



EDUCATION AND ACCESS FOR WOMEN
IN FEDERAL CONTRACTS



Give Me 5

- National program from WIPP & American Express OPEN designed to educate women business owners on how to apply for and secure federal procurement opportunities.
- Give Me 5 works to increase the representation of Women Business Owners that win government contracts by providing resources and information to make it easier for them to register their businesses with the Central Contractor Registry (CCR). This is a requirement to gain eligibility to apply for federal contracts.
- Women Business Owners could gain more than \$5 billion in annual revenues if the 5% contracting goal set by Congress was reached.



Women Impacting Public Policy (WIPP)

- The Voice for Women in Business in our Nation's Capital.
- National nonpartisan public policy organization that advocates for and on behalf of women in business, strengthening their voice in the legislative process, creating economic opportunities and building bridges and alliances to other small business organizations.
- Representing over half a million Women Business Owners including over fifty business organizations.
- Thirty local Instant Impact teams across the country engaging with legislative officials and the business community to advocate for Women Business Owners.



Course Title

Presented by:

Lourdes Martin-Rosa,

President of **Government Business Solutions** and
American Express OPEN's Advisor in Government Contracting



Why should I have a Capability Statement?

There are four key ingredients to making a favorable impression within the government marketplace:

1. Become familiar with the particular agency you are targeting.
2. Be prepared to deliver a concise “elevator speech” (a 30-second description of your expertise).
3. Presenting a business card which displays your CAGE, NAICS, Certifications, GSA Contract # and any other differentiators you may have.
4. Having a “Capability Statement”.



Building a Powerful Capability Statement

A Capability's Statement should contain particular information and be organized in a certain way for use in the government sector.

- Always identify your company's CAGE code. The reason for this is that a company has a CAGE code only if it's registered in the Central Contractor Registration (CCR), the federal government's vendor database.
- Identify your PSC/FSC and NAICS codes is very important. This means you know what they are and their significance.
- List any certifications and/or designations (8(a), WOSB, SDVOSB, Hub-zone), GSA Schedule Contract # and/or any other contract vehicles, s.a. BPA's, IDIQ's, MATCO etc.
- Your company's products/services expertise and how you are able to help this agency's mission.
- Your company's and/or teams past performance. Identify any past performance with a federal, state and/or local government agency. You may also list commercial experience.
- Clear identification of POC: Point of Contacts

Over a period of time, you'll want to develop several different versions of your capabilities statement, each tailored to a particular government sector audience.



SUCCESSFULLY MARKET YOUR COMPANY'S GOOD AND SERVICES

- There are over 60 federal agencies and departments
 - Narrow your search by identifying those agencies that purchase what your firm has to offer www.acquisition.gov
- Lay out the proper groundwork for successful capability development and marketing
 - Effectively market to only three, four or at the most five federal agencies
- Focus your search
 - What locations do you want to target?
 - Don't ignore sources sought notices!
 - What prime contractors should you target?
 - Is your price competitive?
 - When was the contract awarded?
- Electronic notification
 - Register to receive notices of opportunities in your areas of interest www.fbo.gov
 - List your company as an “Interested Vendor” in your Dynamic Small Business Search (DSBS) profile
- Contracting success with the Federal Government is determined by the same factors as in the commercial market
- Explore approved GSA Schedule vendors pricing catalogs www.gsa.gov



Government Contracts
VICTORY IN PROCUREMENT®

WONDERFUL COMPANY, LLC

Principal Name

Address

Phone Number

Fax Number

www.wonderfulcompany.com

email@wonderfulcompany.com

Certifications

(If applicable, list all certifications, schedules, and designations)

8(a) Certified (Case #)

HUBZone Certified

Small Disadvantaged Business (SDB #)

Women-Owned Small Business

Service Disabled Veteran-Owned Business,

GSA (IT, MOBIS...) Schedule: GS-XXX-XXXXXX

Other certifications relevant to the Forecast opportunity being sought

Company Overview

Wonderful Company, LLC is a certified _____.

Wonderful Company, LLC provides _____.

Wonderful Company, LLC has XX employees and has been in business since 19XX.

Wonderful Company, LLC has the following core competencies:

- Core competency 1 (Must be similar in nature and relevant to the Forecast opportunity being sought.)
- Core competency 2 (Must be similar in nature and relevant to the Forecast opportunity being sought.)
- Core competency 3 (Must be similar in nature and relevant to the Forecast opportunity being sought.)

Government, Quasi-Public or Private Sector Experience

(Experience performed within the preceding three years and is similar in nature and relevant to the Forecast opportunity being sought.)

- **List Specific HUD or Program Area Experience (IMPORTANT)**
Be prepared to list references if requested.

List Specific Team Members Experience

(Must be similar in nature and relevant to the Forecast opportunity being sought.)

- If teaming, and members of the team are not employees of your firm, submit teaming agreements from each team member listed.




Opportunities

RETURN TO HOME

Opportunities List

Advanced Search

Archives

 **Search Tip:** Use the [Advanced Search Form](#) for a wide array of search fields. To view opportunities by agency, go to the [Agencies](#) section. A quick search can be conducted using the fields below.

