

Doing Business with Local Installations



WASHINGTON
PTAC

A program of the Thurston EDC

Agenda

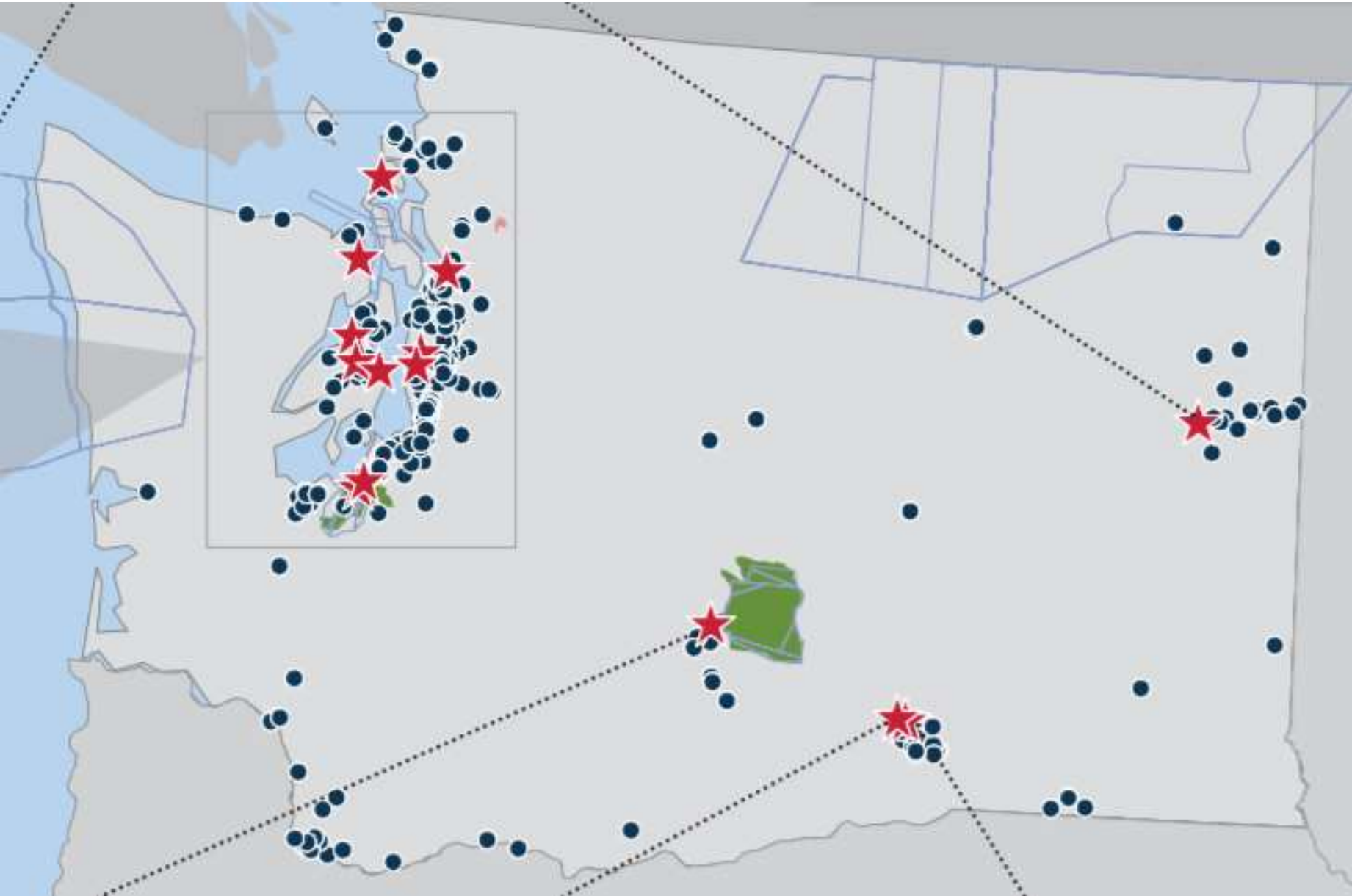
- Installation Overview
- Getting Registered
- Market Research



