



Marine Corps Installations East Small Business Outreach

27 Mar 2025





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Agenda

0830-0900: Doors Open/Registration/Networking

0900-0915: Opening Remarks/Acknowledgements

0915-0945: Marine Corps Community Services.

0945-1000: Break

1000-1130: Being Eligible.

1130-1230: Lunch

1230-1330: Being Competitive.

1330-1400: General Questions/Answers and Closing



Be Eligible, Be Competitive



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.html>
- This how you invoice and get paid!

Be Competitive

Know what the DoD buys:

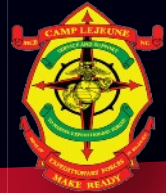
- www.business.defense.gov gives you information on small business professionals and long-range estimates
- www.fpds.gov gives you detailed history on what is being bought and contract award amounts.
- Look for/respond to sources sought and requests for information.

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.



Be Eligible, Be Competitive



Eligible

System for Award Management: www.sam.gov
Small Business Administration: www.sba.gov
Small Business Administration Certification Portal: <https://certifications.sba.gov/>
Small Business Administration Veteran Portal: <https://veterans.certify.sba.gov/>
Small Business Dynamic Search: https://dsbs.sba.gov/search/dsp_dsbs.cfm
Wide Area Workflow (Invoicing): <https://piee.eb.mil/xhtml/unauth/home/login.xhtml>
Cybersecurity Maturity Model Certification: <https://dodcio.defense.gov/CMMC/About/>
HUBZone Map: <https://maps.certify.sba.gov/hubzone/map#center=44.722800,-103.249700&zoom=4>

Competitive

System for Award Management: www.sam.gov
Small Business Administration: www.sba.gov
Government Service Administration: www.ebuy.gsa.gov/ebuy
NASA SEWP: <https://www.sewp.nasa.gov/>
MatchForce: www.matchforce.org
Federal WOSB Program: <https://www.sba.gov/document/support-eligible-naics-women-owned-small-business-federal-contracting-program>
Federal Procurement Data System: https://www.fpds.gov/fpdsng_cms/index.php/en
Department of Defense Small Business: www.business.defense.gov
Acquisition Regulations: <https://www.acquisition.gov/>
"Doing Business With (organization)"

Support

Small Business Administration: www.sba.gov
Department of Defense Small Business: www.business.defense.gov
Marine Corps Installations East Small Business Programs: <https://www.mcieast.marines.mil/Staff-Offices/Small-Business-Office/>
North Carolina Military Business Center: www.ncmbc.us
Government Contract Assistance Program: <https://sbtcd.org/services/government-contracting>

APEX Accelerators

Private Companies

Local Chambers of Commerce

Local Community Colleges

Local Veterans Groups



Be Eligible, Be Competitive Step-By-Step



Wide Area Workflow (Invoicing)

<https://piee.eb.mil/xhtml/unauth/home/login.xhtml>

- Follow the “Prepare of Application”
- Takes about an hour to complete
- Takes 30 days to process

Small Business Administration

<https://certifications.sba.gov/>

- Follow the “Prepare of Application”
- Takes several hours to complete
- Takes 30-60 days to process (Maybe)

System for Award Management

www.sam.gov

- Use the Entity Registration Checklist
- Takes several hours to complete
- Takes 15-30 days to process

Know Your Business, Know What the Government Buys, Know Who Buys It



Contractor Base Access



Camp Lejeune

The Contractor Vetting Office is located in Bldg. 818 adjacent to the Camp Lejeune Main Gate on Holcomb Blvd, just off N.C. Highway 24. The CVO is open Monday through Friday from 6 a.m. to 2 p.m. and closed on weekends and holidays.

Contractor Vetting Office - Appointments: 910-451-8558

Contractor Vetting Office - Questions: 910-451-3220

Taxi Vetting: 910-449-4208

Email: lejeunecontractorvetting@usmc.mil
<https://www.Lejeune.marines.mil/Base-Access/>

Contractors approved for access will receive either a DBIDS credential or temporary pass, depending upon the length of time they require access to the installation. A DBIDS credential is issued to individuals requiring access for 61 days or more. A temporary pass is issued to individuals requiring access for 60 days or less. Contract specifications determine the length of pass.

