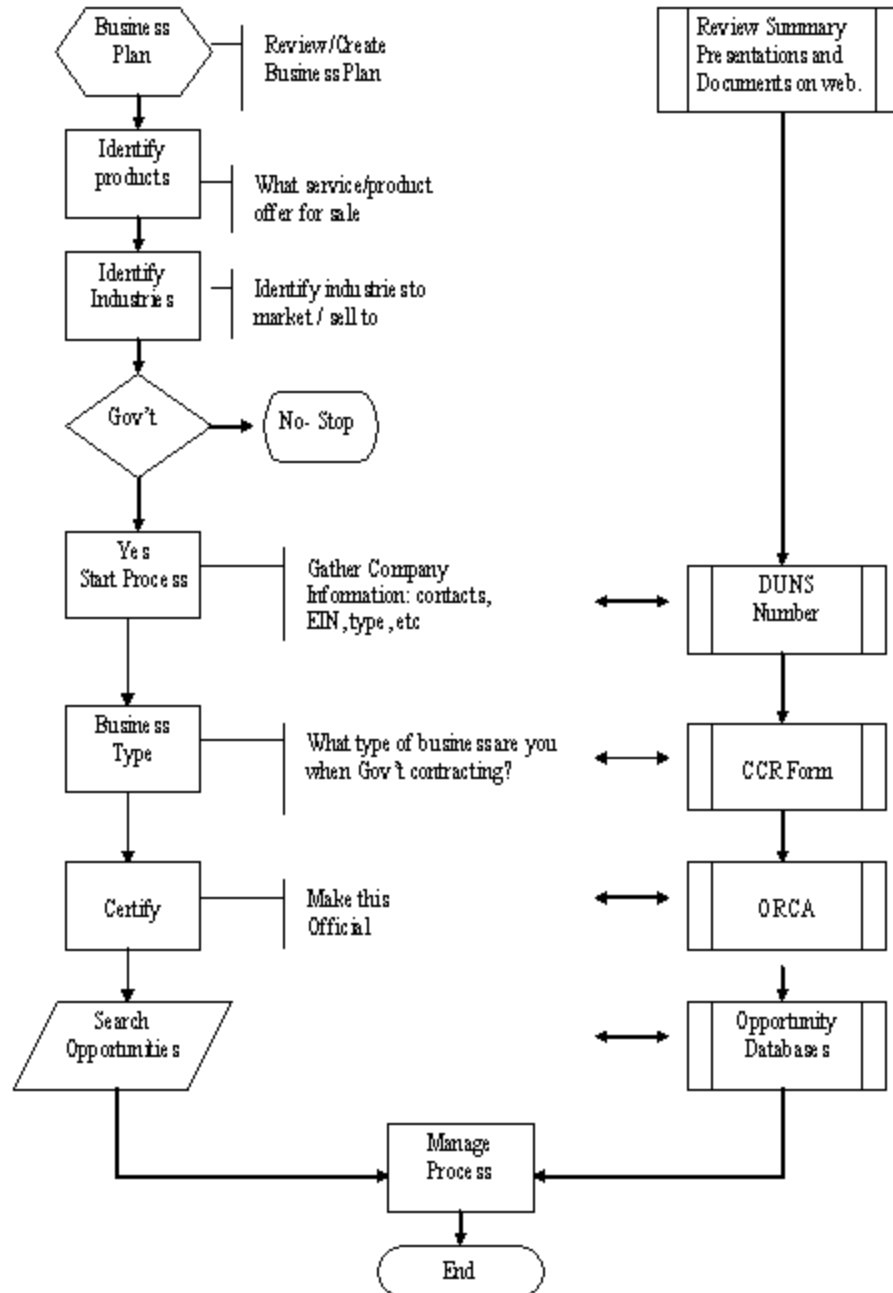
# Agenda

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- Business Plan
- Registration Process
- Online Representations and Certifications Application (ORCA)
- Research Opportunities
  - Review Websites
  - Run Queries
  - Search Agents
- Subcontracting or “Follow- First”

