

North Carolina Military Business Center: Introduction to Federal Contracting

11 Sept 2024

Presented by:

William Simons

simonsw@ncmbc.us



ncmbc.us DEFTECH.nc.gov MatchForce.org

Agenda

- **Welcome**
- North Carolina federal market overview
- How the government purchases goods and services
- Federal contracting – business development programs
- Leveraging the market – NCMBC services, tools
- Getting started in the market
- Finding opportunities and next steps



Welcome

Each year, the government awards hundreds of billions of dollars in federal contracts to businesses like yours to meet the needs of the military and federal agencies. The government's goal is to award at a minimum **26 percent** of those contracts to small businesses.



Welcome

To sell your products or services to the federal government, your business must meet [specific requirements](#). Although the contracting process can seem complicated and overwhelming at first, the government provides information and tips to help you learn to compete as a federal contractor in North Carolina.



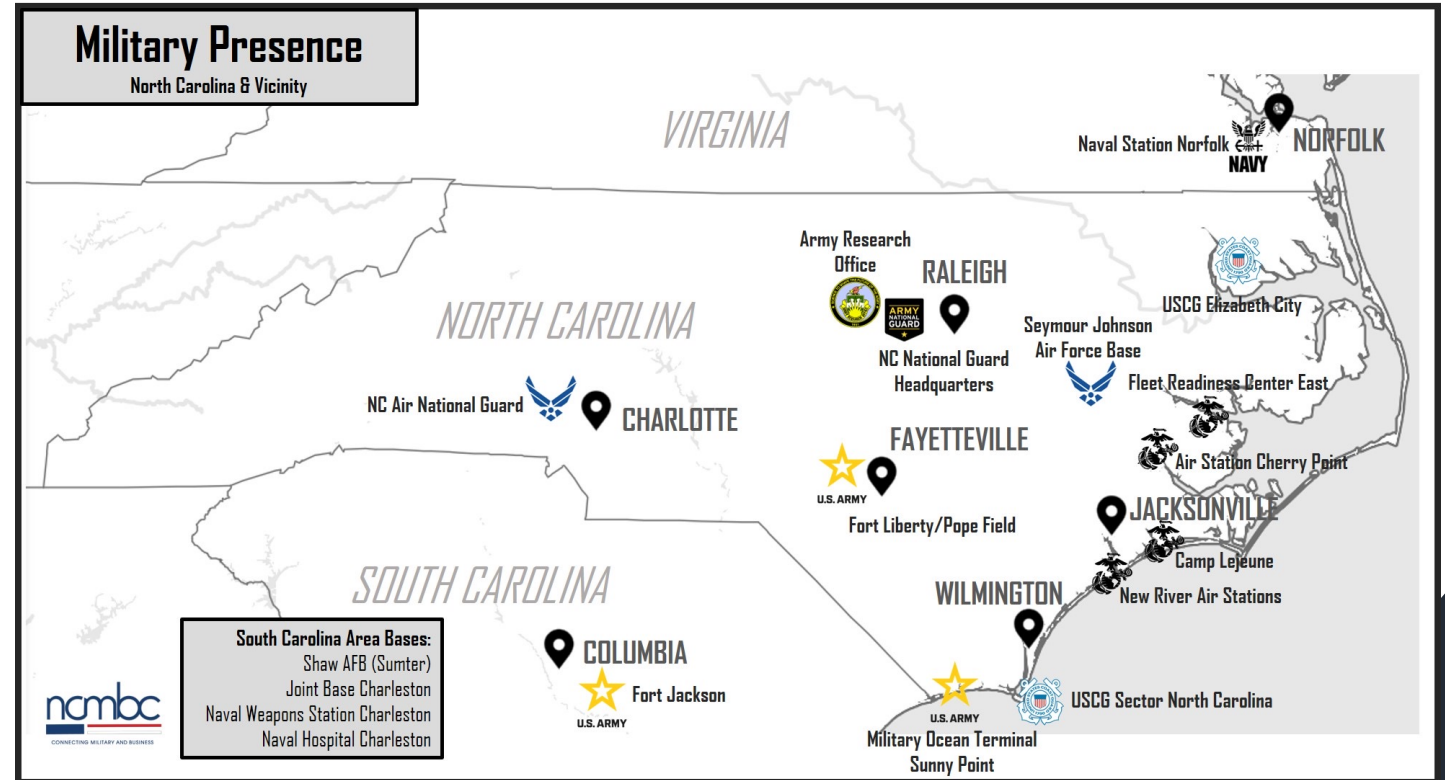
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Situation: Military Presence

- 4th highest active duty military presence in US
- 6 major installations (5 DoD/1 DHS)
- Over 100 National Guard & Reserve facilities
- 130,000 active, Guard and Reserve personnel
- 18,000 annual transitions



Situation: Military Impact on NC Economy

| Total Annual Impact: \$79.7 billion* | Gross State Product: 12.7% |
|---|---------------------------------------|
| Military/civilian payroll: \$19.2 billion | (Second largest sector of NC economy) |
| Over 653,000 jobs impacted | Personal income: \$49 billion |
| Federal contracts, FY23: \$7.38 billion** | DoD contracts, FY23: \$4.11 billion** |
| Subcontracts: additional billions | |

