

Internet Guide to Expanding Your Customer Base

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Agenda

- * Register Your Profile
- Classify Your Business
- Certify Your Firm
- Register Your Profile
- Identify Codes
- Acquisition Forecasts
- Subcontracting Directories
- Find New Customers
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 - Defense Supply Center (s)
 - Army
 - Air Force
 - Navy
 - NASA
 - State Government
 - Foreign Government
 - Bid Match
 - Assistance Centers

Classify Your Business

- * Construction
- * Services
- * Commercial Commodities
- * MIL-SPEC Manufacturing

North American Industry Classification System

- * Census Bureau provides NAICS Codes and Definitions on-line.

<http://www.census.gov/epcd/www/naics.html>

- * Best source for looking up NAICS/SIC Codes:
<http://www.census.gov/epcd/naics02/>

- * Table of Size Standards by NAICS Code:
<http://www.sba.gov/size/indexableofsize.html>

Certify Your Firm (?)

- * Socioeconomic programs
- * Federal Certification
- * State Certification
- * City of Houston
- * Houston Minority Business Certification
- * Women's Business Enterprise Alliance

Register Your Company Profile!

- * CCR: www.ccr.gov
- * Orca: <http://orca.bpn.gov/>
- * SubNet: <http://web.sba.gov/subnet>
- * Vetbiz : (for Veteran-owner)
www.vetbiz.gov
- * CMBL: (State of Texas)
<http://www.tbpc.state.tx.us/>

CMBL Registrations

- * Centralized Masters Bidders List (CMBL)
 - State of Texas vendors are responsible for maintaining an active profile
 - Yearly fee of \$70.00 payable to the Texas Building and Purchasing Commission
 - HUB Certification is not a requirement

Identify Codes that Describe Your Product/Service

- * **PCG:** Procurement Classification Group
- * **FSC:** Federal Stock Class – Commodity
http://www.supply.dla.mil/build_fsc.asp
- * **PSC:** Product Service Codes - Service
- * **NSN Procurement Item:**
https://pcmt.dscr.dla.mil/pls/pcmt/ext_item.main

Acquisition Forecasts

* Acquisition Central:

http://acquisition.gov/comp/procurement_forecasts/index.html

- [Department of Agriculture \(USDA\)](#)
- [Department of Commerce \(DOC\)](#)
- [Department of Defense \(DOD\)](#)
- [Department of Education \(ED\)](#)
- [Department of Energy \(DOE\)](#)
- [Department of Health and Human Services \(HHS\)](#)
- [Department of Homeland Security \(DHS\)](#)
- [Department of Housing and Urban Development \(HUD\)](#)
- [Department of Justice \(DOJ\)](#)
- [Department of Labor \(DOL\)](#)
- [Department of State \(DOS\)](#)
- [Department of the Interior \(DOI\)](#)
- [Department of the Treasury](#)
- [Department of Transportation \(DOT\)](#)
- [Department of Veterans Affairs \(VA\)](#)

Sub-Contracting Directories

- * SBA Subcontracting Directory

<http://www.sba.gov/GC/indexcontacts-sbsd.html>

- * DoD Subcontracting

Directory http://www.acq.osd.mil/osbp/doing_business/subdir-2005-11.pdf

- * AF Small Business Specialist

<http://selltoairforce.org/General/PDF%20Pocket%20Guides.pdf>

Find New Customers (Federal)

- * FedBizOpps

- <http://www.fedbizopps.gov>

- * Fedbizopps is the official site, used by all Federal Agencies for solicitations over \$25K. Automatic notifications, online searches, archived solicitations/awards are available.

Procurement Leads

- * CBNET

<http://cbdnet.access.gpo.gov>

Postings to the CBDNet ceased on 1/1/02.
Archived information is available. Database
contains data prior to 2002 ONLY

- * Softshare

<http://www.softshare.com/isearch>

Free registration required. Very good
for Federal, State, and Local leads.