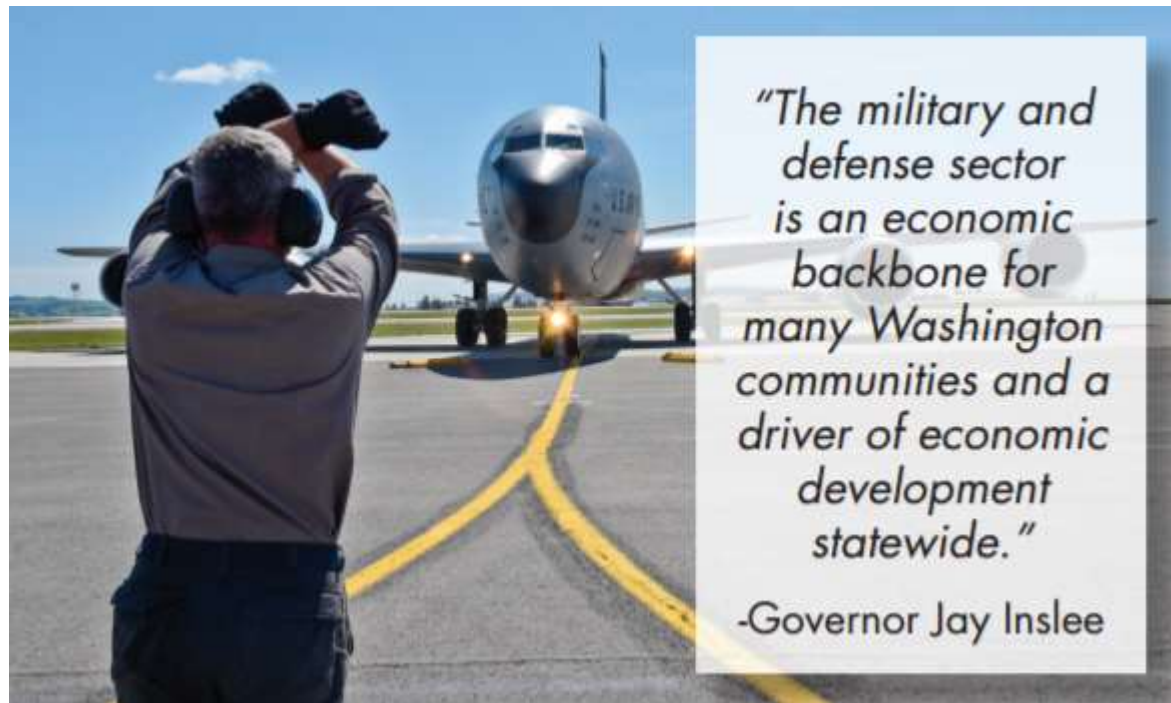
Washington's
Military
presence is
significant



Name that Installation!



- 10 Installations
- \$66.3 million Sq Feet of facilities on 940,000 acres
- 1,900 Prime Contracts totaling \$7.6 Billion awarded to Washington firms in 2014



"The military and defense sector is an economic backbone for many Washington communities and a driver of economic development statewide."

-Governor Jay Inslee

Navy

- Know which Navy
 - NAVFAC – Naval Facilities
 - NAVSUP – Navy Supply
 - NAVSEA – Naval Sea Systems Command
 - NAVAIR – Naval Air Systems Command
 - others



Fairchild Airforce Base

- Home of 92nd Air Refueling Wing
- 141st Air refueling Wing (Air Nat'l Guard)
- 336th Training Group (SERE Specialists)
- Joint Personnel Recovery Agency
- others



