Combating Terrorism Technology Support Office (CTTSO)

Small Business and Nontraditional Defense Contractor Outreach

An Introduction to Business Opportunities with the Government

Prepared by PM Resources

CTTSO Support to Small Business and Non-Traditional Contractors

Our intention is to:

- **Encourage small businesses and nontraditional defense contractors to participate in Government solicitations with requirements addressing combating terrorism.**

- **Provide links to other sites and information that will help those business find contracting opportunities with the Department of Defense and other federal agencies.**

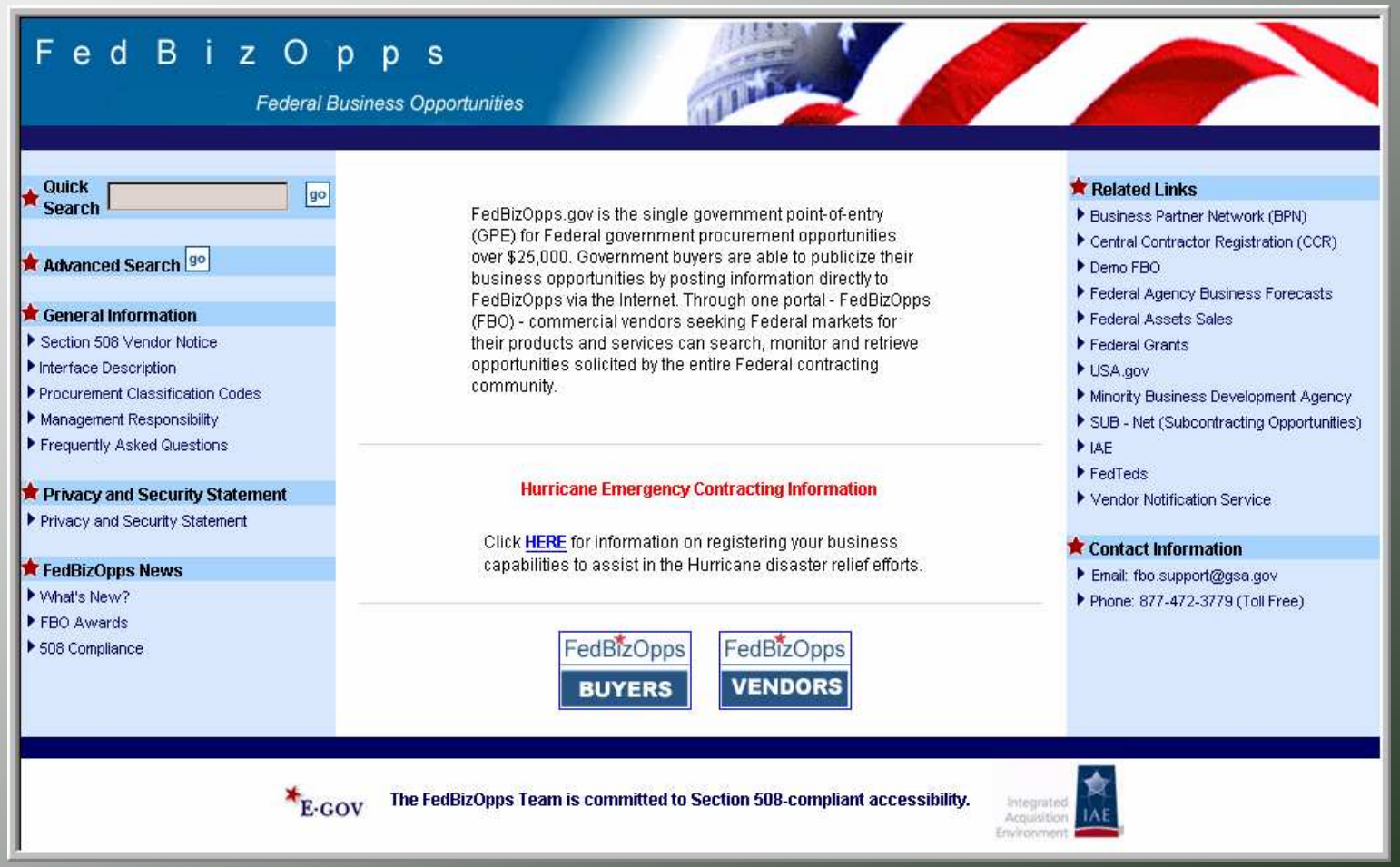
This information does not recreate data from existing sources, but rather guides the user to available resources.