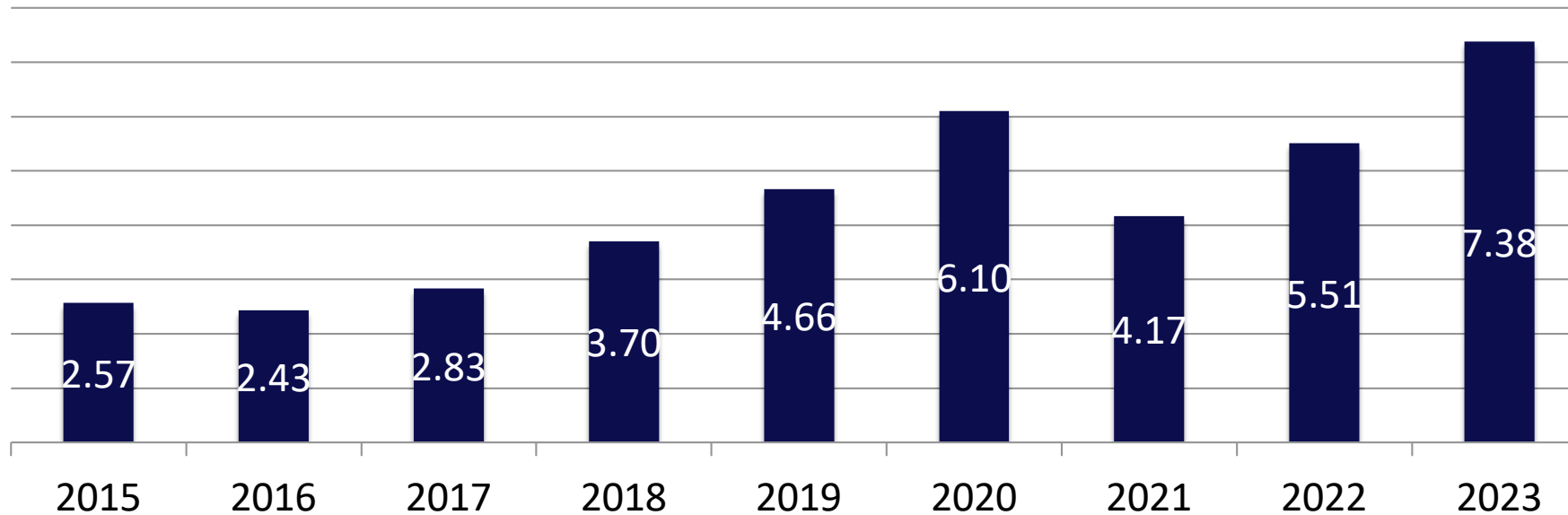
* "The Economic Impact of the Military on North Carolina," NC Department of Commerce, 2022

**Federal Procurement Data System, as of 03 MAR 2023



Situation: Federal Procurement, FY2023

Prime contracts, DoD in NC: **\$4.11 billion** (79 Counties):

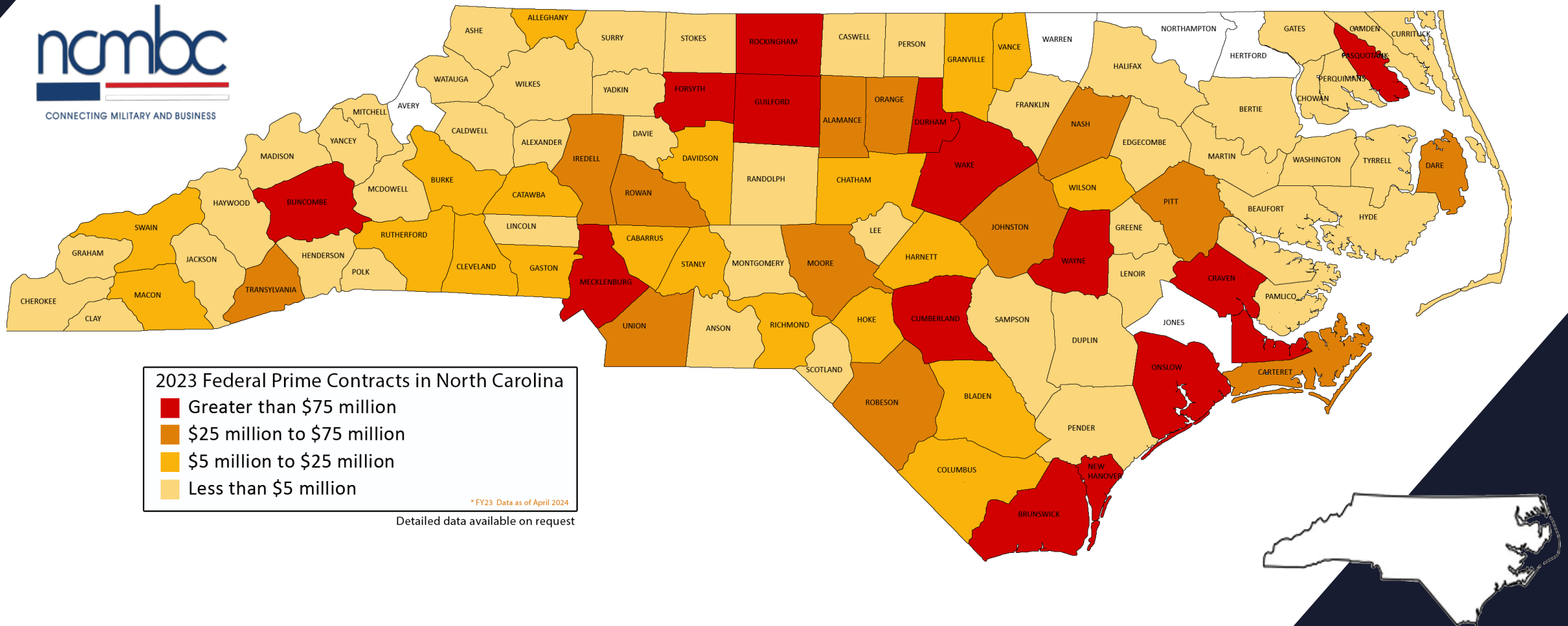


Prime contracts, federal in NC: **\$7.38 billion** (95 Counties)

*FY2023 Data: FPDS, as of MAR 2024



Situation: Federal Procurement, FY2023



Positioning Your Business to Engage

- Need computer and **internet access** - the government does everything online
- Best for firms with at least two years of sales, in business for two years
- Record of experience and **(good) past performance** - commercial and subcontracting past performance is acceptable
- Must be competitive, as well as **technically and financially capable**
- High competition – no easy sales, not a lifesaver for struggling businesses, teaming often critical



Positioning Your Business to Engage

Research

In order to bid on and win government contracts, you'll need to know what products and services the government buys — and at what price. Spend time upfront to make sure there's a market for your product(s) or service(s), determine how big the market is and find potential buyers.

