

GET THE CHEESE, AVOID THE TRAPS: An Interactive Guide to Government Contracting

Chapter VIII, Ideal Way for Connecting With the Buyer

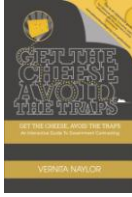
Think about your business and answer each question before moving on. Record your results.

Within these actions and dollars spent there is simplified acquisition projects included which equates to at least over \$200 billion. With these odds your chances are great that your goods or services can be included in the scheme of things. Remember, if you are some simplified acquisitions included and they are under \$25,000 what does that mean for you?

They may not be posted on FedBizOpps with minimal competition and no bidding. So if you delve further into the rest of the reports within the FPDS-NG including the *Top 100 Contractors Report* (more about this report later) you will see other elements in which you could use to leverage opportunities. Tell me the contract methods for contracts under \$25,000; those under \$100,000 and those over \$1,000,000. What is the dollar threshold for simplified acquisitions? Can your business benefit from any of these threshold opportunities?

As you can see, there is an array of other funding obligations and dollars being spent on specific contracts. Did you notice that? When we say *Other Than Small Business*, what does that mean to you? Does your business qualify under this category?

These are *some* of the main goods purchased. As shown, there are over \$10 billion dollars associated with Small Businesses for *Services* and *Supplies and Equipment* if you have these types of products to sell then you can begin a working relationship with Virginia, Homeland Security and/or the listed suppliers. Do you remember what the *main* suppliers would be called if you worked with them?



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What would you be called by working for them?

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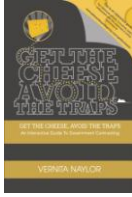
What would you be called by working for them?

I could have used just 54 instead of 541611 and garnered the same results. Test your business to see what comes up. Let's see your results:

What do you believe are the next steps that I should take?

There are a lot more to consider. What are some others that come to mind for you?

Can you think of other ways to leverage the information that you obtained about your competitor?



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Who is your competitor? Do you know? Locate them using the process that we just discussed.
Put your results here:

As previously mentioned I am sure that you are able to discover several other ways to use it.
Put your answer(s) here:

Name a few of those SBA goals? Hint: These goals can help you.

What is the name of the form?

Is a Plan required as a Prime? If so, what type?

The plan and what type is required are based upon whether you are a Prime or Subcontractor.
What is the purpose of creating a Plan?