Federal Business Opportunities

www.fedbizopps.gov

Use the Federal Business Opportunities website to search for Government solicitations.

Register to receive e-mail notices of government requirements according to the Business NAICS* Code.

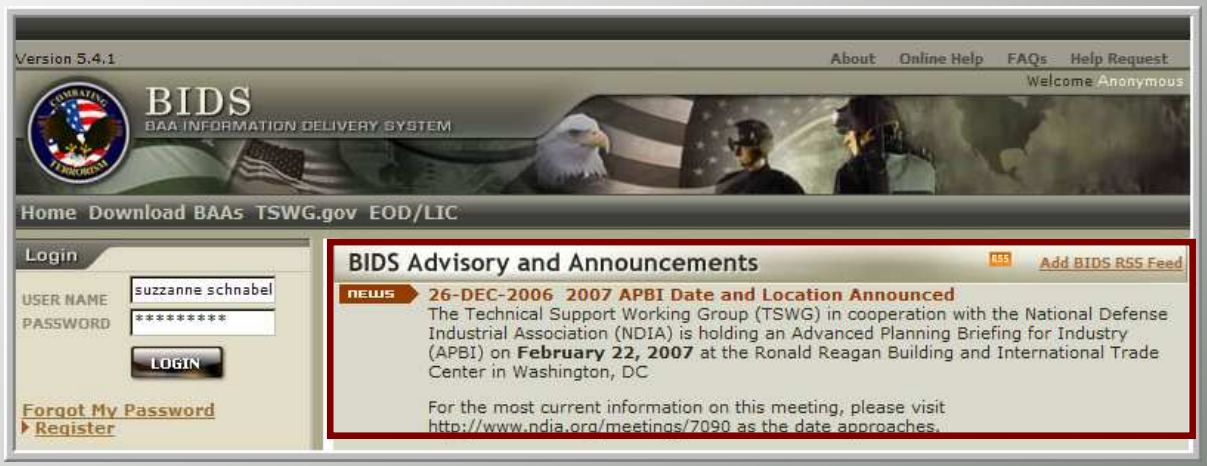


NAICS = North American Industry Classification System

Technical Support Working Group (TSWG)

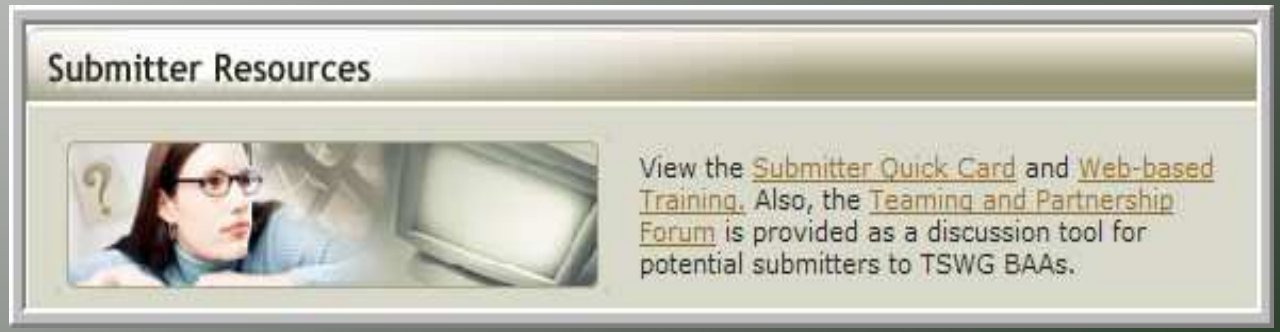
www.bids.tswg.gov

TSWG advertises its requirements using the Broad Agency Announcement (BAA). BAAs are posted to the BIDS site on or about March 1 of each calendar year and announced at fedbizopps. Activate the RSS new feed feature to receive automatic notification.



