



Processes and Opportunities in United States Contracting

September 2007

US Government Acquisition

- ❑ Federal Acquisition Regulations
- ❑ Funding
 - Appropriated funds
 - Non-appropriated funds
- ❑ Socio-economic programs
 - Small Business Programs
 - Authorization Acts, Appropriations Acts, and Other Statutory Restrictions on Foreign Acquisition

Federal Acquisition System Guiding Principles

The Federal Acquisition System will –

- Satisfy the customer in terms of cost, quality, and timeliness of the delivered product or service
- Minimize administrative operating costs
- Conduct business with integrity, fairness, and openness
- Fulfill public policy objective

FAR 1.102

Procurement Ethics and Transparency

❑ Ethics and Procurement Integrity Laws

- Protection of contractor bid or proposal information
- Protection of source selection information
- Disqualification from participation

❑ Transparency

- Contract award decisions based on factors and significant subfactors in the solicitation
- No special advantage given to specific interest groups (e.g., Coalition Partners)

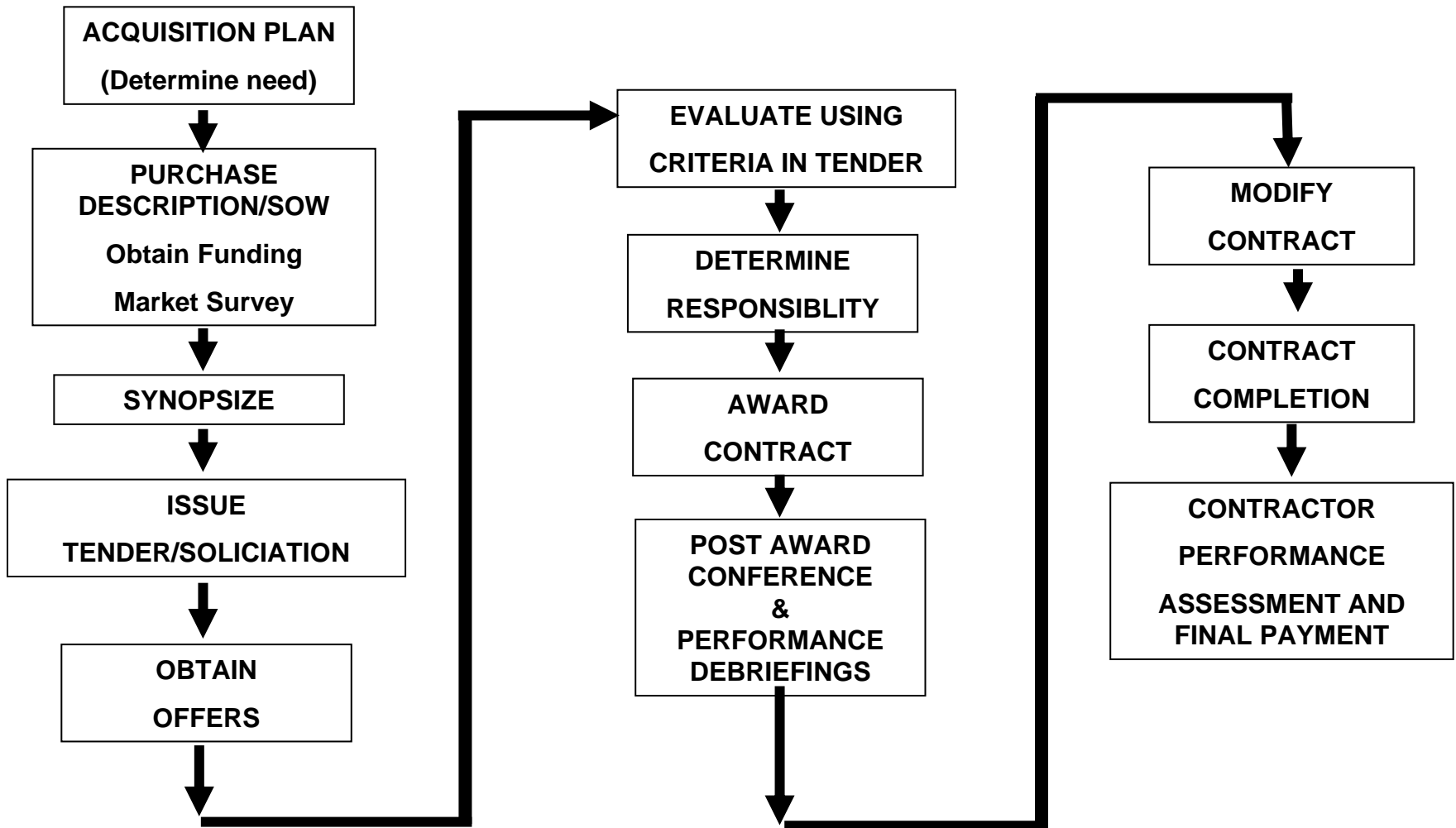
US Government Acquisition Thresholds

- Micropurchase
- Simplified Acquisition
- Commercial Item Test
- Contracts

Types of Business Opportunities

- Prime Contractor
- Partner
- Sub-Contractor
- Supplier

Contracting Process



Selling to the Government

□ Identifying Opportunities

- Central Requirements Posting – FedBizOpps
- Central Contractor Registration
- Commercial and Government Entity (CAGE) Code
- Subcontracting opportunities
- Rebuilding Iraq

□ Marketing your Business

- Build your network

FedBizOpps

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

Fed Biz Opps
Federal Business Opportunities

★ Find Business Opportunities

★ General Information

- ▶ Section 508
- ▶ Vendor Notice
- ▶ Interface Description
- ▶ Management Responsibility
- ▶ Frequently Asked Questions

★ Privacy and Security Statement

- ▶ Privacy and Security Statement

★ FedBizOpps News

- ▶ What's New?
- ▶ 508 Compliance

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

★ Related Links

- ▶ Demo FBO
- ▶ DoDBusOpps
- ▶ Federal Agency Business Forecasts
- ▶ Federal Assets Sales
- ▶ Federal Commons
- ▶ Firstgov
- ▶ Minority Business Development Agency
- ▶ PRO - Net
- ▶ SUB - Net (Subcontracting Opportunities)
- ▶ Vendor Notification Service

★ Contact Information

- ▶ Email: fbo.support@gsa.gov
- ▶ Phone: 877-472-3779 (Toll Free)

FedBizOpps BUYERS **FedBizOpps VENDORS**

Central Contractor Registration

<http://www.ccr.gov/>

CCR Central Contractor Registration

There are 255855 active vendors

Vendor Corner | Government Areas | Small Business | CCR Handbook | Access CCR Data | Help

Start New Registration
Finish Saved Registration Using Confirmation #
Update or Renew Registrations Using TPIN

Search CCR
Find my DUNS
Find my CAGE

Federal Agency Registration

Notice:
Please note that the CCR.GOV site will be under maintenance from Friday 12:00 noon to Sunday 7:00 p.m. We apologize for this brief inconvenience.

