

Defense Security Service Office of Small Business Programs





Topics

- *Doing Business with the Government*
- *What DSS has historically purchased*
- *How DSS purchases products and services*
- *Small business goals for past fiscal years*

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Doing Business with the Government

- **Getting started:** All vendors must have a Data Universal Numbering System (D-U-N-S) number which can be obtained for free from Dun & Bradstreet (<http://fedgov.dnb.com/webform>) and be registered in the System for Award Management (SAM) (<https://www.sam.gov>).
- **Online Representations and Certifications Application (ORCA):** This replaces the paper representations and certifications previously required under Section K of solicitations and is now part of [SAM](#).
- **Getting paid:** All vendors must submit invoices through the WideArea Workflow (WAWF) website. (<https://wawf.eb.mil/>)
- **Past Performance Ratings:** Contractor Performance Assessment Reporting System (CPARS) is used to document contractor performance information that is required by Federal Regulations. (<https://www.cpars.gov/>)
- **Federal Awardee Performance and Integrity Information System (FAPIIS):** Web-based tool that allows the Government to track performance information, including terminations for cause or default and defective cost and pricing data. This information is added to the Federal Past Performance Retrieval System (PPIRS) and is used to support future acquisitions.





Doing Business with the Government

Helpful Websites

- **U.S. Small Business Administration (SBA):** (<https://www.sba.gov/>)
- **Acquisition.Gov:** *Website that offers helpful information regarding Federal procurements.* (<https://www.acquisition.gov/>)
- **Federal Acquisition Regulation (FAR):**
(<https://www.acquisition.gov/far/>)
- **Defense Federal Acquisition Regulation Supplement (DFARS):**
(<http://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html>)
- **FARSite:** (<http://farsite.hill.af.mil/>)





What DSS Purchases

Top 15 North American Industry Classification System (NAICS) for FY2015

NAICS Code	NAICS Description	Total Dollars
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$26,146,132.27
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$24,861,406.60
541519	OTHER COMPUTER RELATED SERVICES	\$10,862,386.92
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$8,030,222.75
511210	SOFTWARE PUBLISHERS	\$4,124,705.84
541211	OFFICES OF CERTIFIED PUBLIC ACCOUNTANTS	\$3,715,454.80
611430	PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING	\$3,394,229.45
541330	ENGINEERING SERVICES	\$1,878,482.77
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	\$1,567,690.24
811212	COMPUTER AND OFFICE MACHINE REPAIR AND MAINTENANCE	\$1,292,597.36
561612	SECURITY GUARDS AND PATROL SERVICES	\$1,236,750.90
611420	COMPUTER TRAINING	\$983,069.98
561621	SECURITY SYSTEMS SERVICES (EXCEPT LOCKSMITHS)	\$866,500.45
519190	ALL OTHER INFORMATION SERVICES	\$818,882.60
611710	EDUCATIONAL SUPPORT SERVICES	\$720,250.00





What DSS Purchases

Top 15 Services by Product or Service Code (PSC) for FY2015

PSC Code	Product or Service Description	Total Dollars
D301	IT AND TELECOM - FACILITY OPERATION AND MAINTENANCE	\$16,280,273.60
R699	SUPPORT - ADMINISTRATIVE: OTHER	\$7,076,381.16
D399	IT AND TELECOM - OTHER IT AND TELECOMMUNICATIONS	\$6,685,721.70
R408	SUPPORT - PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT	\$5,639,133.12
D318	IT AND TELECOM - INTEGRATED HARDWARE/SOFTWARE/SERVICES SOLUTIONS, PREDOMINANTLY SERVICES	\$4,339,858.62
AD26	R&D - DEFENSE OTHER: SERVICES (MANAGEMENT/SUPPORT)	\$4,013,588.67
R703	SUPPORT - MANAGEMENT: ACCOUNTING	\$3,715,454.80
R799	SUPPORT - MANAGEMENT: OTHER	\$3,006,524.84
U008	EDUCATION/TRAINING - TRAINING/CURRICULUM DEVELOPMENT	\$2,771,913.96
AZ15	R&D - OTHER RESEARCH AND DEVELOPMENT (OPERATIONAL SYSTEMS DEVELOPMENT)	\$2,738,000.00
R499	SUPPORT - PROFESSIONAL: OTHER	\$2,391,797.49
R704	SUPPORT - MANAGEMENT: AUDITING	\$2,071,983.34
D308	IT AND TELECOM - PROGRAMMING	\$1,859,588.94
D307	IT AND TELECOM - IT STRATEGY AND ARCHITECTURE	\$1,692,883.44
D310	IT AND TELECOM - CYBER SECURITY AND DATA BACKUP	\$1,412,096.76





What DSS Purchases

Top 10 Supplies by Product or Service Code (PSC) for FY2015

PSC Code	Product or Service Description	Total Dollars
7030	ADP SOFTWARE	\$9,855,807.62
7050	ADP COMPONENTS	\$2,654,349.42
7010	ADPE SYSTEM CONFIGURATION	\$2,098,569.61
7035	ADP SUPPORT EQUIPMENT	\$476,516.15
3610	PRINTING, DUPLICATING, AND BOOKBINDING EQUIPMENT	\$431,797.03
7020	ADP CENTRAL PROCESSING UNIT (CPU, COMPUTER), ANALOG	\$249,962.88
7110	OFFICE FURNITURE	\$235,632.77
5810	COMMUNICATIONS SECURITY EQUIPMENT AND COMPONENTS	\$49,465.23
5805	TELEPHONE AND TELEGRAPH EQUIPMENT	\$30,446.08
9905	SIGNS, ADVERTISING DISPLAYS, AND IDENTIFICATION PLATES	\$22,020.50





How DSS Purchases

Acquisitions Bulletin Board

Vendors may find DSS solicitations for requirements whose cost is estimated between \$15,000 and \$25,000 are posted at <http://www.dss.mil/oa/index.html>. To ensure receipt of all RFQ revisions, vendors interested in quoting are encouraged to contact the contract specialist listed in the RFQ.

Federal Business Opportunities (<https://www.fbo.gov/>) Postings

Pursuant to FAR 5.101 and 5.301, required contract actions expected to exceed \$25,000 shall be posted to FBO.gov. DSS will also post justifications and approvals for other than full and open competition to the FBO website. When searching for DSS opportunities, in the Agency field specify "Other Defense Agencies/Defense Security Service".





How DSS Purchases

U.S. General Services Administration (GSA): eBuy
(https://www.gsaadvantage.gov/advantage/ebuy/start_page.do?app=ebuy&source=elibrary)

Government-Wide Acquisition Contracts (GWACs)

- *GSA* (<http://www.gsa.gov/portal/content/104874>)
- *NASA Solutions for Enterprise-Wide Procurement (SEWP)*
(<http://www.sewp.nasa.gov/>)





Small Business Goals

Fiscal Year	Goal	Actual
<i>2016</i>	<i>51.00%</i>	<i>64.96%</i>
<i>2015</i>	<i>50.00%</i>	<i>65.65%</i>
<i>2014</i>	<i>50.00%</i>	<i>64.35%</i>
<i>2013</i>	<i>55.49%</i>	<i>46.81%</i>
<i>2012</i>	<i>55.49%</i>	<i>45.22%</i>
<i>2011</i>	<i>34.31%</i>	<i>52.50%</i>
<i>2010</i>	<i>23.00%</i>	<i>48.70%</i>
<i>2009</i>	<i>23.00%</i>	<i>31.65%</i>