Federal Procurement Data System (FPDS)

The Federal Procurement Data System – Next Generation is the repository of all federal contracting data for contracts over \$25,000. You can see which agencies have contracts and with who, what agencies buy, and which contractors have contracts.



Positioning Your Business to Engage

USASPENDING.gov

[USAspending.gov](https://www.usaspending.gov) tracks government spending through the contracts it awards. This searchable database contains information for each federal contract. You can use this information to help identify government purchasing trends by county and state.

Federal Agency Procurement Forecasts

Each government agency releases a procurement forecast that includes contracting opportunities for small businesses. You can review these Agency Recurring Procurement Forecasts to find out if there are agencies that buy what you sell. Data is loaded on www.ncmbc.us **future opps database**.



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How the Government Purchases Goods and Services

“Who’s Who” and **“What’s What”** in federal acquisition

- Users (with requirements)
- Contracting Offices (acquire goods, services for users)
- Federal acquisition regulations (and supplements)



How the Government Purchases Goods and Services

Prioritized Sources

- Competitive Procurement
- Unsolicited procurement
- Micro-purchases
- Agency inventories
- Other agency excess
- [Federal Prison Industries](#)
- [Ability One](#)
- Wholesale supply sources (Defense Logistics Agency, [DLA](#))
- General Services administration, mandatory, then optional federal supply schedules ([GSA](#))



How the Government Purchases Goods and Services

Commercial sources including:

- Competitive
- Indefinite Delivery Indefinite Quantity contracts ([IDIQ](#))
- Multiple Award Construction Contract ([MACC](#)) (construction)
- Multiple Award Task Order Contract ([MATOC](#)) (construction)
- Single Award Task Order Contract ([SATOC](#))
- Sole Source Set Asides (uncommon and not a guarantee)



How the Government Purchases Goods and Services

Rules depend on the “color of money” and value of the procurement

- **Appropriated Funds:** monies allocated by legislation passed by Congress and signed by the President. Appropriated Funds are usually specified in Congress's yearly budget or continuing resolution. Appropriated Funds may only be used for the purpose for which they were appropriated.

- **Non-Appropriated Funds:** monies derived from sources other than Congressional appropriations and commissary surcharge funds, primarily from the sale of goods and services to DoD military and civilian personnel and their family members that are used to support Morale, Welfare, and Recreation (MWR) programs.



How the Government Purchases Goods and Services

Appropriated Funds

- Government seeks to give businesses a fair chance to compete
- Government may use “best value” - may not be lowest price
- Purchasing Laws are followed in accordance to:
 - [Code of Federal Regulation](#)
 - Federal Acquisition Regulation ([FAR](#))
 - Defense Federal Acquisition Regulation ([DFAR](#)), or...
 - Other Federal Agency Supplements



How the Government Purchases Goods and Services

Appropriated funds, up to simplified acquisition threshold (\$250,000)

• Micro Purchases – Up to \$10,000

- Not required to solicit competitive quotes
- Price must be reasonable
- Usually paid by **Government Purchase Card (GPC)**
- Many federal employees have GPC's and make small purchases everyday



How the Government Purchases Goods and Services

Appropriated funds, up to simplified acquisition threshold (\$250,000)

- Acquisitions, over \$10,000 and up to \$25,000
 - Set-aside for small business (SB)
 - Handled by (on base) contracting officers
 - 3 quotes from **vendors they know and locate**
 - Award based on low best price/delivery requirements



How the Government Purchases Goods and Services

Appropriated funds, up to simplified acquisition threshold (\$250,000)

- Acquisitions, over \$25,000 and up to \$250,000*
 - Usually set aside for small business (SB)
 - May use "Best Value," not always the lowest price
 - Solicitations posted and competed on [SAM.gov](https://sam.gov) (and also emailed if you are in MatchForce!)

* Exceptions: threshold higher for contingency, emergency, disaster, humanitarian and/or peacekeeping operations



How the Government Purchases Goods and Services

Appropriated funds, over simplified acquisition threshold (\$250,000)

• Purchases over \$250,000

- Subject to other federal business development programs/ “set asides”
- Past performance will be one factor in the decision process
- May require a technical proposal
- More formal process - companies **must follow instructions** in the Request for Quote (RFQ) or Request for Proposal (RFP)



How the Government Purchases Goods and Services

Non-Appropriated Funds

- Spent by MWR (Army), MCCS (Marines) to support troops
- No need to register anywhere (but you should)
- Rules and processes are simple
 - If <\$10,000, competition is not required
 - \$10,000 to \$150,000 must solicit two sources
 - Purchases >\$150,000 a minimum of three qualified sources.
- **Market your business directly to the buyers**



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Federal Contacting - Small Business Programs



[8\(a\) Business Development Program](#) – must be verified and certified by the SBA.



[Woman-Owned Small Business Federal Contract Program](#) – must be verified and certified by the SBA.



[HUBZone Program](#) – Historically Underutilized Business zones – company must be verified and certified by the SBA.



[SDVOSB Program](#) – Veteran-owned business – company must be verified and certified by the SBA.



