



# ***How to do Business with Letterkenny Army Depot***

***Presented by:***

**Joanna L. Rodriguez**

**Contracting Officer,**

**Letterkenny Contracting Office-ACC**

**8 June 2011**



# ***Army Contracting Command Mission & Vision Statement***

## **Mission**

**Provide global contracting support to warfighters through the full spectrum of military operations**

## **Vision**

**A professional workforce providing quality contracting solutions in support of our warfighters**



# ***Army Contracting Command Strategic Priorities***

- ***Grow & develop a professional civilian and military workforce***
- ***Establish & develop an expeditionary contracting capability***
- ***Maintain superior customer focus***
- ***Standardize, improve and assure quality business processes and policies across the organization***
- ***Obtain and maintain needed resources***



# *Basics*

- The US Army has prepared a **"13 Steps"** presentation (<http://www.sellingtoarmy.info/User/Misc/13Steps.aspx>), to help understand sometimes complex process of selling to the Army.
- ***Most critical*** is that you register your business on the Central Contractor Registration (CCR) ([www.ccr.gov](http://www.ccr.gov)) web site. This is a ***"self" certification***.

## ***You will need to obtain :***

- 1) a ***Dunn and Bradstreet number*** (<http://fedgov.dnb.com>) as part of registration
- 2) a ***Tax Identification Number (TIN) & Taxpayer Name***
- 3) **Statistical information about your business**
- 4) ***Electronic Funds Transfer (EFT) Information***



## *Basics Continued...*

- During the certification process you will be asked what goods and/or services you sell
- *North American Industry Classification System (NAICS)*
- Select the appropriate codes that you qualify under
- *For NAICS codes, go to the Table of Size Standards maintained by the Small Business Administration*



# *How do I Market to Letterkenny Army Depot & the U.S. Army?*

- **First:** *Know your Customer*
- **Second:** *Know your business (what you do well)*
- *There is prior acquisition data available to get specific information about what is being purchased by the Government.*
- **Two excellent sources are:**
  - 1) ***Federal Procurement Data System*** (FPDS) (<https://www.fpds.gsa.gov>)
  - 2) ***USASpending*** ([www.usaspending.gov](http://www.usaspending.gov))



# ***Top Ten NAICS***

- 336350 Motor Vehicle Transmission and Power Train Parts Manufacturing*
- 333618 Other Engine Equipment Manufacturing**
- 336399 All Other Motor Vehicle Manufacturing*
- 332212 Hand and Edge Tool Manufacturing**
- 332813 Electroplating, Plating, Polishing, Anodizing and Coloring*
- 811219 Other Electronic and Precision Equipment Repair and Maintenance**
- 811118 Other Automotive Mechanical and Electrical Repair and Maintenance*
- 335312 Motor and Generator Manufacturing**
- 333515 Cutting Tool and Machine Tool Accessory Manufacturing*
- 336419 Other Guided Missile and Space Vehicle Parts and Auxiliary Equip. Mfg.**



# ***Contract Opportunities***

- ***Federal business opportunities (greater than \$25K) are posted on: <http://www.fedbizopps.gov>***
- ***This is a single point of entry for the federal Government and should be monitored daily***
- ***For opportunities valued between \$10K and \$25K, visit the Army Single Face to Industry (ASFI) website at: <https://acquisition.army.mil/asfi>***





# ***Points of Contact***

## ***Small Business Specialist***

**Tanya Brown**

**717-267-5395**

**tanya.brown@us.army.mil**

## ***Contracting Officer***

**Joanna Rodriguez**

**717-267-5620**

**joanna.rodriguez@us.army.mil**

## ***Director of Contracting***

**Kathy Salas**

**717-267-9007**

**kathy.salas@us.army.mil**