Keyword / Solicitation #:

 **TIPS**

Posted Date:

 [Search by Agency, Set-aside, State, and Type](#)

 [Search by Classification, NAICS code, Recovery actions, and more](#)

1 - 20 of 25148

Sort By

Showing per page

[1](#) | [2](#) | [3](#) | [4](#) | [5](#) | [6](#) | [7](#) » [\[1258\]](#)

Opportunity	Agency/Office/Location ▼	Type ▼ / Set-aside ▼	Posted On ▲
 Y--JOC IDIQ Construction 08/01/2011-07/31/2012 +4 options VA24511RP0143 Y -- Construction of structures and facilities	Department of Veterans Affairs Martinsburg VAMC Department of Veterans Affairs Medical Center	Presolicitation / Service-Disabled Veteran-Owned Small Business	Jun 01, 2011
 Multi-deck doors Eco-Led FA5682-11-T-0028 41 -- Refrigeration, air-conditioning & air circulating equipment	Department of the Air Force United States Air Force Europe 31st Contracting Squadron - Aviano	Presolicitation	Jun 01, 2011
 UPS Systems F3V3CX1132AC01 61 -- Electric wire & power & distribution equipment	Department of the Air Force Air Education and Training Command Sheppard AFB Contracting Office	Combined Synopsis/Solicitation / Total Small Business	Jun 01, 2011
 Predator Mission Aircrew Training System FA8621-09-R-6284 69 -- Training aids & devices	Department of the Air Force Air Force Materiel Command 77AESG -Aeronautical Systems Group	Sources Sought (Modified)	Jun 01, 2011
 Combined Wing Custodial Services FA5587-11-R-0008 S -- Utilities and housekeeping services	Department of the Air Force United States Air Force Europe 48 CONS/LGC - Lakenheath	Sources Sought (Modified)	Jun 01, 2011
 AN/TYQ-23 Modular Control Equipment (MCE) FA821711R090511 K -- Modification of equipment	Department of the Air Force Air Force Materiel Command Hill AFB OO-ALC	Sources Sought (Modified)	Jun 01, 2011
 99--SCREEN INFORMATION REQUEST FOR NORTHROP GRUMMAN OR EQUIVALENT CONNECTORS P/N 645A748H10, NSN 5935-01-292-0350 AND FOR P/N 645A748H09, NSN	Department of Transportation Federal Aviation Administration (CAA)	Sources Sought (Modified)	Jun 01, 2011



Federal Agency Procurement Forecasts



Agency Recurring Procurement Forecasts:

HOME PAGE

SMALL BUSINESS INFORMATION

BUSINESS OPPORTUNITIES

PROCUREMENT FORECAST

- forecast*
- Select an Agency
- Department of Agriculture
- Department of Commerce
- Department of Defense
- Department of Education
- Department of Energy
- Department of Homeland Security
- Department Housing and Urban Development
- Department of the Interior
- Department of Justice
- Department of Labor
- Department of State
- Department of Transportation
- Department of the Treasury
- Department of Veterans Affairs
- Agency for International Development
- Environmental Protection Agency
- Federal Emergency Management Agency
- General Services Administration