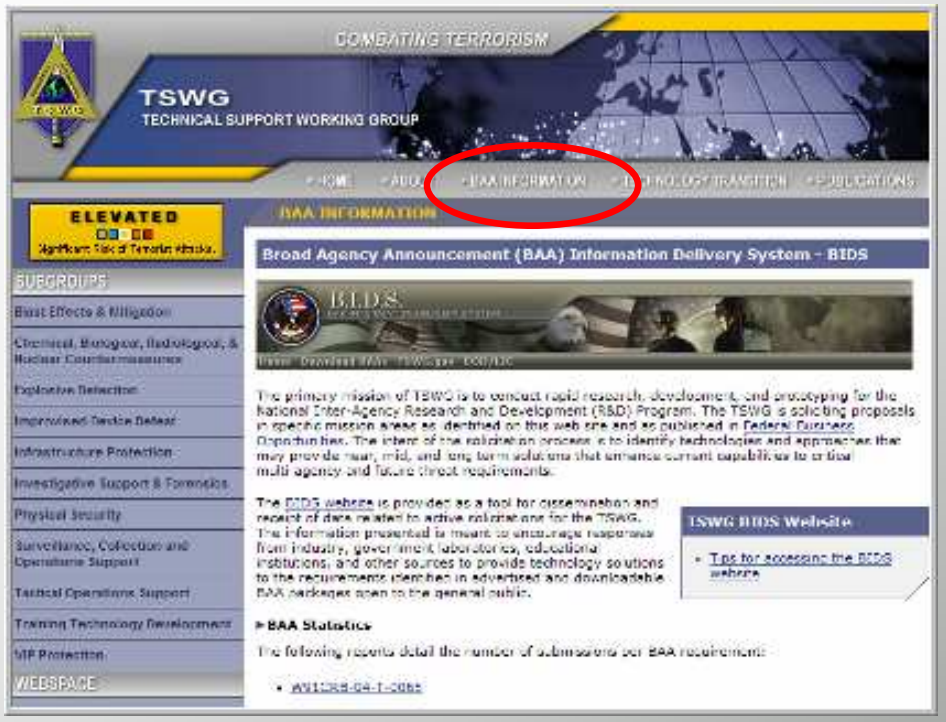
The Submitter Resources area showcases help with the submission process.

The Teaming and Partnership Forum is designed to help vendors find each other and form business relationships that foster technical advancement.



Technical Support Working Group

www.tswg.gov



BAA information is also announced on the sister site and provides links to BIDS.

Links to Grants.gov and the TSWG Discussion Forum can also provide business opportunities.

National Defense Industrial Association

www.ndia.org

NDIA hosts major events and exhibits for Government agencies and other leading organizations.

Check the *Schedule of Events* for an event that could be of interest.

The *TSWG Advanced Planning Briefing for Industry (APBI)* is announced each February.

Defense Research & Engineering

www.dod.mil/ddre/mainpage.htm

Use the *Research Opportunities* link to explore more business opportunities with agencies such as DARPA and DTRA.

Office for the Under Secretary of Defense for Acquisitions, Technology, and Logistics

www.acq.osd.mil

ACQWeb provides defense acquisition community resources to the government and public.

Surf the ACQ site for valuable information:

Veterans Doing business with DoD

Small Business Opportunities in Iraq

Procurement Technical Assistance Centers (PTAC)

Marketing to the DoD – The Basics

SBIR and STTR Programs

www.acq.osd.mil/osbp/sbir/

Sponsored by ACQWeb the SBIR looks to fund early-stage R&D projects authored by Small Business.

SBIR posts solicitation information.

Vendors can also subscribe to the *Listserv* to receive e-mail notification about SBIR events and solicitations.

Other information includes sample proposals, and tutorials.