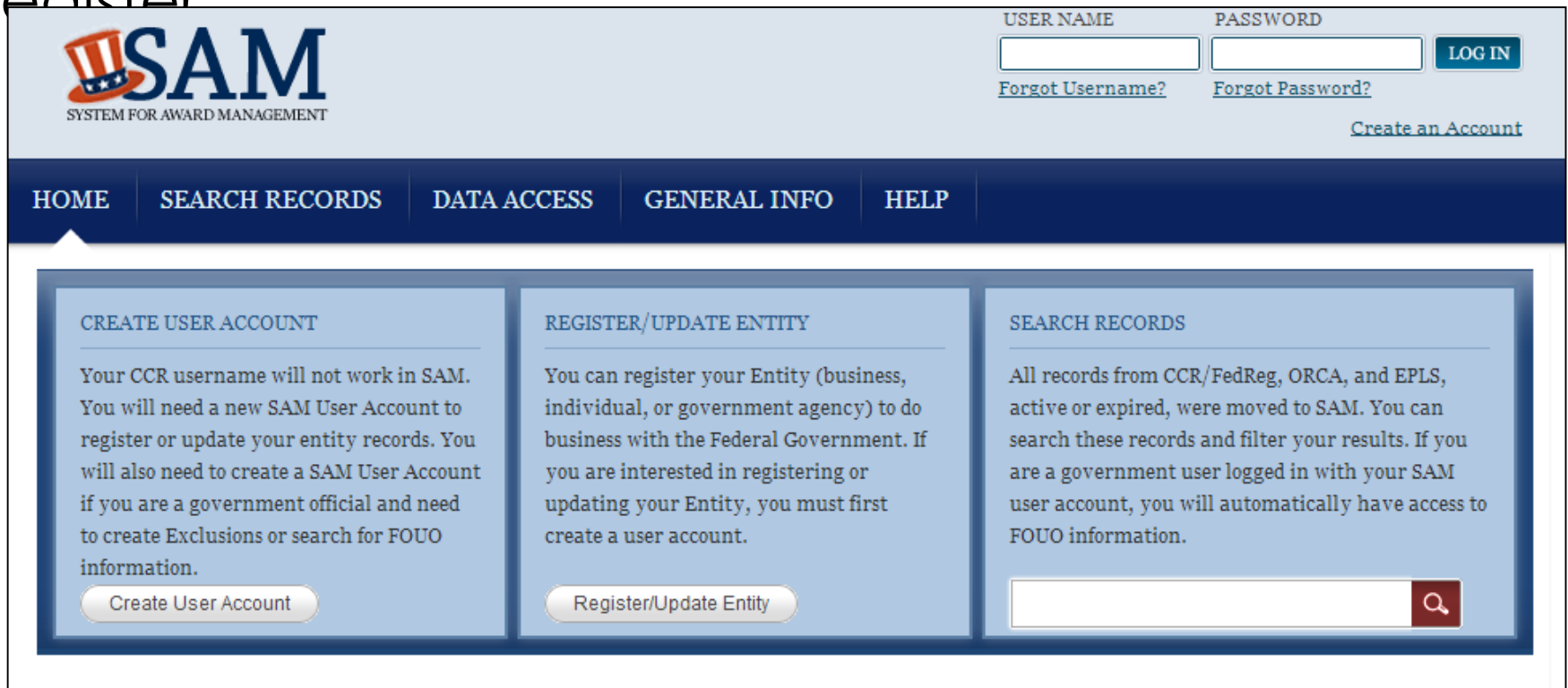
➤ *Getting Registered*



Getting Registered to Sell

Register your business at www.sam.gov. FREE!

Contact a PTAC counselor for a guide to help you register



The screenshot shows the SAM website interface. At the top left is the SAM logo with the text "SYSTEM FOR AWARD MANAGEMENT". To the right are input fields for "USER NAME" and "PASSWORD", a "LOG IN" button, and links for "Forgot Username?" and "Forgot Password?". A "Create an Account" link is located at the bottom right of the login section. Below this is a dark blue navigation bar with links for "HOME", "SEARCH RECORDS", "DATA ACCESS", "GENERAL INFO", and "HELP". The main content area is divided into three columns:

- CREATE USER ACCOUNT:** Text states "Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information." A "Create User Account" button is at the bottom.
- REGISTER/UPDATE ENTITY:** Text states "You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account." A "Register/Update Entity" button is at the bottom.
- SEARCH RECORDS:** Text states "All records from CCR/FedReg, ORCA, and EPLS, active or expired, were moved to SAM. You can search these records and filter your results. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information." A search input field with a magnifying glass icon is at the bottom.

Getting Registered to Sell

Dynamic Small Business Search/SBA Profile

Your business resume! Update through SAM.



SBA Search Results

[Print](#) [Exit](#) [Help](#)

[DSBS](#) [Quick Market Search](#) [TM OnLine](#)

SBA Search Results

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities
1	GROAT BROS, INC. RICHFIELD WOOD WASTE	DENNIS GROAT	608 W SCOTT AVE WOODLAND, WA 98674-9585	Groat Brothers provides various trucking and hauling means for demolition wastes and also provides excavation, grading, construction. We also provide snow removal.
2	3 D CONTRACTING INC/ WESTERN STATES CONSTRUCTION J V	DENNIS COLLINS	1510 SCHAFFRAN RD CASTLE ROCK, WA 98611-9711	
3	WOOLEVER VOCATIONAL, LLC WEST COAST TRAINING	JEFFERY WOOLEVER	3805 DIKE RD WOODLAND, WA 98674-9725	
4	THE NESTAVAL CORPORATION	SANDRA NESTAVAL	1311 BLOYD ST KELSO, WA 98626-5603	Heavy and Highway (streets, roads, site grading, clearing remediation).
5	FREMONT VILLAGE FREMONT VILLAGE	MELANIE REDDICK	1416 3RD AVE LONGVIEW, WA 98632-3252	