Contractors will report to the Contractor Vetting Office (CVO) to confirm their access requirements, undergo a background check and receive their credential/pass.

Stone Bay (MAROSC)

Department of Defense affiliated personnel visiting MARSOC must Submit a Visit Authorization Request (VAR) through their Security Manager (DoD) or Facility Security Officer (Industry).

This is done through the Joint Personnel Adjudication System (JPAS) identifying the MARSOC sponsor's name & phone number as the point of contact.

Submit VAR to the following MARSOC SMO:

Collateral: 209006

SCI: 209000943

As a contractor you must work through your Government point of contact to ensure you have proper base access.



Doing Business With....



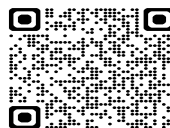
Commissaries: <https://corp.commissaries.com/our-agency/business-with-deca/small-business>



Defense Health Agency: <https://health.mil/MHSHome/Military-Health-Topics/Doing-Business-with-the-DHA>



Department of Veteran's Affairs: <https://www.va.gov/opal/fo/dbwva.asp>

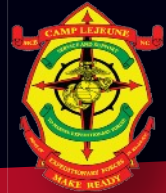


Marine Corps Exchange: <https://www.rangeme.com/mcx>





GSA Schedule (Executive Order, 20 Mar 2025)



Roadmap to get a MAS contract: https://www.gsa.gov/buy-through-us/purchasing-programs/multiple-award-schedule/help-with-mas-contracts-to-sell-to-government/roadmap-to-get-a-mas-contract_

1. Decide if getting a Multiple Award Schedule contract is in your best interest

2. Take the mandatory [pathways to success \[PDF - 2 MB\]](#) training. It takes 3-4 hours. You must acknowledge in the eOffer system that you completed this training within the past year when you submit your offer.

1. Government contracting officers may set aside orders and blanket purchase agreements in [these socioeconomic categories](#) when their market research shows that at least three firms are capable of providing the products and services.
2. Even if your company is more than two years old, you still qualify for [Startup Springboard](#) if you have fewer than two years of corporate experience providing the products or services described in the MAS solicitation. You may be able to substitute:
 1. Other documentation to demonstrate financial responsibility if you don't have two years of financial statements.
 2. Company executives and key professionals' management and project experience, or other additional info that demonstrates your ability to manage a company and provide the services and products.

3. Do a readiness assessment

4. A designated Authorized Negotiator who is also an employee of the company must complete the [readiness assessment](#). You will acknowledge in eOffer that this was done within the past year when you submit your offer.

5. Read the entire MAS solicitation

6. The [solicitation and category attachments](#) are our formal request for contractors to submit offers. It will detail the required elements of an offer, what evaluation criteria we use to evaluate whether or not to award a MAS contract to your company, and the specific terms and conditions you will need to comply with.

7. Review the new offeror checklist

8. Our [new offeror checklist \[XLSX - 640 KB\]](#) summarizes the minimum requirements for your submission. Use the category-specific tabs to make sure you don't miss anything. A contracting officer also might need additional information as they review your proposal.

9. Complete required registrations

10. Learn [where you need to register and what you'll need](#) in order to complete your registrations successfully.

11. Gather the required info for your offer

12. You will need to use [our templates](#) for some forms, and you will need to compile information to input into required fields in eOffer. Since some fields have character limits, you might want to prepare your information in another application, and then paste it into the system. You should also look up your SINs in our [table](#) to see what SIN-specific requirements exist.

13. Finalize and submit your offer

14. Log into eOffer using your FAS ID and then complete the information, upload forms, sign, and submit your completed offer. The [eOffer/eMod help center](#) has a knowledge base with a table of contents and search to find help for whatever you need.

If you need more info or help, use our [National Customer Service Center](#).

You can also get [support for your small business](#).

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