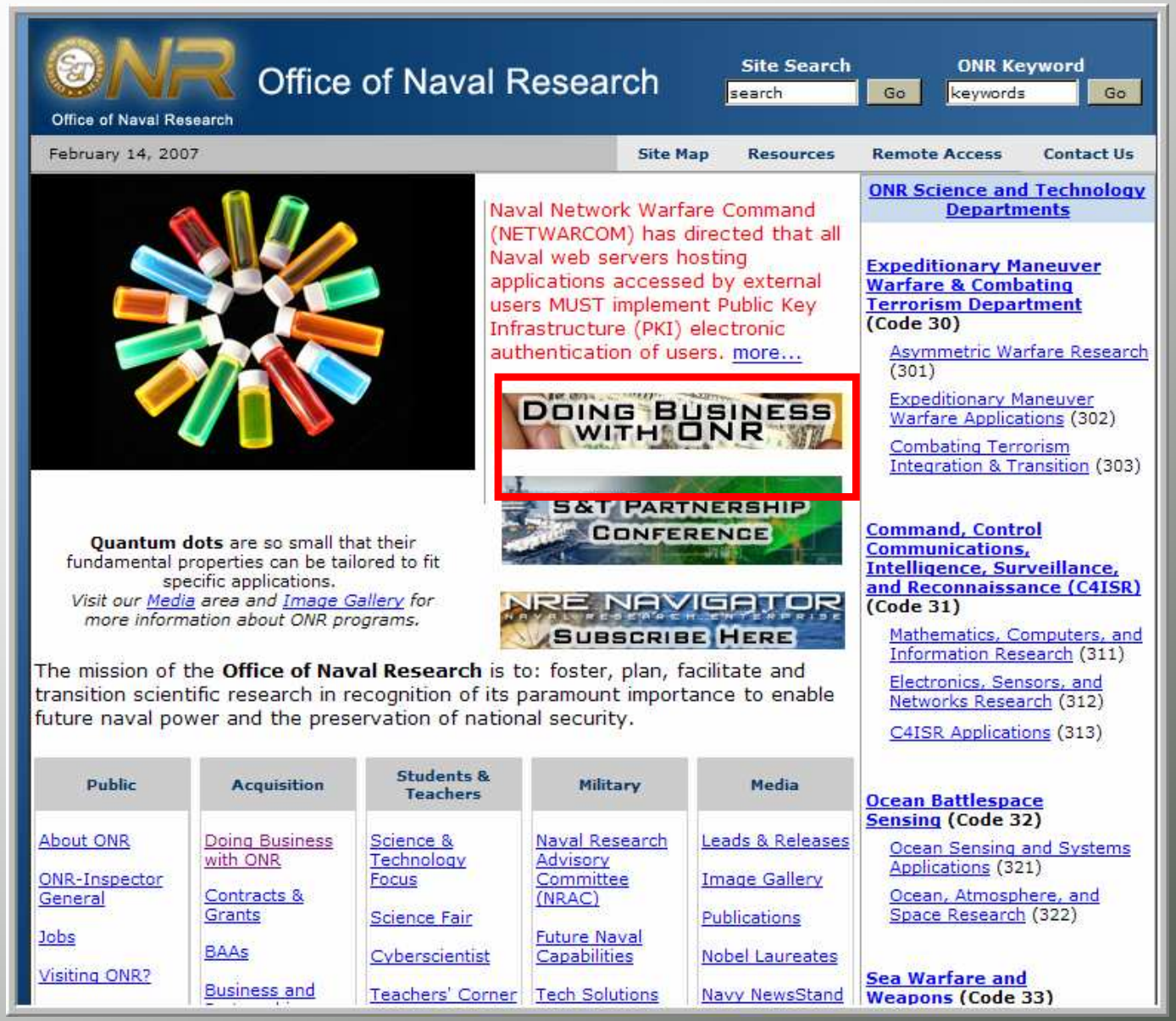
Other Agency Links

http://www.acq.osd.mil/sadbu/sbir/othersites/index.htm

The Department of Defense provides portal access to other Government agencies with SBIR/STRR programs.

Office of Naval Research

www.onr.navy.mil



Provides a 5 step program of instruction for *Doing Business with ONR.*

ONR publishes Science and Technology and other requirements under a number of programs.

Click Step 3 for more information.

Small Business Administration (SBA)

www.sba.gov

The SBA is a rich source of information for small businesses. Links to laws, regulations, training, and other areas of interest including business opportunities and information on how the Government does business are provided.

SBA Small Disadvantaged Business (SDB)

http://www.sba.gov/sdb/

SBA certifies SDBs to make them eligible for special bidding benefits.

Learn more about the application for certification at the SDB.