Federal Contacting - Business Development Programs

Federal Government has instituted business development programs to meet **national policy goals**

- Firms that qualify:
 - Help the Government agency meet its mission first and then its set aside goals
 - May only have to compete with similar firms
 - May get a price preference
 - Help prime contractors meet their goals
 - May receive contracts on a sole source basis



Federal Contracting - Small Business Programs

Business development programs and federal government goals:

- Small Business Concerns – at least 26% of all Prime contract awards, with subsets:

| Small Business Category | Contracting Dollar Award Goal |
|---|-------------------------------|
| Women-Owned Small Business | 5% |
| Small Disadvantaged Business | 13% |
| Service-Disabled Veteran-Owned Small Business | 5% |
| Small Business in a HUBZone | 3% |

Sources: US SBA, Federal Contracting, Contracting assistance programs <https://www.sba.gov/federal-contracting/contracting-assistance-programs>, 3/2023 and <https://crsreports.congress.gov/product/pdf/IN/IN12018>



Federal Contacting - Business Development Programs

Small Business Concerns

- Firm must: be for-profit, independently operated, located in US, not “nationally dominant,” and meet [size standards](#) for “small:”
 - **Vary by North American Industry Classification System Code**
 - May be based on # of employees, or average annual receipts over the last 3 complete fiscal years (or 5 years – optional to 1/6/2022)
 - Include the parent and/or affiliate companies
- Firm may be SB for one product/service, large for others



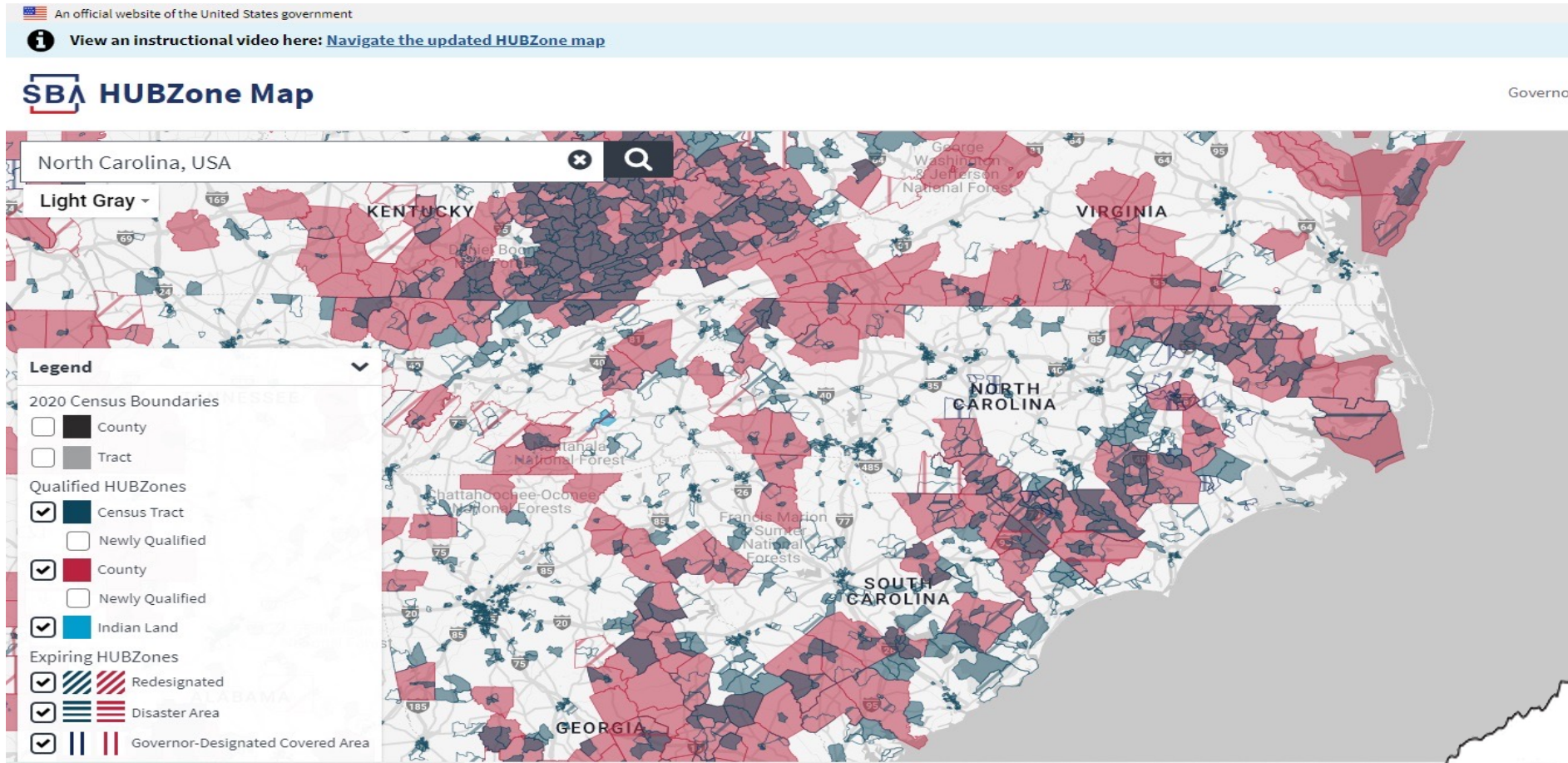
Federal Contacting - Business Development Programs

HUBZone Program

- **Census tracts** designated based on median income or unemployment
 - Must be SBC, 51% US-owned, with principal office and 35% of employees living in a HUBZone; apply to SBA for certification
 - Eligible for sole source, set-asides, price preference (10% in full and open competitions)
 - Example: [Reprogram Chiller](#)



Federal Contacting - Business Development Programs



Federal Contacting - Business Development Programs

Veteran Assistance Programs

- Must be SBC, at least 51% owned, controlled and operated by service-disabled veteran(s)
- Owner(s) needs disability rating letter from VA
- As of 1 JAN 2023, must be [SBA Certified](#) for VA contracts under **Veterans First Contracting**
- Eligible for **sole source contracts and set-asides**
- Example: [Sign Language Interpretation and CART Services](#)