CCR Daily

Electronic Business POC Notice:

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

CCR Workshop result:
On September 12th, the CCR Program Office held a half day event to provide updated information on the upcoming CCR mandate. Over 350 attendees from various government agencies were present for this informative session. [Download the slides from the conference.](#)

Federal Acquisition Circular (FAC) 2001-16 amends the FAR to require contractor registration in CCR database ...

egov My Government. My Terms

Security Notice

Commercial and Government Entity (CAGE) Code

http://www.dlis.dla.mil/cage_welcome.asp

The screenshot shows a Microsoft Internet Explorer browser window displaying the 'CAGE Welcome' page. The browser's address bar shows the URL http://www.dlis.dla.mil/cage_welcome.asp. The page header features the Defense Logistics Information Service (DLIS) logo and the text 'Defense Logistics Information Service' and 'A Defense Logistics Agency Activity'. Below the header is a navigation menu with links for Home, Products, Services, Programs, Cataloging, Log Tools, Supplier, Training, and Library. The main content area is titled 'DLIS Web-Enabled Products' and includes a 'Commercial and Government Entity (CAGE) Cage Code Search' section. A 'Search Now!' button is visible. The page also contains a 'Questions?' section with a virtual representative image and a 'Guidelines for System Usage' section with three bullet points. The taskbar at the bottom shows various open applications and the system clock at 10:15 AM.

DLIS Web-Enabled Products
Home | Products | Services | Programs | Cataloging | Log Tools | Supplier | Training | Library

Commercial and Government Entity (CAGE)
[Cage Code Search](#)

[Search Now!](#)

Welcome to the Defense Logistics Information Service (DLIS) lookup service of the Commercial and Government Entity (CAGE) Code system via the World Wide Web. DLIS is the only source for the assignment/maintenance of CAGE Codes.

The data contained herein is for [informational](#) purposes only. If your company is listed with incorrect or incomplete data, please contact us at once at the e-mail addresses shown so we can correct the information. This lookup lists all U.S., Canadian and NATO CAGE Codes. If your company has a CAGE Code which is not reflected herein, please e-mail cagemail@dlis.dla.mil (Commercial 269-961-4725, 868-227-2423 or DSN 661-4725) for confirmation of that code.

Guidelines for System Usage

- ▶ Searches are for free, however, DLIS reserves the right to restrict access if unreasonable use of the system is made.
- ▶ Check out the [FAQs](#) area for basic information regarding CAGE Codes
- ▶ A Compact Disk containing all the CAGE Codes is available for purchase. The title for this CD publication is the H Series. There are a variety of other publications on this disk, such as Federal Supply Classification, Federal Item Name, etc. For additional information on this product, US Government agencies and private individuals/companies should direct their queries to subscriptions@dlis.dla.mil (Commercial 1-888-352-9333 or DSN 661-4725).

SBA SUB-Net

http://web.sba.gov/subnet/

The screenshot shows a Microsoft Internet Explorer browser window with the title "SBA - SUB-Net Main Home Page - Microsoft Internet Explorer provided by Defense Acquisition University". The address bar shows "http://web.sba.gov/subnet/". The page content includes:

- SBA SUB-Net** logo in the top left corner.
- A vertical sidebar on the left with buttons for "About SUB-Net", "Search For Solicitation", and "Post Solicitation", and a "FedBizOpps" logo.
- A central "SBA SUB-Net" logo.
- The text: "U.S. Small Business Administration Subcontracting Network".
- A paragraph: "The use of SUB-Net fulfills the function set forth in [Federal Acquisition Regulation \(FAR\) 5.206](#), Notice of Subcontracting Opportunities, for contract post notices and thereby increase competition for subcontracts."
- Text: "Also see SBA's [Subcontracting Opportunities Directory](#) & [CCR - Central Contractor Registration](#)".
- Links: [Free Workshop](#), [Iraq Reconstruction RFP's](#), and [DISCLAIMER](#).
- Buttons: "Privacy", "Comments", and "SBA Home Page".
- Footnote: "* The structure of this page was last modified: 07/27/2004 02:50:33 PM".

Common Military

Exercise Requirements

- ✓ **Hotel**
- ✓ **Food Service**
- ✓ **Material Handling Equipment**
- ✓ **Construction Equipment**
- ✓ **Vehicles**
- ✓ **Cell Phones**
- ✓ **Office Supplies/Equipment**
- ✓ **Fuel**
- ✓ **Electrical/Plumbing/Building Supplies**
- ✓ **Portable toilets**
- ✓ **Laundry/dry cleaning**
- ✓ **Medical supplies**
- ✓ **Bottled Water**
- ✓ **Shipping/Customs Clearance**
- ✓ **Port Handling**

Market Your Business

Professional Associations



Conferences



Networking



Market Research



Targeted Calls



Acquisition Planning

- ❑ Develop/define the requirement
 - Services
 - Supplies
 - Construction
- ❑ Market Research
 - Pre-solicitation notices
 - Industry Days
 - Requests for Information (RFIs)

Being Prepared to Respond

- ❑ FAR 52.204-6, Data Universal Numbering System (DUNS) Number
- ❑ FAR 52.204-7, Central Contractor Registration (CCR)
- ❑ FAR 52.204-3, Taxpayer Identification
- ❑ DFARS 252.204-7001, Commercial and Government Entity (CAGE) Code Reporting

Offerors must have required codes and numbers to be eligible for contract awards.

Uniform Contract Format (UCF)

UCF has specified Parts and format

Part I – The Schedule.

Part II – Contract Clauses.

Part III – List of Documents, Exhibits, and Other Attachments.

Part IV – Representations and Instructions.

UCF Format

□ Part I – The Schedule.

- Section A Solicitation/contract Form.
- Section B Supplies or services and prices/costs.
- Section C Description/Specifications/Statement of Work.
[Statement of Objective (SOO), if Used]
- Section D Packaging and Marking.
- Section E Inspection and Acceptance.
- Section F Deliveries or Performance.
- Section G Contract Administration data.
- Section H Special contract requirements.

UCF Format

- Section I Contract Clauses.
- Section J List of Documents, Exhibits and other Attachments.
- Section K Representations Certification and other Statements of Bidders.
- Section L Instructions, Conditions and Notices to Bidders.
- Section M Evaluation Factors for Award.

Evaluation Factors

- Price – Always a factor
- Past performance
- Quality is always a consideration under the FAR
- Delivery/Schedule
- Technical/Management
- Key Personnel
- Risk
- Other

Specified in Source Selection Plan (SSP) and Section M of the solicitation.

Evaluation Rating Scheme

- Color
- Adjectival
- Numerical/Points
(Not Generally Used)

This information may not be provided in the solicitation.

Sample Offeror Proposal Development

- ❑ Anticipate requirements through customer analysis and market intelligence
 - Track RFI and pre solicitation notices
 - Match opportunities with your strengths and capabilities
- ❑ Make Bid – No Bid decisions early
- ❑ Form an Offeror Proposal Team in advance of RFP release

Cost of proposal preparation is borne by the Offeror.