Procurement Forecast DHS

A A P No	NAICS Code	Requirement Description	Office Division	Acquisition Method	Small Business Program	Expected Dollar Range	Release Q T R	Release F Y	Point Of Contact
		changes							ann.vanhouten@dhs.gov
64137	531120	Contract for providing meeting facilities and audio/visual for use by POD.	NPPDIPI\	Contract(s)	Small Business	\$500K to \$1M	2	2011	Renae Brosam (703) 603-5084 renae.brosam@hq.dhs.gov
68973	532420	Furniture rental services	USCIS\OTC\	Contract(s)	None	\$100K to \$250K	2	2011	LeVita Clark (202) 356-7716 levita.clark@dhs.gov
56720	541330	OEC requires Interoperable Communications support services including assisting in providing extended support of State and Local interoperability planning activities to validate SCIPs plus TICP activities and stakeholder engagement.	NPPDICS&C\OEC\	Contract(s)	None	\$500K to \$1M	2	2011	Billy Bob Brown, Jr. (202) 343-1629 billy.brown@hq.dhs.gov
58879	541330	OEC requires support to assist in maximizing visibility/awareness of OEC to educate emergency response agencies and other stakeholders about OEC's mission/goals/tools/programs/initiatives available to enhance their interoperability efforts/capabilities.	NPPDICS&C\OEC\	Contract(s)	None	\$500K to \$1M	2	2011	Billy Bob Brown, Jr. (202) 343-1629 billy.brown@hq.dhs.gov
66977	541330	The primary purpose of this contract is to provide the necessary technical expertise and guidance across a wide range of technical disciplines capable of providing extensive subject matter expertise. The team shall include Scientists, Technical Experts	NPPDIPI\	Contract(s)	None	\$5M to \$10M	1	2011	Linda Kanz (703) 603-4644 linda.kanz@hq.dhs.gov
67415	541330	International Benchmarking	NPPDIPI\	Contract(s)	8(a)	\$1M to \$2M	1	2011	Cheryl Coto 703-235-3956 cheryl.coto@dhs.gov
64180	541330	process engineering support services	NPPDIPI\	BPA	None	\$250K to \$500K	1	2011	Cheryl Coto (703) 235-3956 Cheryl.J.Coto@dhs.gov
62721	541330	Professional Support Services	USCIS\OPQ\	Contract(s)	8(a)	\$500K to \$1M	2	2011	David Brien (802) 872-4197 x4445 David.W.Brien@uscis.dhs.gov
69061	541350	Mold & Indoor Air Quality Inspections at two locations in Dallas TX	USCIS\MGT\HCT\	PO	Small Business	Under \$100K	2	2011	USCIS Contracting Office (802) 872-4102
28152	541370	develop standards, software, hardware, plans and other components required for support of DHS geospatial warehouse	CIO\OAT\GMO\	BPA	None	\$1M to \$2M	3	2011	Jonathan Hasse (202) 447-3725 jonathan.hasse@hq.dhs.gov
64627	541511	Automated Message Handling System	CIO\ITSO\	GSA	None	\$500K to \$1M	2	2011	Robert Ellison (202) 557-5301 robert.ellison@dhs.gov
69014	541511	Homeland Network Program Management Office (HSIN PMO)	OPS\	Contract(s)	TBD	\$5M to \$10M	3	2011	Margo Graves Margo.Graves@DHS.gov
67455	541511	Transition/TechShare/Tech Solutions - Web Support	S&T\Transition\	Contract(s)	Small Business	\$500K to \$1M	1	2011	King Waters King.Waters@dhs.gov
69056	541511	Vendor will assist with the creation and revision of public use immigration forms to ensure that all forms are accessible via the internet and 508 compliance.	USCIS\MGT\IDPI\	BPA	TBD	\$100K to \$250K	2	2011	Curtis Atkinson (202) 272-8194 curtis.atkinson@dhs.gov
68918	541511	one year Microsoft Sharepoint Enterprise Collaboration Network (ECN) Support services	USCIS\MGT\OIT\	Contract(s)	None	\$1M to \$2M	1	2011	John E. Hayslett (202) 272-8906 john.hayslett@dhs.gov
68867	541511	support for Sharepoint development, analysis, and design support to support the growing enhancements USCIS users are requesting.	USCIS\MGT\OIT\	Contract(s)	None	\$2M to \$5M	1	2011	Charles Daley (202) 272-9262 charles.daley@dhs.gov
66789	541511	PRISM Grants, FAADS Reporting, Other Transaction, and Cooperative Agreements Modules and Maintenance Subscriptions.	USM\OPO\	GSA	None	Under \$100K	4	2011	Ricky Robinson (202) 447-5517 Ricky.Robinson@dhs.gov



U.S. Department of the Interior - Subcontracting Directory Prime Contractors with Approved Subcontracting Plans - FY 2011

* If email addresses are not available as noted, please contact the POC by the telephone number provided.

	Prime Contractor	MAILING ADDRESS	CITY	ST	ZIP	Point of Contact (POC)	POC - Phone Number & Email Address	Product/Service Description	PSC/S VC Code
1	ABB INC	10300 HENRI-BOURASSA WEST	ST-LAURENT	QC	H4S1N6	Dieter Humkeler	514-332-5350 dieter.b.hunkeler@ca.abb.com	Electrical Control Equipment	6110
2	ACCENTURE LLP	11951 FREEDOM DRIVE	RESTON	VA	20190-5640	Stanley Mate	703-947-2176 stanley.s.mate@accenture.com	Other ADP & Telecomm. Svc	D399
3	AERO-METRIC, INC.	4020 TECHNOLOGY PKWY.	SHEBOYGAN	WI	53083	John Nugent	920-457-3631 jnugent@aerometric.com	Other Architects & Engin. Gen.	C219
4	ALSTOM POWER INC	P.O. BOX 500	WINDSOR	CT	06095-0500	Prakesh Raje	303-730-4047 prakesh.raje@power.alstom.com	Construction of Dams	Y211
5	AMEC EARTH & ENVIRONMENTAL, INC.	3800 EZELL ROAD, STE. 100	NASHVILLE	TN	37211-8208	Joseph F. Farrell	770-420-2100 xt. 330 joseph.farrell@amec.com	Other Special Studies and Analyses	B599



Questions???



Programs Powered by WIPP:

Give Me 5 is a part of the *Women, Money and Opportunity* series, which combines resources and the wealth of knowledge within the WIPP community to educate women business owners.



Give Me 5
WIPP Gateway Program
for Federal Contracting
www.GiveMe5.com



Entrepreneurs, Energy & Environment
WIPP Gateway Program for
Opportunities in Energy & Environment
www.EntrepreneursandEnergy.com



JOIN WIPP!

Call 415-434-4314
or contact
Hannah Starkel
hstarkel@wipp.org



Women Accessing Capital
WIPP Gateway Program
for Securing Funding
www.WomenAccessingCapital.com



Women and Technology Today
WIPP Gateway Program for
Understanding Technology in Business
www.WomenandTechnologyToday.com



GIVE ME FIVE
5%
★