Federal Contacting - Business Development Programs

Small Disadvantaged (SDB) and [8\(a\) Business Development Program](#)

- SBC must be at least 51% owned & controlled by a socially **and** economically disadvantaged individual (8a-“potential for success”)
- “Socially” includes all minority groups; others may justify status
- **8(a) requires SBA certification** - SDBs self-certify; size/control same
- **8(a) allows sole source/set asides** - SDB for agency goals only
- Example 8(a) set-aside: [Repair and Restore Parking Apron](#)



Federal Contacting - Business Development Programs

Women-Owned Small Business (WOSB) Programs

- SBCs at least 51% owned, controlled, operated by woman(en)
- Additional requirements for Economically Disadvantaged (EDWOSBs)
- Certification: as of 15 Oct 2020, you must certify by the SBA at <https://wosb.certify.sba.gov/>. No more self-certifying.
- Contracts in **444 NAICS codes** (sectors WOSBs were disadvantaged) qualify for set-aside/sole source in the “WOSB Federal Contracting Program,” including 80 NAICS for EDWOSBs only
- Example: [Procurement of Backshells](#)

* SBA may require supplemental information



Federal Contacting - Business Development Programs

All-Small Mentor-Protégé Program

- Approved mentor-protégés can form joint ventures (JV)
- **JVs can compete for small business set-asides**, including WOSB, VOSB and HUBZone contracts

Natural Resource Sales Assistance Program

- Set-asides allow SBCs to compete for national resources contracts
- Rules depend on type of natural resources



Federal Contacting - Business Development Programs

Subcontracting Opportunities

- Federal subcontracts = commercial contracts between two firms
- Subcontracting plan required for awards to other SBC primes when
 - Contract value exceeds \$750,000 (\$1.5 million for construction)
 - SBCs can execute at fair market value, without disrupting performance
- **Large primes have goals** for SBCs, HUBZone, SDVOSB, SDB, WOSBs
- May be the best market for new contractors, initially
- Access sub opportunities via NCMBC events,
www.ncmbc.us, www.MatchForce.org, [SBA Subnet](#)



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Who We Are

- The **NCMBC** is a statewide, business development and technology transition **entity of the State of North Carolina**, embedded in the state's community colleges and headquartered at Fayetteville Technical Community College
- Totally State-funded, the **NCMBC** is the **only statewide, military-focused economic development entity in the US**, and the only NC entity solely focused on growing the defense economy through existing industry



Mission, Goals and Outcomes

Mission: To leverage military and federal business opportunities to expand the economy, grow jobs and improve quality of life

Goals and Operations:

- 1 - Increase federal revenues for businesses
- 2 - Support integration of military into workforce
- 3 - Support defense-related business recruitment
- 4 - Support technology transition to federal agencies

Outcomes: Contracts (5,911), revenues (\$18.00b), jobs!



Operations: Business Development

| Operations at Colleges | Future Opportunities | Current Opportunities |
|------------------------|-------------------------|----------------------------|
| Recruit to market | Identify, analyze | ID, analyze most lucrative |
| Engage in market | Connect to businesses | Connect to businesses |
| Training, webinars | Market intelligence | Solicitation support |
| Counseling, 1-on-1 | Pre-positioning | Proposal support |
| Events, statewide | Teaming, subcontracting | Contract execution |

CY2005-CY2023

Opps Distributed: >60,000

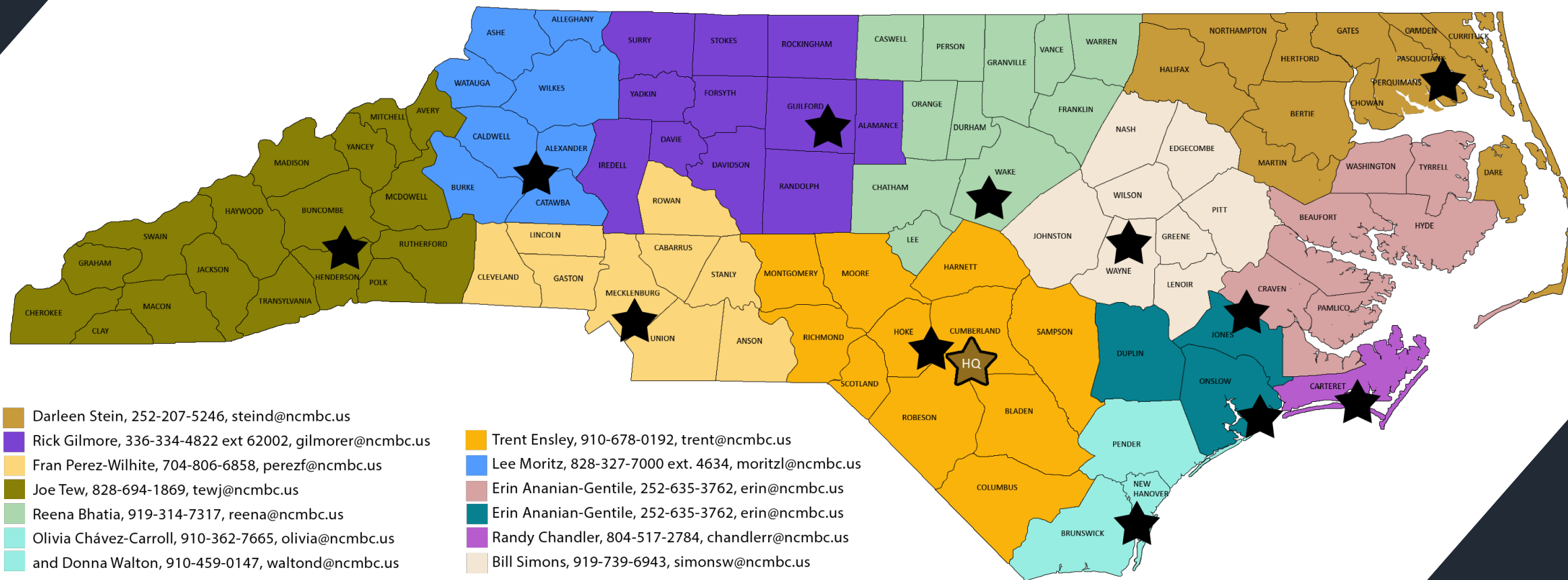
Connections: >40 million

BD Team-Involved Wins: over 3,300

Total Min Value: over \$13.01 billion



Operations: Business Development Team



Operations: Business Development

NCMBC Federal Opportunities for 12/20/23 - Message (HTML)