Understand the RFP

- Read all RFP instructions carefully
 - Note page limitations
 - Note organization requirements
 - Note submission dates
 - Note special contract requirements
 - Submit all required documents

Understand the RFP

- ❑ Seek clarification when necessary,
 - Do not make assumptions
- ❑ Allow sufficient time to meet proposal due dates
 - Late proposals may not be accepted
- ❑ Plan early for how your proposal will be submitted and organized

Special Terms and Conditions

□ Special Contract Requirements

- Health and Safety Issues (e.g., hard hats, eye protection, safety shoes, safety vests)
- Environmental Concerns
- Security

Mechanics of Offer Submission

- Offer must be signed by individual authorized to bind the Offeror (Sections A/L)
- Provide all information requested in the solicitation, including all representations and certifications (Section K)
- Adhere to page count, if any (Sections L/M)
- Provide number of copies requested (Section L)
- Submit offer on time and at place designated in the solicitation (Sections A/L/M)

Representation & Certifications Central Registration

- ❑ On line representation and certification application "<http://orca.bpn.gov/>"

How to fill Out an RFP

Contracts Available @
www.rebuilding-iraq.net

The first two pages are the most important

WS1GY1-06-E-0009

ADVANCED GROUTING SYSTEM MOSUL DAM

19. ITEM NO.		20. SCHEDULE OF SUPPLIES/SERVICES		21. QUANTITY	22. UNIT	23. UNIT PRICE	24. AMOUNT
		Advanced Grouting System for Mosul Dam, Iraq - See schedule for all CLIN Items					

25. ACCOUNTING AND APPROPRIATION DATA
 To be cited on individual Delivery Order following award

26. SIGNATURE OF OFFEROR CONTRACTOR

27. SIGNATURE OF AUTHORIZED GOVT REPRESENTATIVE

28. SIGNATURE AND TITLE OF RECEIVING OFFICER

29. AWARD OF CONTRACT REFERENCE DATED

30. RECEIVED BY (Print)

31. DATE RECEIVED AT (Location)

32. DATE REC'D BY (Initials)

AUTHORIZED FOR LOCAL REPRODUCTION Complete Government

SEE REVERSE FOR OMB CONTROL NUMBER AND PAPERWORK BURDEN STATEMENT

STANDARD FORM 1449 (10-95)
 Prescribed by GSA - FAR 48 CFR 53.212



Solicitation/Contracts/ Order for Commercial/Supplies Items Form

Please Complete Blocks
12,17,23,24,&30

Discount Terms (Government discounts
your total amount by 2% if paid within
the specified time that you indicate
here)

* 17a. Contractor/Offeror (Your Name,
Company Information, e-mail &
Telephone Number, { if you are a Iraqi
based business then you don't need a
Code & Facility Code}).

* 17b. Check if address is different.








* 23. What is the Unit Price

* 24. Amount (total amount)

* 30a. Signature of
Offeror/Contractor

* 30b. Name and Title (Position in
Company) of Signer (individual
responsible)

* 30c. Dated Signed (must be filled in)

SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30				1. REQUISITION NUMBER	PAGE 1 OF
2. CONTRACT NO.	3. AWARD/EFFECTIVE DATE	4. ORDER NUMBER	5. SOLICITATION NUMBER	6. SOLICITATION ISSUE DATE	
7. FOR SOLICITATION INFORMATION CALL: 		a. NAME	b. TELEPHONE NUMBER (No collect calls)	8. OFFER DUE DATE/ LOCAL TIME	
9. ISSUED BY	CODE	10. THIS ACQUISITION IS <input type="checkbox"/> UNRESTRICTED OR <input type="checkbox"/> SET ASIDE: % FOR: <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> EMERGING SMALL BUSINESS <input type="checkbox"/> HUBZONE SMALL BUSINESS <input type="checkbox"/> SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS <input type="checkbox"/> 8(A) NAICS: _____ SIZE STANDARD: _____			
11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED <input type="checkbox"/> SEE SCHEDULE	12. DISCOUNT TERMS 	<input type="checkbox"/> 13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700)	13b. RATING		
15. DELIVER TO	CODE	16. ADMINISTERED BY	14. METHOD OF SOLICITATION <input type="checkbox"/> RFQ <input type="checkbox"/> IFB <input type="checkbox"/> RFP		
17a. CONTRACTOR/OFFEROR	CODE	FACILITY CODE	18a. PAYMENT WILL BE MADE BY		
TELEPHONE NO.	<input type="checkbox"/> 17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN		18b. SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a UNLESS BLOCK BELOW IS CHECKED <input type="checkbox"/> SEE ADDENDUM		
19. ITEM NO.	20. SCHEDULE OF SUPPLIES/SERVICES	21. QUANTITY	22. UNIT	23. UNIT PRICE 	24. AMOUNT 
(Use Reverse and/or Attach Additional Sheets as Necessary)				26. TOTAL AWARD AMOUNT (For Govt. Use Only)	
25. ACCOUNTING AND APPROPRIATION DATA		27a. SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1, 52.212-4, FAR 52.212-3 AND 52.212-5 ARE ATTACHED. ADDENDA <input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED			
27b. CONTRACT/PURCHASE ORDER INCORPORATES BY REFERENCE FAR 52.212-4, FAR 52.212-5 IS ATTACHED. ADDENDA <input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED		28. CONTRACTOR IS REQUIRED TO SIGN THIS DOCUMENT AND RETURN COPIES TO ISSUING OFFICE. CONTRACTOR AGREES TO FURNISH AND DELIVER ALL ITEMS SET FORTH OR OTHERWISE IDENTIFIED ABOVE AND ON ANY ADDITIONAL SHEETS SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED			
29. AWARD OF CONTRACT: REF. _____ OFFER DATED _____ YOUR OFFER ON SOLICITATION (BLOCK 5), INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN, IS ACCEPTED AS TO ITEMS:		30a. SIGNATURE OF OFFEROR/CONTRACTOR 			
30b. NAME AND TITLE OF SIGNER (Type or print) 		30c. DATE SIGNED 		31a. NAME OF CONTRACTING OFFICER (Type or print)	
31b. NAME OF CONTRACTING OFFICER (Type or print)		31c. DATE SIGNED			
AUTHORIZED FOR LOCAL REPRODUCTION PREVIOUS EDITION IS NOT USABLE				STANDARD FORM 1449 (REV. 3/2005) Prescribed by GSA - FAR (48 CFR) 53.212	



Solicitation/Contracts/ Order for Commercial Items Form

Blocks 23 & 24
Continue

19. ITEM NO.	20. SCHEDULE OF SUPPLIES/SERVICES	21. QUANTITY	22. UNIT	23. UNIT PRICE	24. AMOUNT

32a. QUANTITY IN COLUMN 21 HAS BEEN
 RECEIVED INSPECTED ACCEPTED, AND CONFORMS TO THE CONTRACT, EXCEPT AS NOTED: _____

32b. SIGNATURE OF AUTHORIZED GOVERNMENT REPRESENTATIVE 32c. DATE 32d. PRINTED NAME AND TITLE OF AUTHORIZED GOVERNMENT REPRESENTATIVE

32e. MAILING ADDRESS OF AUTHORIZED GOVERNMENT REPRESENTATIVE 32f. TELEPHONE NUMBER OF AUTHORIZED GOVERNMENT REPRESENTATIVE

32g. E-MAIL OF AUTHORIZED GOVERNMENT REPRESENTATIVE

33. SHIP NUMBER 34. VOUCHER NUMBER 35. AMOUNT VERIFIED CORRECT FOR 36. PAYMENT 37. CHECK NUMBER

PARTIAL FINAL COMPLETE PARTIAL FINAL

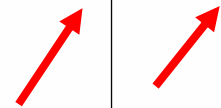
38. S/R ACCOUNT NO. 39. S/R VOUCHER NUMBER 40. PAID BY

41a. I CERTIFY THIS ACCOUNT IS CORRECT AND PROPER FOR PAYMENT 42a. RECEIVED BY (*Print*)