Register to Find Opportunities – FBO.gov

www.fbo.gov

The screenshot shows the FBO.gov homepage with several key sections and annotations:

- Navigation Bar:** Home, Getting Started, General Info, Opportunities, Agencies, Privacy.
- Search Section:** "Search more than 29,600* active federal opportunities." Includes filters for Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), and Type (Any). A search box contains the text "for the advanced search form" which is circled in blue. A blue arrow labeled "Advanced Search" points to this link.
- RECOVERY Section:** "FBO now contains Recovery and Reinvestment Act actions." Includes buttons for "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS". Below are links for "FBO RECOVERY REPORTS" (Opportunities and Awards) and "Click here to learn more."
- USER GUIDES Section:** Includes links for Buyer, Vendor, Engineer, and Location / Agency Admin. A blue arrow labeled "User Guides" points to this section.
- DEMONSTRATION VIDEOS Section:** "Watch demonstration videos designed to familiarize you with the features and functionality of the new FBO." Includes a "Watch the Videos" link. A blue arrow labeled "Demonstration videos" points to this section.
- Vendors / Citizens Section:** "Vendors and citizens may search, monitor, and retrieve opportunities." Includes a login form with fields for Username and Password, and a "Login" button. Links for "Find Opportunities", "Register Now", "Password Reminder", and "Recovery FAQs" are provided. A blue circle highlights this entire section.
- Buyers / Engineers Section:** "Government users may post, receive, and award contracts." Includes a "Login" button. A blue arrow labeled "Log on & create search agent" points to this section.
- Location / Agency Administrators Section:** Includes links for "Login Here" and "Register Now".
- ADDITIONAL RESOURCES Section:** Lists various resources such as FAQs, Federal Service Desk, Recovery.gov, Whitehouse.gov/recovery/, Business Partner Network (BPN), Federal Agency Business Forecasts, Federal Assets Sales, Federal Grants, USA.gov, and Minority Business Development Agency.

➤ *Market Research*



Do They Buy What I Sell? How?

- FBO.gov – What government has bought in the past, what they are buying now
- USASpending.gov and FPDS.gov – What government has bought from in the past, who they've purchased from.
- Your competition - who is registered to sell to government?
www.sam.gov and <http://dsbs.sba.gov>



Who buys for JBLM?

- Mission Installation Contracting Command **W911S8**
- US Army Corps of Engineers, Seattle District **W912DW**
- U.S. Army Medical Command, Western Regional Contracting Office **W91YU**
- Defense Logistics Agency www.dla.gov
- General Service Administration www.gsa.gov

What's not here?

- Existing Contracting Vehicles
- Small dollar buys
- Subcontracting
- Activity generated by government contracting
- Purchases made with MWR, unit, family readiness, and other discretionary funds
- AAFES/PX

Washington PTAC Program

The Procurement Technical Assistance Center assists Washington State businesses in selling to federal, state and local governments.

- Finding opportunities to bid
 - Interpreting solicitations and regulations
 - Certifications & registrations
 - Marketing to government buyers
- ...and much more

We provide these **FREE** services through:

- Workshops
- One-on-one Counseling Sessions
- Matchmaking events
- Optional Bid Match service (*fee-for service*)





Serving businesses throughout Washington State

Contact a Washington PTAC counselor near you today.



1: Kitsap Economic Development Alliance

Mary Jo Juarez, Kathy Cocus,

360.377.9499 | kitsap@washingtonptac.org



2: Thurston Economic Development Council

Dale Colbert, Kate Hoy, George Sharp

360.754.6320 | thurston@washingtonptac.org



3: Greater Vancouver Chamber of Commerce

Jeanet Santiago, Louise Fendrich

360.567.1051 | swwa@washingtonptac.org



4: Economic Alliance Snohomish County

Cate Taylor | 425.248.4223

CateT@economicalliancesc.org



5: Green River College

Darrell Sundell | 253.520.6267

king@washingtonptac.org



6: Bates Technical College

Tom Westerlund | 253.680.7054

pierce@washingtonptac.org



7: Greater Spokane Incorporated

Jessica Kirk | 509.321.3641

spokane@washingtonptac.org



8: Tri-City Regional Chamber of Commerce

Ashley Coronado | 509.491.3231

tricity@washingtonptac.org

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Questions, Comments?

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