Thu 11/30/2023 3:12 PM

noreply@salesforce.com on behalf of NC Military Business Center <admin@ncmbc.us>
 NCMBC: Federal Contract Opportunities for 11/30/23

To: Erin Ananian-Gentile

ncmbc Daily Opportunities

The North Carolina Military Business Center (NCMBC) is pleased to inform you that one or more of the following newly released federal business opportunities matched your business capabilities. This list includes opportunities from TARGETED agencies and industries that the NCMBC Business Development Team monitors daily. You should also register your business for FREE in www.MatchForce.org to receive one email daily for automatic matches to federal opportunities across ALL federal agencies and industries.

Click on the "Opportunity Title" of each listing to view details. The "Type" column indicates whether the government has designated the acquisition for small business or full and open competition (N/A). The NCMBC staff member designated in the "POC" column can provide additional assistance.

| Agency | Opportunity Title | Type | POC | Response Date |
|--------------------------|--|--------------------------------|--------------------------------------|------------------------------------|
| Aerospace | | | | |
| AMC | UH-60 COMPUTER FLIGHT CONTROL FOR MAINTENANCE AND OVERHAUL | TBD | Joe Tew | Thursday December 14 18:00:00 EST |
| DEPT OF THE AIR FORCE | Wing Pylon Rib Repair | TBD | Rick Gilmore | Tuesday December 12 09:00:00 EST |
| AMC | Sources sought Overhaul of the UH-60 Computer, Air Data | TBD | Joe Tew | Monday December 04 18:00:00 EST |
| AMC | UH-60 CONTROLLER AIRCRAFT MAINTENANCE AND OVERHAUL | TBD | Joe Tew | Thursday December 14 18:00:00 EST |
| DEPT OF DEFENSE | 15-MID-PANEL STIFFENER | Total Small Business Set-Aside | Erin Ananian-Gentile | Saturday January 06 15:00:00 EST |
| DEFENSE LOGISTICS AGENCY | SPE4A524Q0127,6695003214003,INDICATOR,SYMBOL IN,474564 | N/A | Joe Tew | Wednesday December 13 15:00:00 EST |
| DEFENSE LOGISTICS AGENCY | 47-TUBE ASSEMBLY,METAL | N/A | Joe Tew | Thursday December 07 17:00:00 EST |
| DEFENSE LOGISTICS AGENCY | SPE4A524Q0126,BRACKET AND LEVER,F,2915007280039,710181-2 | N/A | Joe Tew | Thursday December 07 15:00:00 EST |

- Daily email from NCMBC HQ
- Contains **screened/matched** federal opportunities from NCMBC BD staff. Your match will be highlighted based on your registration in MatchForce for ease of review.



Operations: MatchForce.org

MatchForce Next Generation Matches:

NC businesses to federal opportunities

Contracting staff to NC businesses

Prime contractors to NC subcontractors

23,824

Registered Businesses

53,474

Contract Opportunities

Match and Search

more than 53,474 Contract Opportunities



Business

- ✓ Register for Free
- ✓ Match to federal opportunities
- ✓ Post your B2B opportunities

Register



Government

- ✓ Register for Free
- ✓ Do market research
- ✓ Post contract opportunities

Register

CY2005-CY2023

Opportunities distributed: over 2.0 million

Business-Opportunity Connections: >400 million

MatchForce-Involved Wins: over 2,022

Min Value, MatchForce Wins: over \$7.6 billion



Operations: BD, MatchForce Actions

| Metric | CY2005 - CY2023 |
|---|------------------|
| BD Team, Contract Opportunities Sourced | 52,683 |
| BD Team, Connections to Businesses | Over 40 million |
| MatchForce, Contract opps sourced | 2,017,987 |
| MatchForce, Connections | Over 427 million |
| Contract Wins (minimum) | 5,488 |
| Contract Value (minimum) | \$17,830,000,000 |



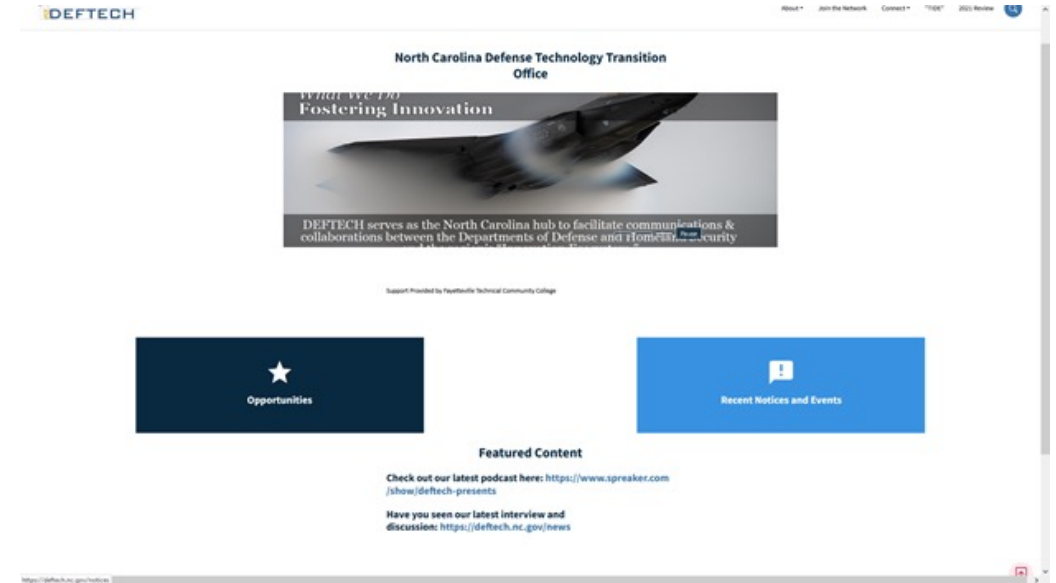
Operations: Tech Transition (DEFTECH)