DoD Office of Small Business Programs

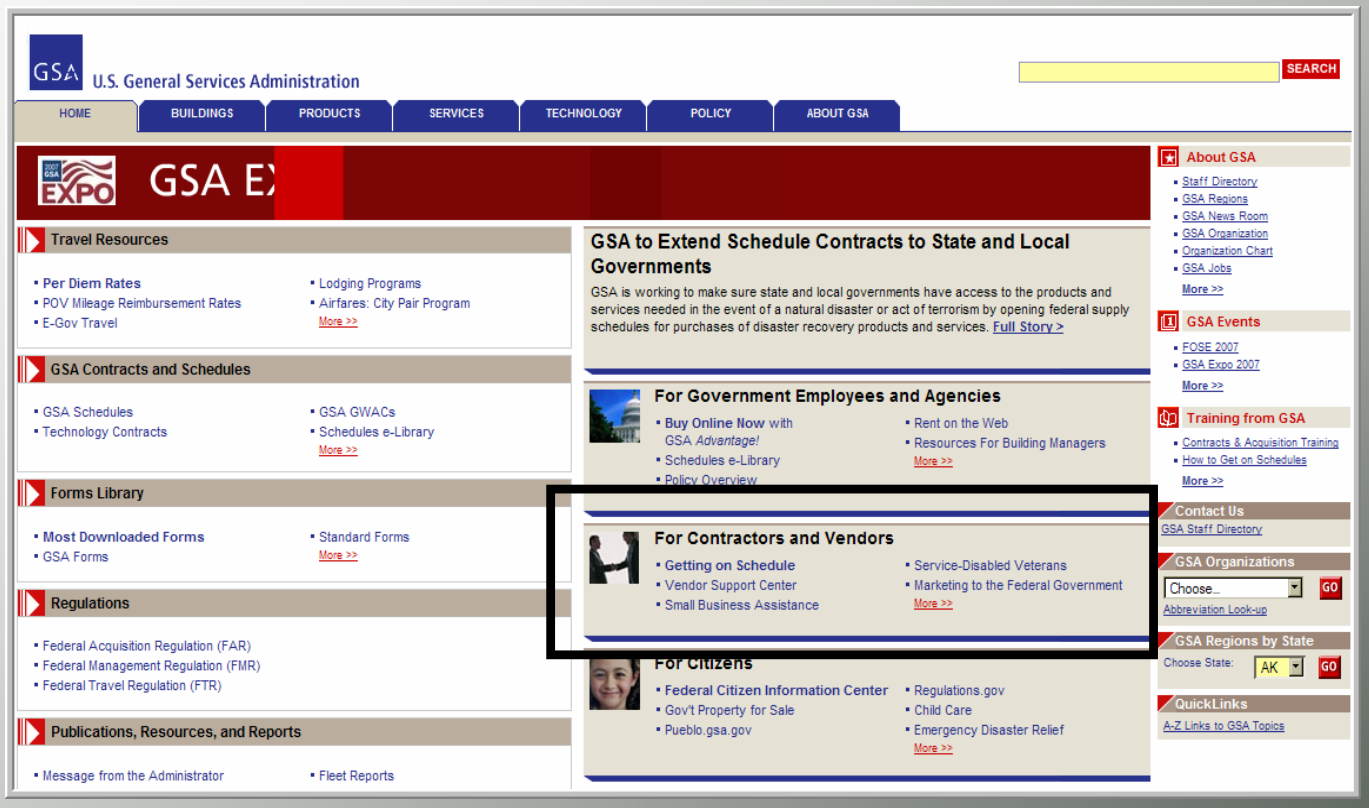
http://www.acq.osd.mil/osbp/

Use the Quick Links to access information about DoD programs designed for Small Businesses. Access the *Guide to DoD Contracting Opportunities, A Step by Step Approach to the DoD Marketplace*, under the HOT TOPICS link.

U.S. General Service Administration

www.gsa.gov

GSA encourages small business participation. Under *Contractors and Vendors* click Getting on Schedule.



Being a GSA Schedule company gives Government buyers access to your company's supplies and services.

GSA also offers training and other e-tools to vendors.

U.S. Department of Defense

www.defenselink.mil

Defense Link provides data to support the overall mission of the Department of Defense; it is the single unified starting point for finding military information on-line.

Procurement Technical Assistance Centers

http://www.aptac-us.org/new/

***PTAC professionals are available to help with understanding the requirements of Government contracting.**

Click the *Government Contracting Assistance* link for more information.

**** PTAC sometimes charges a fee for assistance.***

USA.gov

www.usa.gov

USA.gov provides several Government service links under the *for Businesses and Nonprofits* tab.

