



GovEnergy

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The Premier Energy Training Workshop
and Trade Show for Federal Agencies

A River of Energy Solutions

Doing Business with the Federal Government

JP Hoffman

Why the Federal Government

- U.S. Best Customer
- U.S. Biggest Customer
- Spends Billions of Dollars Annually

Federal Goals on Acquiring Goods and Services

- A Quality Product and/or Service
- Delivered on Time
- At Competitive Price

So Where do I Start ?

- Registration
- Research
- Right People
- Finding Opportunities
- Marketing

Registrations

- Dunn and Bradstreet www.dnb.com or (800) 333-0505
- CCR Central Contractor Registration (www.ccr.gov)
- Pro-Net (<http://pro.net.sba.gov>)

Pro - Net

- Internet – data base of small businesses
- One Stop Shop for Procurement
- Link for Procurement Opportunities
- E-Search for Contracting Officers (KOs) and Prime Contractors
- Marketing Tool

Research

- Identify your product/service
- Identify who buys your product/service
- Identify your NAICS codes (North American Industrial Classifications System)
- Know your size (average sales)
- Number of Employees

Start with Small Business Liaison

- Acts as a Liaison between supplier & buyer
- Does not purchase or procure items
- Can put you in contact with buyer
- Local SBA office and website
- www.sba.gov

Finding Business Opportunities

- Fed Bizz Opps www.fbo.gov
- ESCOs
- Large IDIQ contract holders
- Procurement Managers

Business Type

- Small Business
- 8a
- Small Disadvantaged Business
- Woman Owned Small Business
- HUBZONE Small Business
- Veteran Owned Small Business
- Service Disabled Veteran Owned Business

Certification

- HUBZONE, 8a, SDB (Officially Certified)
- Self Certification
 - Small Business
 - Woman Owned Small Business
 - Veteran Owned Small Business
 - Service Disabled Veteran Owned Business

Subcontractors

- Contact Large Prime Contractors
- Small Business Liaison Officers
- ESCO Procurement Managers
- NAESCO www.naesco.org
- Look at Sub Contracting Plans
- www.sba.gov

Questions

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