



How to Do Business with the DoD

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10 STEPS TO SUCCESS



STEP 1

Identify Your Product or Service

- North American Industry Classification System (NAICS)

<https://www.census.gov/eos/www/naics/>

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STEP 2

**Obtain a Data Universal Numbering Systems (DUNS)
Obtain a Commercial and Government Entity (CAGE)
Register in the System for Awards Management (SAM)**

➤ **Data Universal Numbering Systems (DUNS)**

<http://www.dnb.com/get-a-duns-number.html>

➤ **Commercial and Government Entity (CAGE)**

➤ <https://cage.dla.mil/Home/UsageAgree>

➤ **System for Awards Management (SAM)**

<https://www.sam.gov/portal/public/SAM/>

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STEP 3

**Contact the Small Business
Administration (SBA)**

and

**Investigate other SBA resources and
Small Business Programs**

➤ SBA

<http://www.sba.gov>

PROGRAMS



- **Small Disadvantages Business (SDB) Program**
 - **8(a) Program**
- **HUBZone Small Business Program**
- **Veteran-Owned Small Business (VOSB) Program**
- **Service-Disabled Veteran-Owned Small Business (SDVOSB) Program**
- **Woman-Owned Small Business (WOSB) Program**
- **Mentor-Protégé Program**
- **Historically Black College & Universities & Minority Institutions (HBCU/MI) Program**
- **Native Indian/Hawaiian Incentive Program**

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STEP 4

Familiarize Yourself with Federal, DoD and Navy Contracting Procedures

- **Federal Acquisition Regulation (FAR)**
<http://www.acq.osd.mil/dpap/dars/far.html>
- **Defense Federal Acquisition Regulation Supplement (DFARS)**
<http://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html>

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STEP 5

**Identify the DoD Contracting Activity
That Purchases Your Product or Service**

<http://www.secnv.navy.mil/smallbusiness>

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STEP 6

Identify Current and Future DoD Procurement Opportunities

<https://www.fbo.gov>

<http://www.neco.navy.mil>

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STEP 7

Investigate GSA Schedules & SmartPay Program

<https://www.gsa.gov>

➤ **General Services Administration (GSA) Schedules/Programs**

<http://www.gsa.gov/portal/content/197465>

➤ **Government Purchase Card Program**

<https://smartpay.gsa.gov>

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STEP 8

Explore Subcontracting Opportunities

<http://web.sba.gov/subnet>

<http://business.defense.gov/>

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STEP 9

Team-Up

- Joint Venture (JV)
- Teaming Agreement

TEAMING ARRANGEMENTS



Joint Venture

- Two or more companies form a partnership or JV to act as a potential prime contractor.
- Parties create a new entity to perform one specific project or to facilitate a continuing business relationship.
- JV partners share in the revenues, expenses, & control of the enterprise.

Teaming Agreement

- A potential prime contractor agrees with one or more companies to have them act as its subcontractors under a Government contract.
- Relationship will be solely as independent prime & subcontractor for a given procurement.
- Privity of contract between Government & prime, but no privity between Government & subcontractor.

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STEP 10

**Seek Additional Assistance as
Needed in the DoD Marketplace**

RESEARCH / MARKET YOURSELF



- **All DoD solicitations are available at FedBizOpps.**
- **Identify Contracting Activities that purchase your products or services and contact the Small Business Advisor/Small Business Professional to discuss your capabilities and interest.**
- **Watch for announcements in the newspapers and federally sponsored procurement conferences.**
- **Participate in Business Opportunity Conferences, Trade Fairs, and other federally attended and sponsored industrial liaison meetings in your area. These are opportunities to network with other firms and to meet the Government agencies you wish to do business with.**

NAVFAC PAC AREA OF RESPONSIBILITY SMALL BUSINESS PROFESSIONALS



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