Use the *Sell to the Government* link to review Government Contracting information.

Resources for Technical Information

www.dtic.mil

The Defense Technical Information Center (DTIC®) is the central facility for the collection and dissemination of scientific and technical information for the DoD. As an element of the Defense Information Systems Agency (DISA),

DTIC serves as a vital link in the transfer of information among DoD personnel, DoD contractors and potential contractors and other U.S. Government agency personnel and their contractors.

Use the basic search feature or click a link to access the advance search tool. Click the DTIC logo at screen bottom to enter the site.

Federal Acquisition Regulation (FAR)

http://www.acquisition.gov/far/

Federal Acquisition Regulations (FARs) and Defense FARs (DFARs) regulate procurement standards for the government.

Copies of all FARs and DFARs are available for download at www.arnet.gov

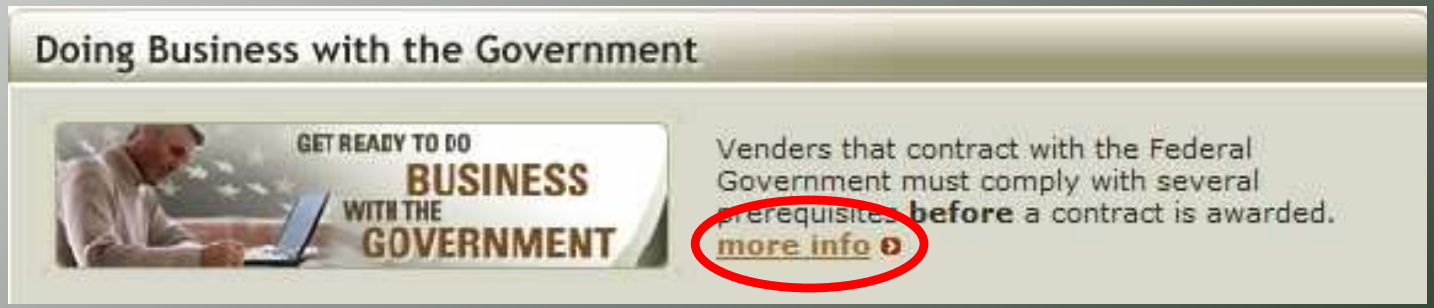
Preparing for Contract Award

www.bids.tswg.gov

Vendors that contract with the Federal Government must comply with several prerequisites before a contract is awarded.

Click *more info* in the *Doing Business with Government* panel.

Preparation steps are listed with links to the respective site.



Dunn and Bradstreet (D&B)