# Business Process

# Registration Process

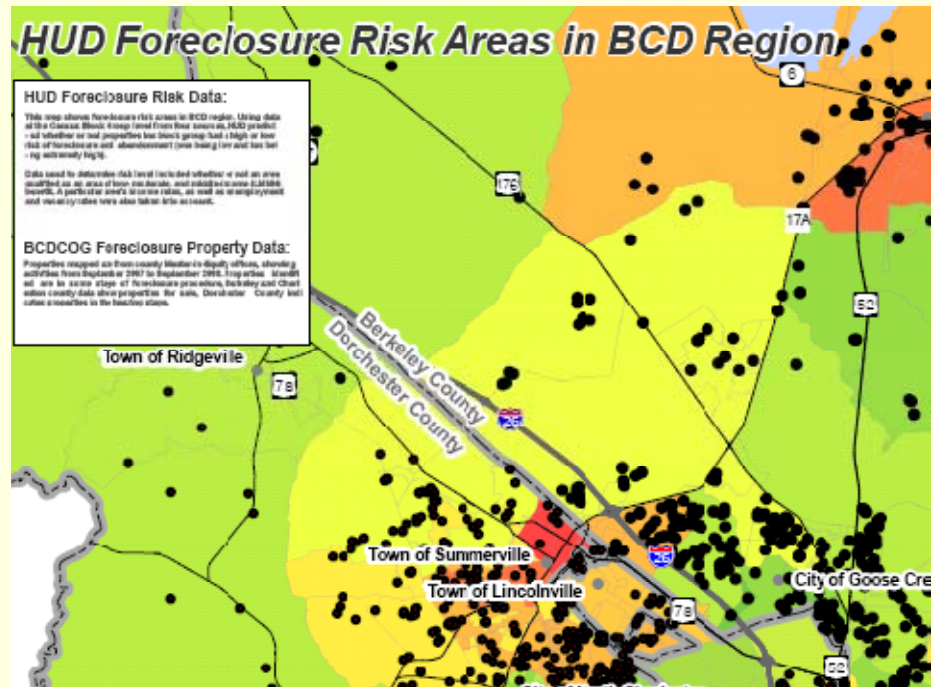


# Business Plan

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- Is government contracting in your business plan?
  - Percentage of Business Revenue?
- Moore Data, LLC reasons
  - Government Data
  - Statistics
  - Core Business: Linking Data Sets

# Example: HUD Data



countyplace	cdbguog	id	NAME	state	STA	county	countyname	place	placnm	hhuniv	estimated number foreclosures
4500100100	459999		SOUTH CAROLINA STA PROG	45	SC	001	Abbeville County	00100	Abbeville city	2,312	45
4500101810	459999		SOUTH CAROLINA STA PROG	45	SC	001	Abbeville County	01810	Antreville CDP	52	1
4500110720	459999		SOUTH CAROLINA STA PROG	45	SC	001	Abbeville County	10720	Callhoun Falls town	900	12
4500119870	459999		SOUTH CAROLINA STA PROG	45	SC	001	Abbeville County	19870	Donalds town	131	2



# Register Your Business

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- Central Contractor Registration Database (CCR)

- Keep Current (yearly)

- [www.ccr.gov](http://www.ccr.gov)

- Obtain a Number from Data Universal Number System (DUNS) [www.dnb.com/us](http://www.dnb.com/us)

- Online Representations and Certifications Application (ORCA) <http://orca.bpn.gov/>



# Know the Federal Contract Certifications / Rules

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- Self-Certifications

- See [data explained "Federal Contracting"](#)

- SBA Slides - #4

- Woman-owned, Veteran-owned, Small Business

- Federal Acquisition Regulations (FAR)

- [www.arnet.gov/far](http://www.arnet.gov/far)

# Finding Prime Subcontracting Opportunities

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- GSA Federal Procurement Data Center:  
<https://www.FPDS.gov>
- Recovery: <http://www.recovery.gov/>
- Grants: <http://grants.gov/>
- Charleston Defense Contractors:  
<http://www.charlestondca.org/home/default.aspx>
- SUB-Net: <http://web.sba.gov/subnet>
- Small Business Innovation Research:  
<http://www.sbir.gov/> (Corridor Member- John Blackburn)

# Federal Business Opportunities

- **(FBO):** [www.fbo.gov](http://www.fbo.gov)
  - Opportunities
  - Advanced Search and Design Queries
  - Watch List
  - Search Agents

Title:	75--Oxford Pressboard Folders with Kraft Retention Jacket
Sol. #:	150D0901312-01
Agency:	Department of Commerce
Office:	Patent and Trademark Office (PTO)
Location:	Office of Procurement
Posted On:	Apr 14, 2009 4:02 pm
Current Type:	Award
Base Type:	Presolicitation
Base Posting Date:	Apr 01, 2009 3:03 pm
Link:	<a href="https://www.fbo.gov/spg/DOC/PTO/OPDC20220/150D0901312-01/listing.html">https://www.fbo.gov/spg/DOC/PTO/OPDC20220/150D0901312-01/listing.html</a>

# USASpending.gov

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- <http://usaspending.gov/>

- Awards Only

- Company-

- Example: BOOZ ALLEN HAMILTON INC.

- By Location

- State

- Industry

- Automated Data Processing “D”
- Professional Consulting “R”

# Marketing Process

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- **1. Speak with current, local contacts.**
  - Example: Hi Scott, I was speaking to “Bob” who is with “Federal Agency” this morning. He is looking for someone to help them on a contract basis... as a result of the stimulus package. I mentioned your name as someone who is knowledgeable in this area..... Just a heads up.“
- **2. Present your capabilities directly to large or small prime contractors and sub-contractors.**

# Prepare Your Offer

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- Contract with Writers/Editors - Why?
  - Did they understand the request as you understood it?
  - Assist with clarification of ambiguities
  - FAR
  - Proofread
  - Assistance in contacting the requester



# Contract Performance

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- Establish a good track record
  - Past Performance Information Retrieval System - Report Card (PPIRS-RC) (up in 60 days)
    - <http://www.ppirs.gov/ppirs-rc/ppirsrc.htm>



# General Web Sites - Help

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- Small Business Development Centers
  - [www.sba.gov/sdbc/](http://www.sba.gov/sdbc/)
- Government Contracting: [www.sba.gov/gc](http://www.sba.gov/gc)
  - Site includes links to all major government contracting programs discussed here.
- Government Staff
- RFPs Contacts
- SBA

# Summary

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- Business Plan
  - Target customers. Start with those with whom you already work with. Be specific and focused.
- Registration Process
  - Registration, Certification, and Federal Acquisition Regulations
- Marketing
  - Think sub-contract first. “Follow-First.”
- Develop and understand contract requirements and specifications.
  - Writer/Editor

# Thank you

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