



The Premier Energy Training Workshop  
and Trade Show for Federal Agencies

**A River of Energy Solutions**

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

E. W. Dovel

# 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.
- Establishes a contractual vehicle to buy from you!

# What's Involved?

- Need a DUNS and a TIN.
- Need to be registered on CCR.
  - [www.bpn.gov/CCR](http://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, Ft. Worth, TX. Other schedules could be in Kansas City, or Washington state.
- 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!

E. W. Dovel

Harris Manufacturing, Inc.

GS-07F-0108V

904-838-7980

[edovel@harrislighting.com](mailto:edovel@harrislighting.com)

GovEnergy Booth # 911