www.dnb.com

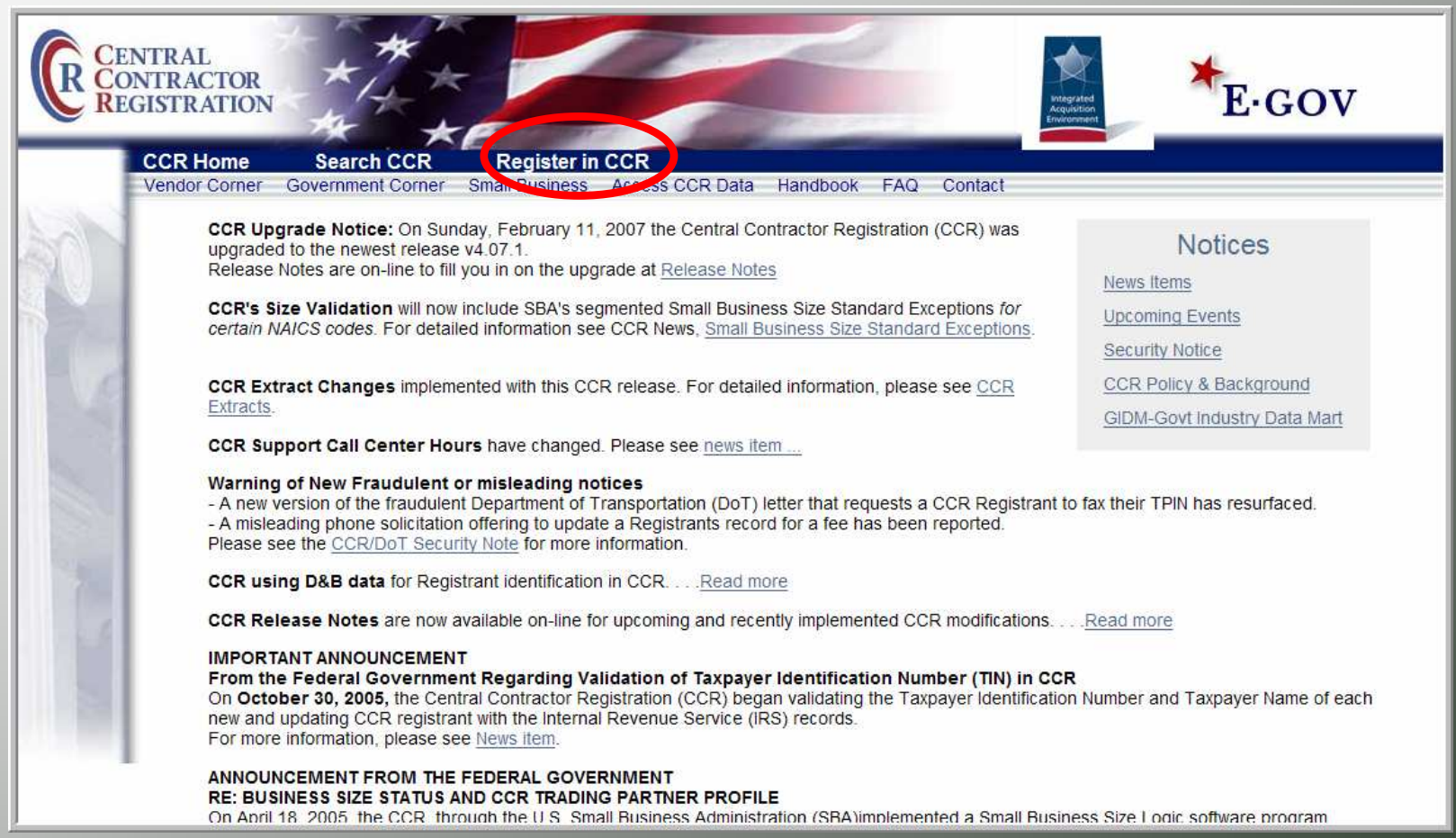
The U.S. government requires suppliers and contractors to have a D-U-N-S Number. A D&B® D-U-N-S® Number is a unique nine-digit sequence recognized as the universal standard for identifying and keeping track of over 80 million businesses worldwide.

Click
Get a D&B D-U-N-S@ Number to start the process.

Central Contractor Registration (CCR)

www.ccr.gov

After acquiring a DUNS register with the CCR.