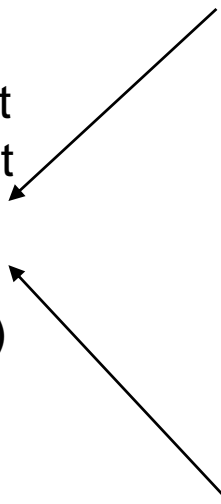
41b. SIGNATURE AND TITLE OF CERTIFYING OFFICER 41c. DATE 42b. RECEIVED AT (*Location*)

42c. DATE REC'D (*YY/MM/DD*) 42d. TOTAL CONTAINERS

STANDARD FORM 1449 (REV. 3/2005) BACK



Government
USE (Do not
enter
anything in
this section)



Solicitation, Offer, And Award, Form 1442

Construction,
Alteration, or Repair
**Government
USE (Do not
enter anything in
1-13)**

SOLICITATION, OFFER, AND AWARD (Construction, Alteration, or Repair)		1. SOLICITATION NO.	2. TYPE OF SOLICITATION <input type="checkbox"/> SEALED BID (IFB) <input checked="" type="checkbox"/> NEGOTIATED (RFP)	3. DATE ISSUED	PAGE OF PAGES
IMPORTANT - The "offer" section on the reverse must be fully completed by offeror.					
4. CONTRACT NO.		5. REQUISITION/PURCHASE REQUEST NO.		6. PROJECT NO.	
7. ISSUED BY CODE		8. ADDRESS OFFER TO			
9. FOR INFORMATION CALL:		a. NAME		b. TELEPHONE NO. (Include area code) (NO COLLECT CALLS)	
SOLICITATION					
NOTE: In sealed bid solicitations "offer" and "offeror" mean "bid and "bidder".					
10. THE GOVERNMENT REQUIRES PERFORMANCE OF THE WORK DESCRIBED IN THESE DOCUMENTS (Title, identifying no., date)					
11. The Contractor shall begin performance _____ calendar days and complete it within _____ calendar days after receiving <input type="checkbox"/> award, <input type="checkbox"/> notice to proceed. This performance period is <input type="checkbox"/> mandatory <input type="checkbox"/> negotiable. (See _____.)					
12a. THE CONTRACTOR MUST FURNISH ANY REQUIRED PERFORMANCE AND PAYMENT BONDS? (If "YES," indicate within how many calendar days after award in Item 12b.)					12b. CALENDAR DAYS
<input type="checkbox"/> YES <input type="checkbox"/> NO					
13. ADDITIONAL SOLICITATION REQUIREMENTS:					
a. Sealed offers in original and _____ copies to perform the work required are due at the place specified in Item 8 by _____ (hour) local time _____ (date). If this is a sealed bid solicitation, offers will be publicly opened at that time. Sealed envelopes containing offers shall be marked to show the offeror's name and address, the solicitation number, and the date and time offers are due.					
b. An offer guarantee <input type="checkbox"/> is, <input type="checkbox"/> is not required.					
c. All offers are subject to the (1) work requirements, and (2) other provisions and clauses incorporated in the solicitation in full text or by					
d. Offers providing less than _____ calendar days for Government acceptance after the date offers are due will not be considered and will be rejected.					
NSN 7540-01-155-3212					
STANDARD FORM 1442 (REV. 4-85) Prescribed by GSA - FAR (48 CFR) 53.236-1(d)					

Solicitation, Offer, And Award, Form 1442

Complete Blocks 14-20 (Please see next slide)

- * 14. Print; Name, Company Address and e-mail of your company.
- * 15. Telephone NO (Include area code).
- * 16 Remittance Address **(Include only if different than Item 14).**
- * 17. Indicate the number of calendar days that the total Price will remain in effect.
- * 18. This is not required, please leave blank.

•19 Acknowledgment of Amendments- During the bidding process sometimes amendments (RFP Changes) are executed. If so, please note amendment number and date for each change. *Check the web-site daily in order to acknowledge any changes to the RFP.*

* 20a. Name and title of person authorized to sign offer (Type or Print)

* 20b. Signature

Esra Naama

*20c. Offer Date
Esra.naama@pco-iraq.net

OFFER (Must be fully completed by offeror)			
14. NAME AND ADDRESS OF OFFEROR (Include ZIP Code)		15. TELEPHONE NO. (Include area code)	
16. REMITTANCE ADDRESS (Include only if different than Item 1-4.)			
CODE	FACILITY CODE		
17. The offeror agrees to perform the work required at the prices specified below in strict accordance with the terms of this solicitation, if this offer is accepted by the Government in writing within _____ calendar days after the date offers are due. (Insert any number equal to or greater than the minimum required in Item 13d. Failure to insert any number means the offeror accepts the minimum in Item 13d.)			
AMOUNTS			
18. The offeror agrees to furnish any required performance and payment bonds.			
19. ACKNOWLEDGMENT OF AMENDMENTS			
(The offeror acknowledges receipt of amendments to the solicitation -- give number and date of each)			
AMENDMENT NO.			
DATE.			
20a. NAME AND TITLE OF PERSON AUTHORIZED TO SIGN OFFER (Type or print)	20. SIGNATURE	20c. OFFER DATE	
AWARD (To be completed by Government)			
21. ITEMS ACCEPTED:			
22. AMOUNT	23. ACCOUNTING AND APPROPRIATION DATA		
24. SUBMIT INVOICES TO ADDRESS SHOWN IN (4 copies unless otherwise specified)	ITEM	25. OTHER THAN FULL AND OPEN COMPETITION PURSUANT TO <input type="checkbox"/> 10 U.S.C. 2304(c)) <input type="checkbox"/> 41 U.S.C. 253(c) ()	
26. ADMINISTERED BY	27. PAYMENT WILL BE MADE BY		
CONTRACTING OFFICER WILL COMPLETE ITEM 28 OR 29 AS APPLICABLE			
<input type="checkbox"/> 28. NEGOTIATED AGREEMENT (Contractor is required to sign this document and return _____ copies to issuing office.) Contractor agrees to furnish and deliver all items or perform all work requirements identified on this form and any continuation sheets for the consideration stated in this contract. The rights and obligations of the parties to this contract shall be governed by (a) this contract award, (b) the solicitation, and (c) the clauses, representations, certifications, and specifications incorporated by reference in or attached to this contract.		<input type="checkbox"/> 29. AWARD (Contractor is not required to sign this document.) Your offer on this solicitation is hereby accepted as to the items listed. This award consummates the contract, which consists of (a) the Government solicitation and your offer, and (b) this contract award. No further contractual document is necessary.	
30a. NAME AND TITLE OF CONTRACTOR OR PERSON AUTHORIZED TO SIGN (Type or print)	31a. NAME OF CONTRACTING OFFICER (Type or print)		
30b. SIGNATURE	30c. DATE	31b. UNITED STATES OF AMERICA	30c. DATE
		BY	

STANDARD FORM 1442 (REV. 4-85) BACK



Gulf Region Division and Project and Contracting Office

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New Solicitations
[Determination for Prime Contract](#)
[DOD Contracting Guide](#)

Projects & Proposals

Sectors

Logistics

Helpful Links

Standards & Policies

PCO and Ministry Solicitations

Solicitation
[PCO Solicitations](#)

W91GY1-06-R-0009: INJECTION GROUTING MOSUL DAM

Closing Date: 28 April 2006, 17:00 Baghdad Time

Additional comments This solicitation seeks a vendor to supply a complete enhanced grouting system for use at Mosul Dam outside of the City of Mosul, Iraq. All equipment and materials shall be manufactured new, commissioned, training provided and delivered to the project site.

