

# Federal Procurement Opportunities for "Green" Vendors





The U.S. government is the single largest consumer in the nation, purchasing more than \$250 billion in goods and services each year. Various laws, Presidential Executive Orders, and procurement regulations now require federal agencies to purchase “green” (biobased, recycled content, and energy efficient) products. A vast market opportunity exists for vendors who provide these green products.

Green vendors need access to the wide variety of information available on government contracting programs, catalogs, solicitations, long-range forecasts, and other important procurement initiatives.

## *This brief guide for vendors will:*

*facilitate their access to increased federal government procurement opportunities; enhance their ability to compete at the prime and subcontract levels; promote their knowledge of new government contracting initiatives (e-Buy and Sub-Net); and make it easier for them to conduct business with the federal government.*

### *Acquisition Network (AcqNet)*

AcqNet provides information to acquisition personnel throughout the country on federal procurement. The most recent procurement rules, regulations, testimony, and policy are available on this site.

<http://www.arnet.gov>

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### *Central Contractor Registration (CCR)*

Both current and potential government vendors are required to register in the CCR in order to be awarded contracts by the Department of Defense, Transportation, and Treasury and the National Aeronautics and Space Administration. A vendor must be registered in the CCR prior to the award of a contract.

<http://www.ccr.gov>

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## *Department of Defense (DoD) EMall*

The DoD EMALL is an internet-based electronic catalog system run by the Defense Logistics Agency that is available to federal buyers. The EMALL uses a powerful search engine to access product information from a wide variety of government- and supplier-managed catalogs. The EMALL includes spare parts and logistics support items traditionally procured and inventoried by DoD and a wide variety of commercial products available from private industry. The DoD EMALL brings together government customers who need commercial and military products and DoD-approved vendors. Customers can browse through electronic catalogs to compare price, delivery terms, and payment options, and purchase on-line the product that best suits their need.

[\*http://dodemall.dla.mil\*](http://dodemall.dla.mil)

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## *Department of Defense (DoD) Subcontracting Directory*

This web site lists all major DoD prime contractors by state and provides points of contact (Small Business Liaison Officer) within each firm.

[\*http://www.acq.osd.mil/sadbu/publications/subdir/index.html\*](http://www.acq.osd.mil/sadbu/publications/subdir/index.html)

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## *e-Buy*

On August 7, 2002, the General Services Administration (GSA) officially launched e-Buy, an on-line Request for Quotes (RFQ) tool that offers federal buyers more search capability in the electronic marketplace. e-Buy allows RFQs and quotes to be exchanged electronically between federal buyers and schedule contractors. e-Buy eliminates the need for mailing and faxing, allows electronic orders to be placed, and improves search capabilities for items such as closing dates and performance and evaluation criteria.

[\*http://www.gsaadvantage.gov\*](http://www.gsaadvantage.gov) *Click on e-buy.*

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## *Federal Business Opportunities (FedBizOpps)*

This is the single point of universal electronic public access on the Internet for government-wide, federal procurement opportunities/solicitations that exceed \$25,000. Government buyers post business opportunities on the FedBizOpps site. Commercial vendors seeking federal markets for their products and services can search, monitor, and retrieve opportunities/solicitations posted by



the entire federal contracting community through this portal. FedBizOpps also sends feedback to vendors through an e-mail notification service. Vendors can receive general procurement announcements, notices of solicitations, and information on presolicitations.

<http://www.fedbizopps.gov>

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## *Federal Procurement Data Center (FPDC) and Federal Procurement Data System (FPDS)*

The Federal Procurement Data Center (FPDC) operates and maintains the Federal Procurement Data System (FPDS). The FPDS is the central repository of statistical information on federal contracting. The system contains detailed information on contract actions over \$25,000 and summary data on procurements of less than \$25,000. The system identifies who bought what, from whom, for how much, when and where. The FPDS maintains historical contracting information dating back to 1978.

<http://www.fpdc.gov>

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## *Federal Procurement Forecasts*

Forecasts help vendors identify procurements that offer opportunities for their participation early in the acquisition process. They also help to enhance vendors' knowledge of requirements and increase competition for government contracts. The forecasts are for planning purposes only. They provide information such as description code, estimated dollar value, fiscal year, contracting officer, phone number, target award date, and method of procurement.