Defense Supply Center Richmond (DSCR)

- * DSCR Vendor Information for Richmond
<http://www.dscr.dla.mil/Business-Opportunities.asp>
- * NSN Lookup:
http://pcmt.dscr.dla.mil/pls/pcmt/ext_item.main
- * FOIA Instructions Freedom of Information Act
Instructions.
<http://www.dscr.dla.mil/userweb/foia/foiahm.htm>
- * Small Business Office
http://www.dscr.dla.mil/userweb/sbo/small_business_office.htm

Defense Supply Center Philadelphia (DSCP) G & I Directorate

- * DSCP has moved its EBB to BSM
<https://ww.dibbs.bsm.dla.mil/>
- * Small Business Office Small Bus
<http://www.dscp.dla.mil/sbo>
DISC Small Business Office information and
contacts

DSCP Medical Supplies and Services

- * DSCP Medical Material
Medical Material
<https://dmmonline.dscp.dla.mil>

- * Doing Business with VA
Veterans Administration Medical Purchasing
<http://www1.va.gov/oamm/oa/dbwva/index.cfm>
VA Advantage Catalog;
<http://vaadvantage.gsa.gov>

- * DoD Medical Links DoD Medical Links
http://home.pcisys.net/~pwebber/dod_med.htm ¹⁵

Defense Supply Center Columbus (DSCC)

- * Doing Business
<http://www.dsccl.dla.mil/selling/roadmap.html#Admin>
- * DSCC Internet Bid Board System (DIBBS)
<http://dibbs.dsccl.dla.mil>
- * DSCC Forecast: <http://dibbs.dsccl.dla.mil/AcqForecast/>
- * Small Bus. Office
<http://www.dsccl.dla.mil/offices/smbusiness/index.html>

GSA Markets

- * GSA Regional Offices LINK
- * "GSA Number"
- * Federal Supply Service (FSS) Link Page
schedules E-Library
- * Schedules Sales Query
- * GSA - Advantage Program

Defense Logistics Agency (DLA)

- * DLA Material Management: <http://www.dla.mil>
- * DLA Supply & Service Center: <http://www.supply.dla.mil>
- * Links to DLA Supply Center SB Programs Office Web Sites
<http://www.dla.mil/db/sites.htm>
- * List of DLA Contracting enters:
<http://www.dla.mil/db/sites.htm>

DLA DIBBS BSM

- * DIBBS allows users to search and view Request For Proposals (RFPs)
- * Invitations For Bid (IFBs), awards and other procurement information related to BSM
- * The web site address is <https://Www.Dibbs.Bsm.Dla.Mil/>

Army

Small Business Office: <http://www.sellingtoarmy.info>

Army Small Business Office

Locator [http://www.sellingtoarmy.info/
User/Misc/SearchASBS.aspx](http://www.sellingtoarmy.info/User/Misc/SearchASBS.aspx)

Rebuilding Iraq: www.rebuilding-iraq.net

US Army Corps of Engineers

<http://www.hq.usace.army.mil/hqsb/contracting.htm>

Air Force

- * Welcome to AF Contracting
<http://www.safaq.hq.af.mil/contracting/header.cfm>
- * AF Base Locator
<http://www.selltoairforce.org/Locator/states.asp>
- * Air Force Small Business Office
<http://www.selltoairforce.org>
- * Army & Air Force Exchange Service
<http://www.aafes.com/pa/selling/index.html>

Navy

Base Locator <http://www.hq.navy.mil/sadbu/hca.htm>

E-Solicitations: <http://www.esol.navfac.navy.mil>

NECO - Navy Electronic Commerce Online
<http://www.neco.navy.mil>

Naval Facilities Engineering Command
<https://portal.navfac.navy.mil>

Navy Small Business Office
<http://www.hq.navy.mil/sadbu/default.htm>

NASA

- * NASA Acquisition Internet Service
<http://procurement.nasa.gov>
- * JSC Procurement (External)

State Bid Opportunities

State of Texas/ Bid Opportunities

<http://www2.tbpc.state.tx.us/bids/openmarket/index.html>

All States

http://www.aptac-us.org/new/Govt_Contracting/links/?c=327

Foreign Customers

- * Search Trade Leads

http://www.export.gov/tradeleads/exp_trade_leads_index.asp

For new, pre-qualified trade opportunities and foreign government tender announcements that are available to U.S. exporters.

Houston Export News

<http://www.buyusa.gov/houston/newsletters.html>

Automatic Bid Notice BSM Web-site

- * The website address for the SIRC page of BSM is:
<http://www.dla.mil/j-6/bsm/SIRC/default.asp>
- * The website address for DIBBS is: (Please not the “s” on
http when entering the address)
<http://www.dibbs.bsm.dla.mil/>
- * Bid-Search: <http://www.bid-search.com/databases/search.htm>
Free commercial source for archived and current leads
for federal, state, and local government

PTAC Resources

Procurement Technical Assistance Centers

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

U of H PTAC provides assistance to businesses in and around southeast Texas selling to Federal, State and Local Governments and to Prime Contractors. Contact Carey White for assistance: cwhite@uh.edu