Attachments

- [Solicitation Advanced Injection Grouting](#)
- [Amendment No. A00001](#)
- [Amendment No. A0002](#)
- [Amendment No. A00003](#)

Questions/Contact Information Kenneth Nixon 703-544-1483 E-Mail: kenneth.nix@pco-iraq.net

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Contracting officer name and email address is provided to you if you have any technical questions regarding solicitation

Important points:

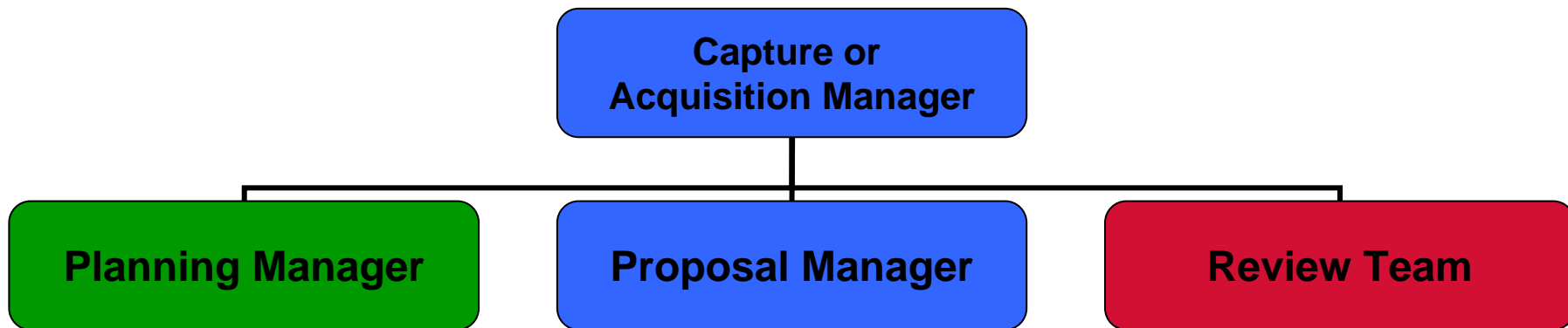
- The RFP's need to be submitted via email (unless you are instructed to do other wise).
- Complete the bid exactly as asked, do not include things that are not asked.
- If your company doesn't have history of past performance, include CV's of experts that will be working on the project.
- Site-Visits are a success to your proposal.
- Try to use the same manufacturer that you see at the site for equipment & machinery on rehabilitation proposals, it will keep your costs within your competitors.
- Provide detailed report on the materials & equipment that will be used at the site (warranty, manufacture etc).
- Safety & Security (delivering supplies, security of the site etc), Security plan is needed.
- Pay attention to the evaluation factors within the solicitation and write your proposal to satisfy those factors, specifically.
- If you have any questions contact the contracting officer in charge.

If you have any questions please contact:

Esra Naama
Women's Development Manager
GRD/PCO Water-Sector
Esra.naama@pco-iraq.net

Example Offeror Proposal

Team Organization



Offeror Proposal Review Teams Example

- ❑ **Blue Team** – proposal team preparer
- ❑ **Green Team** – “Is my planning pricing and cost strategy sound?” – Financial staff
- ❑ **Red Team** – Critique and take apart proposal team efforts. Role play government’s evaluation team.

Pricing Your Proposal

- ❑ Competition is a fact of life
 - Highlight your strengths (e.g., quality, delivery, knowledge of area)
 - Who's the competition and what are their strengths?
- ❑ Type of contract affects your performance risk
 - Fixed Price
 - Cost Reimbursement
 - Indefinite Delivery/Indefinite Quantity (ID/IQ)
- ❑ How is price weighted relative to technical
 - Must be able to perform

Price your proposal high enough to make a profit, but low enough to win.

Source Selection Objective

“The objective of Source Selection is to select the proposal that represents the *Best Value*”

FAR 15.302

Best Value: “The expected outcome of an acquisition that, in the Government’s estimation, provides the greatest overall benefit in response to the requirement.”