***Sample agency procurement forecasts can be found at:***

***Agriculture – <http://www.usda.gov/da/smallbus>***

***Air Force – <http://www.selltoairforce.org/aflrae/lrae.asp>***

***Army – <http://www.sellingtoarmy.info>***

***Commerce – <http://www.osec.doc.gov/osdbu/Forecast03.htm>***

***Defense – <http://www.acq.osd.mil/sadbu>***

***Education – <http://www.ed.gov/offices/OCFO/contracts/forecast.html>***

***Energy – <http://hqlnc.doe.gov/support/SmallBusUtil.nsf/Index>***

*Environmental Protection Agency – <http://www.epa.gov/oam>*

*General Services Administration – [http://www.gsa.gov/Portal/content/pubs\\_content](http://www.gsa.gov/Portal/content/pubs_content)*

*Health and Human Services – <http://www.hhs.gov/osdbu/publications/forecast.html>*

*Housing and Urban Development – <http://www.hud.gov/offices/cpo/4cast.cfm>*

*Interior – <http://ideasec.nbc.gov/forecast>*

*Justice – [http://www.usdoj.gov/jmd/osdbu/forecast\\_2003.htm](http://www.usdoj.gov/jmd/osdbu/forecast_2003.htm)*

*Labor – [http://www.apps.dol.gov/contract\\_grant/report\\_inter.asp](http://www.apps.dol.gov/contract_grant/report_inter.asp)*

*National and Aeronautics Space Administration – <http://prod.nais.nasa.gov/cgi-bin/nais/forecast.cgi>*

*Navy – <http://www.hq.navy.mil/sadbu/Marketinfo.htm>*

*Social Security Administration – <http://www.ssa.gov/oag>*

*State – <http://www.statebuy.gov>*

*Transportation – <http://osdbuweb.dot.gov/business/procurement/forecast.html>*

*Treasury – <http://www.treas.gov/sba/getsic.html>*

*Veterans Affairs – <http://www.va.gov/partners/buspart/index.htm>*

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## *General Services Administration (GSA) ADVANTAGE!*

GSA Advantage! is an internet-based electronic ordering system that provides on-line shopping for customers. Agencies can search through all GSA sources of supply and select the item that is the best value for their requirements. Customers are provided quick and easy access to products and services.

*<http://www.gsaadvantage.gov>*

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## *General Services Administration (GSA) Federal Supply Schedules*

The GSA is responsible for managing the Federal Supply Services. Under Multiple Award Schedules, GSA awards contracts to multiple responsible companies offering comparable commercial services and products at varying prices. These contracts allow federal customers to acquire millions of services and products from commercial vendors. The schedules cover a wide variety of commercial items from office supplies and construction and building materials to information technology equipment and services ranging from landscaping to graphic design.

*<http://pub.fss.gsa.gov/schedules>*

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## *Javits-Wagner-O'Day (JWOD) Program*

The JWOD Program is a federal socioeconomic procurement program that creates job opportunities for Americans who are blind or have other severe disabilities. As a mandatory source of supply, nonprofit agencies associated with the JWOD Program offer a wide variety of products and services to the federal government. JWOD-associated nonprofit agencies also perform services at federal offices

and military installations. These service contracts incorporate recycled and biobased products.

<http://www.jwod.gov>; <http://www.nib.org>; <http://www.nish.org>

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## *Procurement Marketing and Access Network (PRO-Net)*

PRONet is an electronic gateway of procurement information for and about small businesses. It is a search engine for contracting officers, a marketing tool for small firms, and a "link" to procurement opportunities. It is an Internet-based database of information on more than 200,000 small, disadvantaged, 8(a), and women-owned businesses. It is free to federal and state government agencies as well as prime and other contractors seeking small business contractors, subcontractors, and/or partnership opportunities.

<http://www.pro-net.sba.gov>

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## *Procurement Technical Assistance (PTA) Program*

The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the Procurement Technical Assistance (PTA) Cooperative Agreement Program. The PTA Centers are a local resource available that can provide assistance to business firms in marketing products and services to the federal, state, and local governments.

<http://www.dla.mil/db/procurem.htm>

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## *Small Business Development Centers (SBDCs)*

The U.S. Small Business Administration (SBA) administers the Small Business Development Center (SBDC) Program to provide management assistance to current and prospective small business owners. SBDCs offer one-stop assistance to small

businesses by providing a wide variety of information and guidance. There are now 58 SBDCs with a network of nearly 1,100 service locations. Their services include, but are not limited to, assisting small businesses with financial, marketing, organization, engineering and technical issues.

<http://www.sba.gov/sbdc>

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### *Subcontracting Network (Sub-Net)*

This new database, recently brought on-line by the Small Business Administration, is being used to post subcontracting opportunities. These may or may not be reserved for small businesses and they may include other solicitations or notices, including notices of sources for subcontractors on future contracts. Sub-Net is used by federal agencies, state and local governments, and educational entities.

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

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*Prepared by Buy Bio*

Under the “Buy Bio” Program initiative, federal agencies led by the Departments of Energy and Agriculture are working in partnership to develop strategies for leveraging the federal government’s purchasing power in order to promote the preferential procurement of biobased products and bioenergy. Within each federal agency, this effort will help implement the mandatory preferred procurement requirements for biobased products contained in Section 9002 of the Farm Security and Rural Investment Act of 2002 (Public Law 107-171).