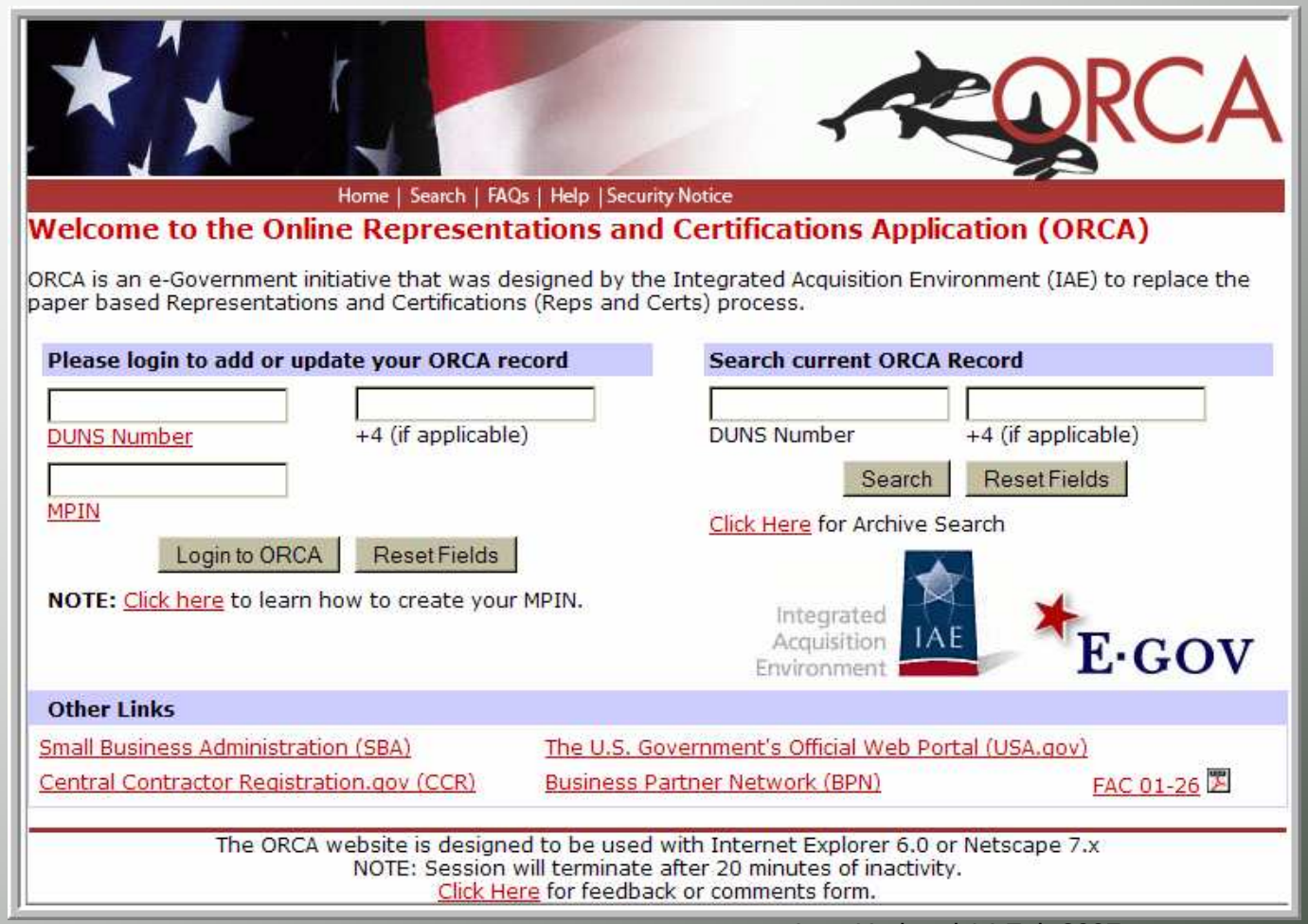


To do business with the Government a company must be registered with the CCR.

Online Representations and Certifications Application (ORCA)

https://orca.bpn.gov/

All government contractors must register with the Online Representations and Certifications Application (ORCA).



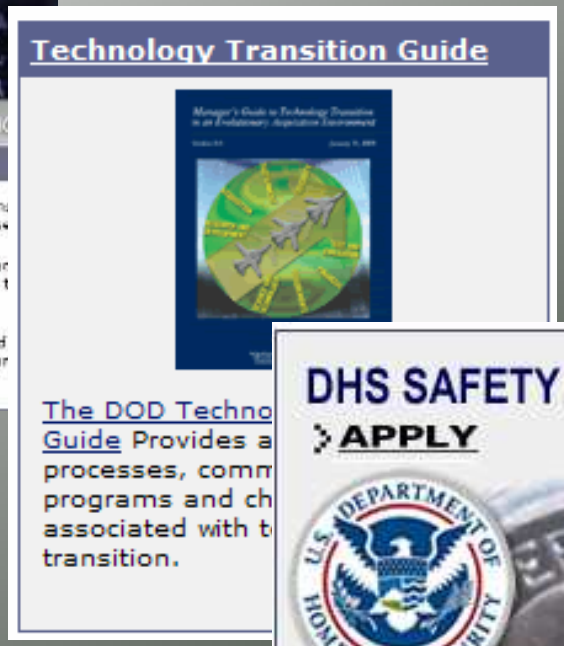
Follow all directions provided on the site.

A DUNS is required to register.

Transition to Production

www.tswg.gov/tswg/techtrans/tech_trans.htm

- **At TSWG a Technology Transition Plan is required by contract to enhance the potential for successful commercialization.**
- **Upon contract award, TSWG provides direct assistance to Small Businesses in nearly every aspect of Technology Transition Planning.**



Use the links under the Technology Transition tab for access to Technology Transition Guide and to make application for certification under the DHS Safety Act.