FAR 2.101

Example DoD Preparation and Planning

**Source Selection Plan (SSP) approved, RFP Released,
Source Selection Evaluation Guide (SSEG) signed**

Gather Team and Establish Ground Rules

Receive Process Training

Receive Source Selection Tools

Receive Legal Procurement Ethics Training

Read RFP, Spec, SSP, SSEG

(Subfactor) Teams Discuss Section M Criteria

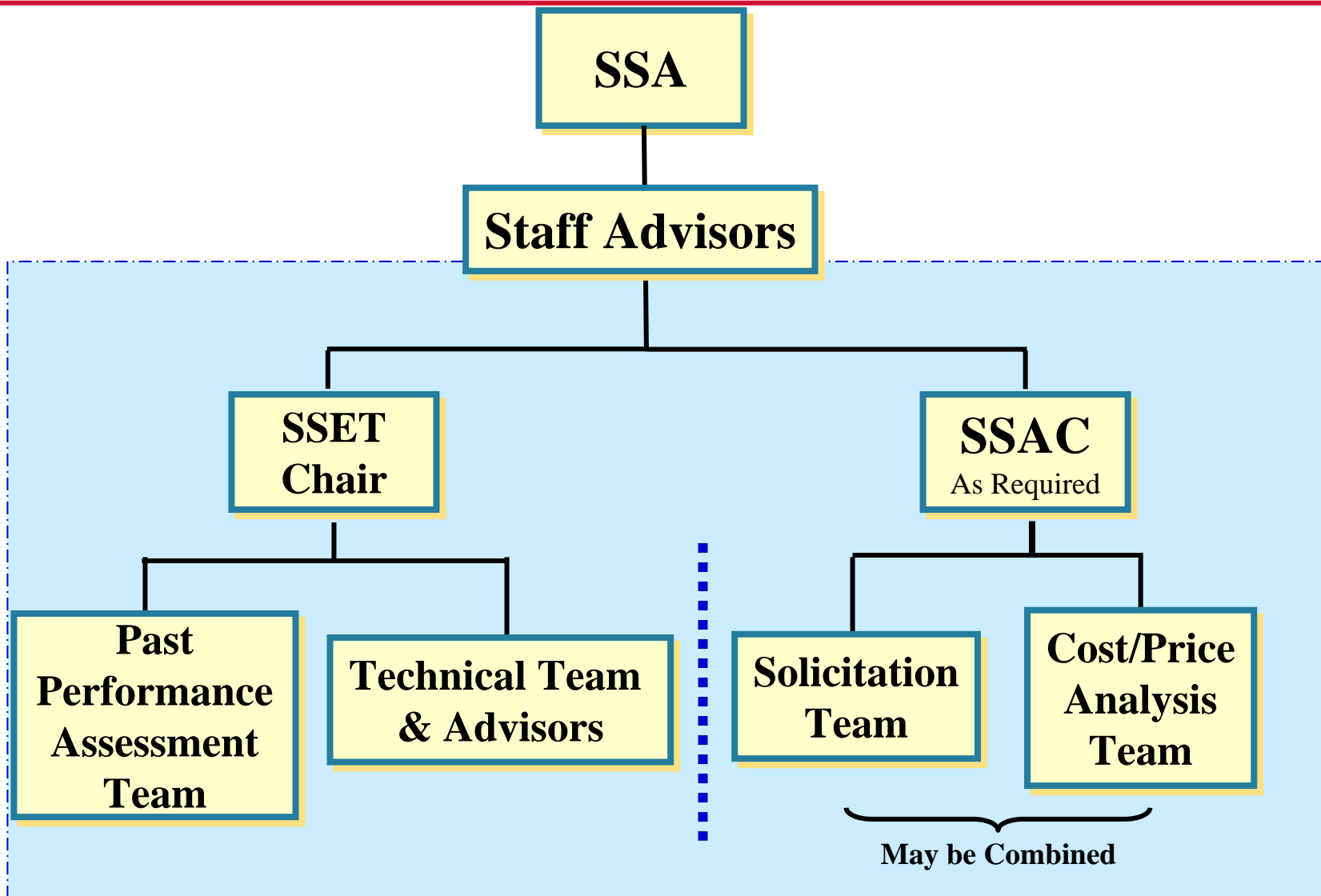
DoD Example Preparation and Planning

- ❑ Read key Request for Proposals (RFP) documents
 - Government Executive Summary (If used)
 - RFP Sections A-K, especially:
 - Statement of Work/Specification (Section C)
 - Delivery Schedule (Section F)
 - Special Contract Requirements (Section H)
 - Contract Data Requirements List (CDRL) (Data Item Descriptions (DIDs))
 - Fill in Representations and Certifications (Section K)

DoD Example Preparation and Planning

- ❑ Read key Request for Proposals (RFP) documents
 - RFP Section L - Instructions, Conditions, and Notices to Offerors or Quoters
 - Review proposal structure table
 - Specifications and Technical Requirements Documents
 - Statement of Work (SOW) Instructions (if used)
 - Cost/Price Instructions
 - Study Section M - Evaluation Factors/Criteria for Award
 - Understand how criteria relate
 - Understand the uniform baseline against which each Offeror is compared
 - Understand RFP/Proposal/Contract Document Linkage

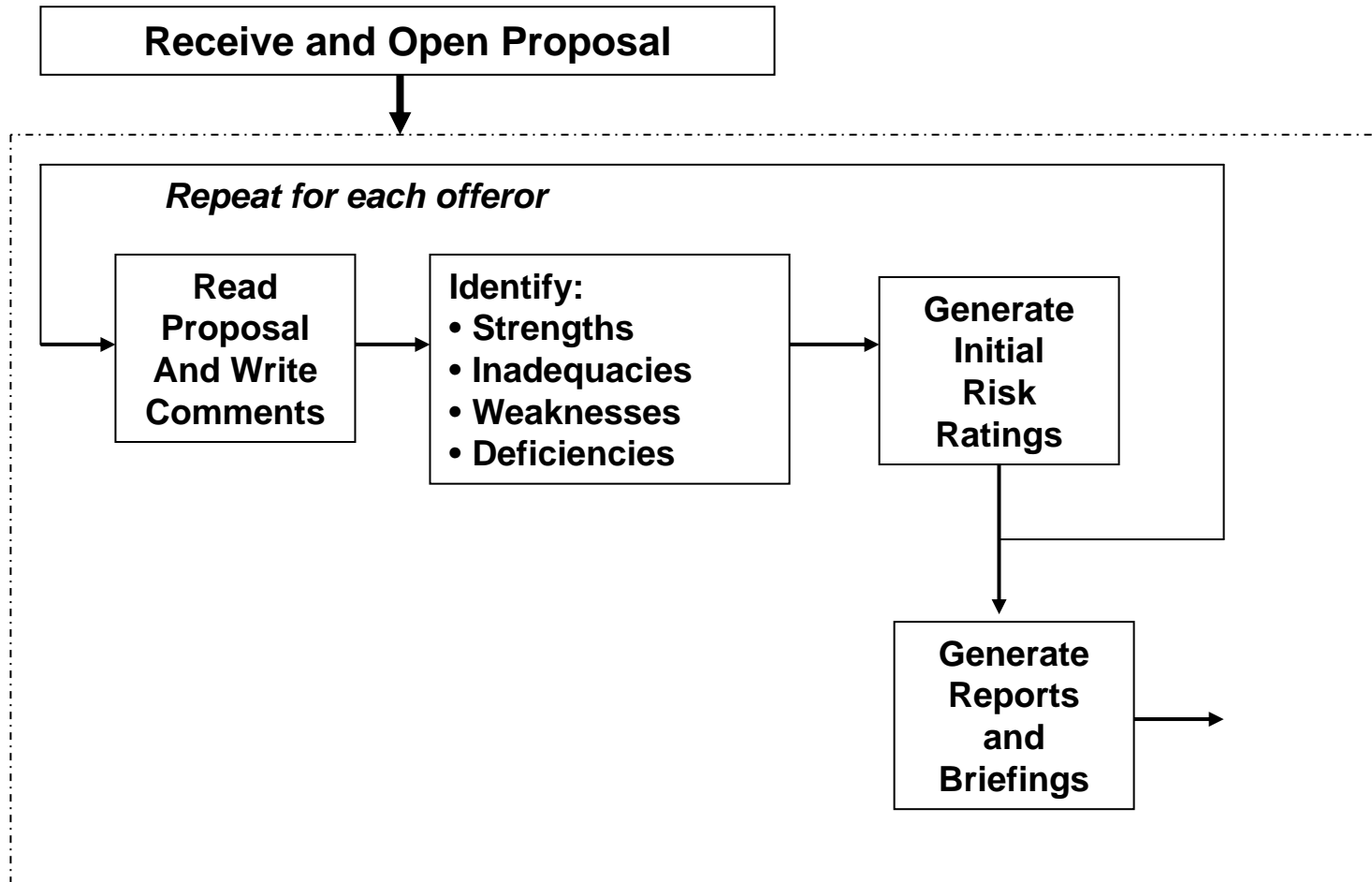
DoD Evaluation Team Example



Source Selection Evaluation Team Membership

- ❑ Career Civilian and Military Personnel
- ❑ Mixed Skill Set
 - *Contracting*
 - *Technical*
 - *Cost and Price Analysis*
- ❑ *Non-Governmental Personnel May be Used as Advisors, but Not as Evaluators*