Leads State, growing defense innovation

Sources DoD tech needs to ecosystem

Scours state, tech w/defense application

Helps navigate agencies and processes



CY2016-CY2023

Opportunities distributed: over 1,400

Innovation events: 100+

Innovation Awards: over \$20 million, min value



Operations: Tech Transition (DEFTECH)



Bob Burton
Director
burtonr@ncmbc.us



TJ Gilroy
Program Manager
gilroyt@ncmbc.us



Jaycie Beam
Program Support
beamj@ncmbc.us



Operations: 2024 Major Events

- SE Region Federal Construction, Infrastructure Summit (APR 16-18, WIL)
- Federal and Defense Textile & Tactical Equipment Summit (MAY 14-15, RAL)
- Medical, Biomedical, Biodefense Symposium (JUN 11-12, Chapel Hill)
- Defense Technologies Summit (AUG 6, FAY)
- Defense Industrial Supply Chain Summit (OCT 29-30, Charlotte)
- Federal Food Symposium (NOV 19-20, Fayetteville)



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Getting Ready to Sell to the Federal Government

Created by the North Carolina Military Business Center

CHECKLIST

- ⇒ **SAM.gov.** Register to be a federal contractor.
 - **Register your firm with the System for Award Management (SAM).** It is a requirement that all contractors doing business with the Department of Defense be registered with SAM. Website: <https://sam.gov/content/home>
 - All entities wishing to do business with the federal government must have an **Unique Entity Identifier (UEI)**.
 - The **Commercial and Government Entity (CAGE) Code** is a five-character ID number used extensively within the federal government. The CAGE code provides a standardized method of identifying a given facility at a specific location.
 - Identify your **North American Industry Classification Code (NAICS)** by running keyword searches on the US Census Bureau's NAICS System website: <https://www.census.gov/naics/>. You need the full 6-digit numbers.
 - Remember, you can have more than one code when you register in SAM.gov but will need to identify your primary NAICS code.
 - [Prepare for Entity Registration in SAM.gov](#)
- ⇒ **Register your business at MatchForce.org.** This is the State of North Carolina's free web-based database of firms who are seeking federal government prime contracts and subcontracts. Your firm will automatically match to contracting opportunities daily based on your NAICS codes. Website: www.MatchForce.org.
- ⇒ **Determine if you qualify as a small business.** There is a separate size standard for each NAICS. Once you know your NAICS, visit the Small Business Administration's website: <https://www.sba.gov/federal-contracting/contracting-guide/size-standards> to look up the size standards for each NAICS code.



Getting Started in the Market

Identify your business and capabilities

- Obtain an Employer ID Number (EIN/TIN) from the [IRS](#)
- UEI when you register in SAM
- Identify all NAICS codes that may apply to your products/services
 - Wholesaler, dealer, distributor, manufacturer
 - NAICS Lookup on [US Census Bureau NAICS](#)



Getting Started in the Market

Identify your products and services

- Identify your [Federal Supply Class Codes](#) (2 Digit)
- Identify your [Product Service Codes](#) (4 Characters)
- [Acquisition.gov Product and Service Code Manual](#)
 - Products: digit in first position
 - Services, R&D: letter in first position



Getting Started in the Market

Determine if your business is a [small business concern \(sbc\)](#)

- Size standards vary by NAICS code
- Businesses may be a sbc for one and not small for other NAICS
- Include parent and/or affiliate companies
- Most businesses will qualify as sbcs:
 - manufacturing businesses with <500 employees
 - non-manufacturing businesses with average annual receipts for last three full FYs under \$7.5 million
- SBA [Table of Small Business Size Standards](#)



Department of Defense

Small Business Professional Perspective

This is one DoD small business professional's perspective on fundamentals businesses must focus on to be successful in DoD contracting.

Be Eligible

- Registered/Current in the System for Award Management www.sam.gov
- Be certified by the Small Business Administration (www.sba.gov), certification and what you do reflected in the Dynamic Small Business Search (DSBS) https://dsbs.sba.gov/search/dsp_dsbs.cfm
- ***SAM/DSBS records match!!***
- Registered in Wide Area Workflow (WAWF) <https://piee.eb.mil/xhtml/unauth/home/login.xhtml>
- This is how you invoice and get paid!

Be Competitive

Know what the DoD buys:

- www.business.defense.gov gives you information on small business professionals and long-range estimates
- www.fpds.gov gives you detailed history on what is being bought and contract award amounts.
- Look for/respond to sources sought and requests for information.
- **Key proposal tips:**
 - Provide quantitative responses in your proposals (services).
 - Provide a response to every task/qualification/specification.
 - Provide realistic pricing: FPDS, award notices, and long-range estimates are a few of the resources to assist you.



