



• August 15-18, 2010 • Dallas, Texas •
• Dallas Convention Center •



Doing Business with The Federal
Government – A Vendor's Perspective

Why GSA?

- It answers the question immediately from federal buyers, “Great product, how to I buy from you?”
- Provides a systematic way to responding to bids.
- Allows you to “team” with other vendors.

What's Involved?

- Need a DUNS and a TIN.
- Need to be registered on CCR.
 - www.bpn.gov/CCR
 - NAICS code? **N**orth **A**merican **I**ndustry **C**lassification **S**ystem
 - FSC? **F**ederal **S**upply **C**lass
 - SIN? **S**pecial **I**tem **N**umber, general description of your products
- Need to have ORCA filled out.
 - <https://orca.bpn.gov>
- Need to have PKI.
 - <http://aces.orc.com>

Figure out your schedule?

- Schedule 56 is building materials and Industrial Services and Supplies
- Expect paperwork for submittal, but must be submitted on line. PKI is important!
- Insure you have all the data filled out right!
Do not submit incomplete or with ANY mistakes!

Timing

- Gather all information and certificates, 2-3 weeks.
- Fill out paperwork, 2-4 months.
- Submit for approval, 4-8 months.
- Get you contract!
 - Load product on GSAadvantage! They have a spreadsheet to make it easier, so ask you CO for it, if not, takes about 4 weeks.

Questions?

- Good luck!

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