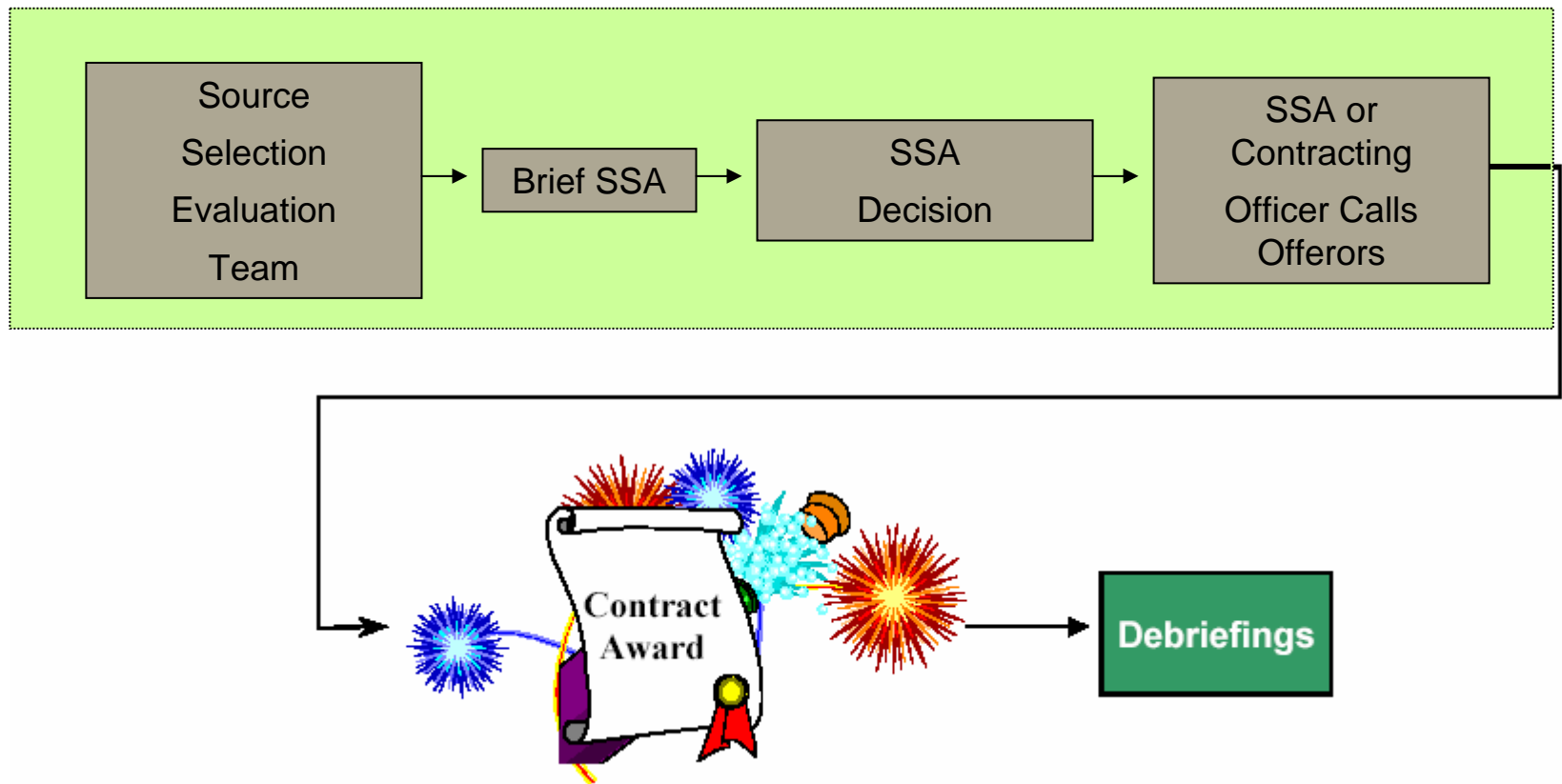
DoD Initial Evaluation Example



Exchanges with Industry After Receipt of Proposals

- ❑ *Clarifications and award without discussions*
- ❑ *Communications with offerors before establishment of the competitive range*
- ❑ *Exchanges with offerors after establishment of the competitive range*
- ❑ *Limits on exchanges*

DoD Example Decision Phase



Source Selection Decision Documentation

“The source selection decision shall be documented, and the documentation shall include the rationale for any business judgments and tradeoffs made or relied on by the SSA, including benefits associated with additional costs. Although the rationale for the selection must be documented, that documentation need not quantify the tradeoffs that led to the decision.”

Federal Acquisition Regulation 15.308

Contract Award

- Affirmative Responsibility Determination
- Contract award
- Notification of unsuccessful offerors
- Debriefings

***Not all solicitations result in contract award.
Solicitations may be cancelled prior to award.***

Debriefings of Unsuccessful Offerors

- ❑ May be done orally or in writing
- ❑ Minimum information to be provided
 - Government's evaluation of significant weaknesses and deficiencies in the proposal
 - Overall evaluation of cost/price and technical rating of successful and debriefed offerors
 - Overall ranking of all offerors, if created
 - Summary rationale for award
- ❑ Make and model of commercial items
- ❑ Reasonable responses to relevant questions

Release of Data

- ❑ No person or other entity may disclose contractor bid or proposal information or source selection information to any person other than a person authorized, in accordance with applicable agency regulations or procedures.
- ❑ Contractor bid or proposal information and source selection information must be protected from unauthorized disclosure

Federal Acquisition Regulation Based Protests

- Protests may be made to
 - Agency
 - Government Accountability Office
 - Courts

Additional Information

Contents of CD-ROM

The screenshot shows a Windows Explorer window titled 'Poland Solvenia Latvia' with the address bar set to 'H:\Bruno\Poland Solvenia Latvia'. The window displays a list of files and folders in a table format. The table has columns for Name, Size, Type, and Date Modified. The files listed include various presentations, PDFs, and documents related to military and business contracts.

Name	Size	Type	Date Modified
~\$Cost_Price Overseas.ppt.pptm	1 KB	Microsoft Office Po...	8/27/2007 8:02 AM
Army Source Selection Guide.pdf	504 KB	Adobe Acrobat 7.0 ...	6/14/2004 1:39 PM
Cage code Europe.pptAUG2,2007.ppt	64 KB	Microsoft PowerPoi...	8/21/2007 8:04 AM
ContractingCorps Of Engineers.ppt24Jul.ppt	84 KB	Microsoft PowerPoi...	8/16/2007 8:56 AM
Contractor Business Strategies.ppt	490 KB	Microsoft PowerPoi...	8/21/2007 7:53 AM
Cost_Price Overseas.ppt.pptm	585 KB	Microsoft Office Po...	8/27/2007 7:19 AM
GSA Europe.ppt	2,396 KB	Microsoft PowerPoi...	8/16/2007 8:57 AM
Indirect Example Overseas.doc	30 KB	Microsoft Word Doc...	8/8/2007 10:46 AM
Processes and Opportunities.ppt	2,840 KB	Microsoft PowerPoi...	8/14/2007 12:09 PM
Spreadsheet with PMO and Const contracts 072505.xls	29 KB	Microsoft Excel Wor...	9/1/2005 9:30 AM

The taskbar at the bottom shows the Start button, several application icons, and the system tray with the time 8:05 AM.