Getting Started in the Market

Register in [System for Award Management](https://sam.gov) (SAM.gov)

- SAM.gov is an official, free website of the U.S. government
 - Register to do federal contracting
 - Check status, update or renew (annually) entity registration
 - Search for entity registration and exclusion records
- **Registration in SAM.gov is mandatory** before award of a contract vehicle
- Complete the “SBA Supplemental Pages” to transfer entity data into the SBA Dynamic Small Business Search (DSBS) database
- Results in assignment of CAGE Code, allows electronic payment which is mandatory



Getting Started in the Market

The screenshot displays the SAM.gov website interface. At the top, the URL bar shows 'sam.gov/content/home'. Below the navigation bar, the SAM.gov logo is prominently displayed. A red banner on the right side of the header states 'Official U.S. Government Website 100% Free'. The main content area is divided into two columns. The left column, titled 'The Official U.S. Government System for:', lists several services: 'Contract Opportunities (was fbo.gov)', 'Contract Data (Reports ONLY from fpds.gov)', 'Wage Determinations (was wdol.gov)', 'Federal Hierarchy (Departments and Subtiers)', 'Assistance Listings (was cfda.gov)', 'Entity Information (Entities, Disaster Response Registry, and Exclusions)', and 'Entity Reporting (SCR and Bio-Preferred Reporting)'. The right column features a 'NEW Learn More' link followed by the heading 'Register Your Entity or Get a Unique Entity ID'. Below this heading, a brief description states: 'Register your entity or get a Unique Entity ID to get started doing business with the federal government.' Three buttons are provided: 'Get Started' (green), 'Renew Entity' (light green), and 'Check Registration Status' (white with a checkmark icon). Below the main content area, there is a search bar with the placeholder text 'Already know what you want to find?'. The search bar includes a dropdown menu labeled 'Select Domain...' and a search button with a magnifying glass icon. The search results show 'e.g. 1606N020Q02'. At the bottom of the page, there are two sections: 'Announcements' and 'Have Questions about SAM.gov?'. The 'Announcements' section features a link titled 'What do I need to know about validations in SAM.gov?' dated 'Apr 26'. The 'Have Questions about SAM.gov?' section includes a video thumbnail titled 'VIDEO TRAINING: Get a Unique Entity ID (SAM)' and the SAM.gov logo.

Home Search Data Bank Data Services Help

SAM.GOV®

Official U.S. Government Website
100% Free

The Official U.S. Government System for:

- Contract Opportunities**
(was fbo.gov)
- Contract Data**
(Reports ONLY from fpds.gov)
- Wage Determinations**
(was wdol.gov)
- Federal Hierarchy**
Departments and Subtiers
- Assistance Listings**
(was cfda.gov)
- Entity Information**
Entities, Disaster Response Registry, and Exclusions
- Entity Reporting**
SCR and Bio-Preferred Reporting

Register Your Entity or Get a Unique Entity ID

Register your entity or get a Unique Entity ID to get started doing business with the federal government.

Get Started

Renew Entity

Check Registration Status

Already know what you want to find?

Select Domain... e.g. 1606N020Q02

Announcements

What do I need to know about validations in SAM.gov? [What do I need to know about validations in SAM.gov?](#) Apr 26

You will notice that when you start a new registration or update/renew an existing entity registration, SAM.gov asks you to validate your entity name and

Have Questions about SAM.gov?

VIDEO TRAINING: Get a Unique Entity ID (SAM)

SAM.GOV®

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Finding Opportunities and Next Steps

MatchForce

www.matchforce.org

NCMBC Business Development Team

http://www.ncmbc.us/contact-us-ncmbc_staff/

SAM.gov

<https://sam.gov/content/home>



Sources Sought

- A request for information (RFI), or a solicitation of interest, from an agency. The RFI may help an agency understand the interests and capabilities of businesses that would submit proposals for a future contract. A sources sought notice may or may not be followed by a solicitation.
- Example [FY 25 AIWW Maintenance Dredging](#)



Pre-Solicitation Notice

- A notice about contract opportunity proposals will open in the future. The notice may ask interested businesses to submit information, which may help the agency determine whether the contract should be reserved for businesses that qualify for certain types of set-asides.
- Example [Expand Emergency Department Minor Design – Asheville](#)



Solicitation

- Any request to submit offers or quotations to the Government.
- Solicitations under sealed bid procedures are called “invitations for bids.” Solicitations under negotiated procedures are called “requests for proposals.”
- Solicitations under simplified acquisition procedures may require submission of either a quotation or an offer.
- Example [Vertical Multiple-Region Architect Engineer IDIQ](#)



Combined Synopsis/Solicitation

- A combination of a synopsis of an opportunity and the solicitation for that opportunity, used for commercial items to streamline the acquisition process
- Example [FCC Butner Replace Sprinkler Piping](#)



Award

- When a federal agency awards a contract in response to a solicitation, it may choose to upload a notice of the award to allow the public to view which vendor received the awarded contract and the contract amount awarded. Requirements for posting award notices vary based upon the agency and the solicitation.
- Example [Design-Bid-Build, Regional Communication Station, MCB Camp Lejeune](#)



Justification

- A contracting office may need to document the contract file regarding the accuracy of a decision and obtain required approvals. Details for the content of a justification are specific to the action being accomplished
- Example [Retirement Training](#)



Finding Opportunities and Next Steps

What you need to do:

- Become web-enabled to find contracts
- Learn the basic rules of contracting
- Learn to describe your business and your products/services (UEI, NAICS, CAGE, FSC and PSC codes)
- Develop marketing materials and capabilities statements: in “government speak”
- Follow the checklist on www.ncmbc.us!
- Register: www.MatchForce.org, SAM.gov



Finding Opportunities and Next Steps

What you need to do:

- Certify with the Small Business Administration (SBA) for Contracting Programs
- **Monitor Opportunities:** SAM.gov, MatchForce.org, etc.
- Respond to opportunities, including Sources Sought and Requests for Information
- Network with prime contractors for subcontract opportunities
- Leverage resources – Join networks/connecting organizations, use NCMBC/SBTDC/GCAP/SBA/SBC and attend EVENTS!



Contact Information - NCMBC

- Scott Dorney, Executive Director, 910.678.0190, scott@ncmbc.us
- William Simons, Regional Program Manager, 919.739.6943, simonsw@ncmbc.us