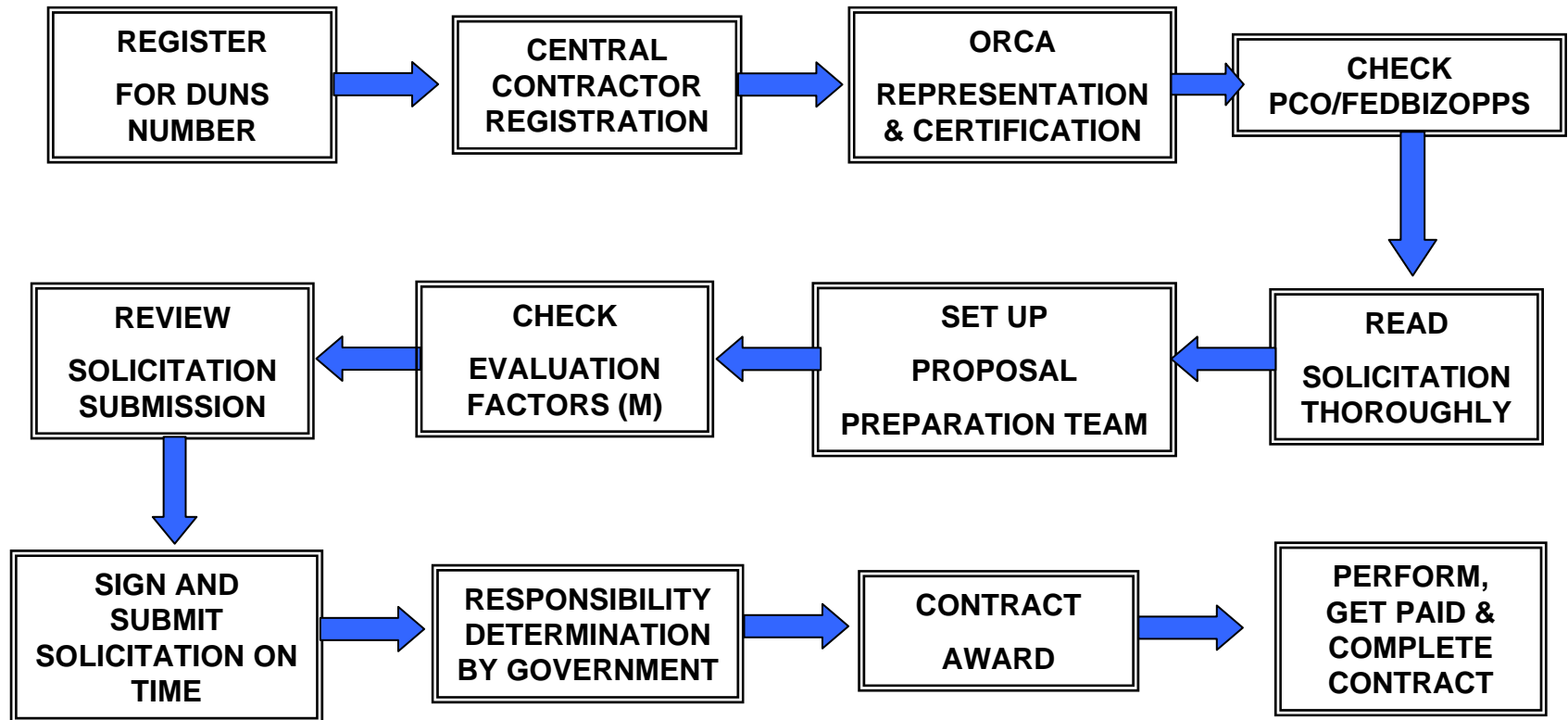
Additional Sources of Information

- Federal Acquisition Regulation (FAR) and Defense Federal Acquisition Regulation Supplement at FARSite: <http://farsite.hill.af.mil/>

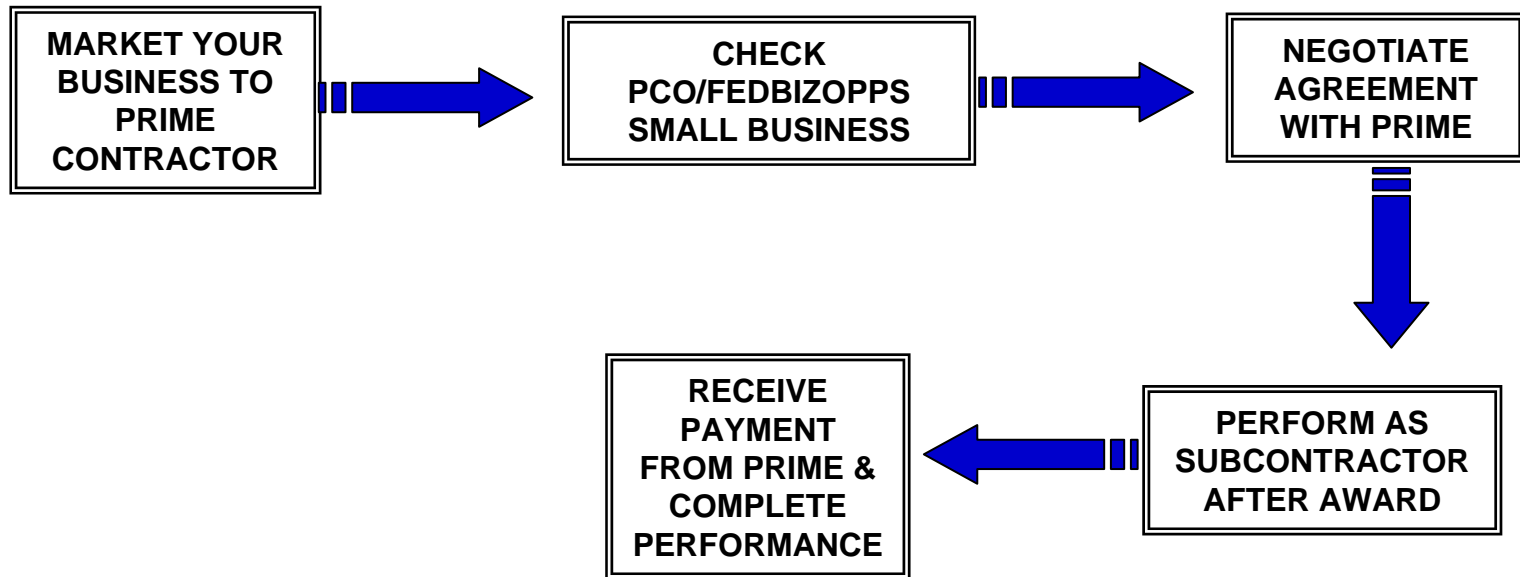
Additional Sources of Information

- ❑ <http://orca.bpn.gov>
- ❑ www.census.gov/epcd/naicod02.htm
- ❑ www.ccr.gov
- ❑ <http://ccr.dnb.com/ccrpages/ccrsearch.jsp>
- ❑ www.dlIs.dla.mil/cage_welcome.asp

PRIME CONTRACTOR PROCESS CHART



SUBCONTRACTOR PROCESS FLOW CHART



Final Thoughts

- Each solicitation must be read thoroughly
- Focus on evaluation factors in section M
- Consider security costs
- Be timely
- Remember process is competitive and non-political

CCR DIRECTIONS

Go to www.ccr.gov

Click "start new registration" on top left

Click the link to the D&B website

Under #1, click the link to the webform

Choose your country

Fill out the short form to see if Dunn and Bradstreet have a match with an existing DUNS. (This is a possibility because they have over 100 million entities in their database.)

If the match is correct - click the link to get the DUNS number

If the match is correct but an update is needed, click the link to modify

After this is completed, a contact form will be filled out and an email address is required. The DUNS number will be sent to this email address.

If there isn't a match, click "request new DUNS"

Fill out the webform and submit

Fill out the contact form and the appropriate fulfilment center will notify you of your DUNS within 48 hours by email.

CCR DIRECTIONS

Do not use PO Boxes in the physical street address as they are not accepted by CCR.

After you receive the DUNS number you should wait 24 hours and then go back to www.ccr.gov to register at CCR.

Click "start new registration"

Click "continue"

Input your DUNS number in the small box

Fill out a short form which will then be compared to your D&B DUNS record

Click "yes" and move forward with the CCR registration

You will be given a temporary confirmation number by CCR. This will allow you to save your CCR record and go back to it with updates until your registration is completed. If one week passes and your record isn't completed, you will need another confirmation number. The confirmation number when completed is replaced by the TPIN which is permanent.

When the entities want to update their CCR record, they need their DUNS and TPIN. On the home page of www.ccr.gov they would click Update/Renew.

Questions?