



Federal Contracting Basics

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The Basics

- ✓ Get Ready – Basic Business Registrations
- ✓ Prepare – Create a Plan, Define Goals
- ✓ Execute the Plan
- ✓ Perform – Deliver the product!!!

“Get Ready”

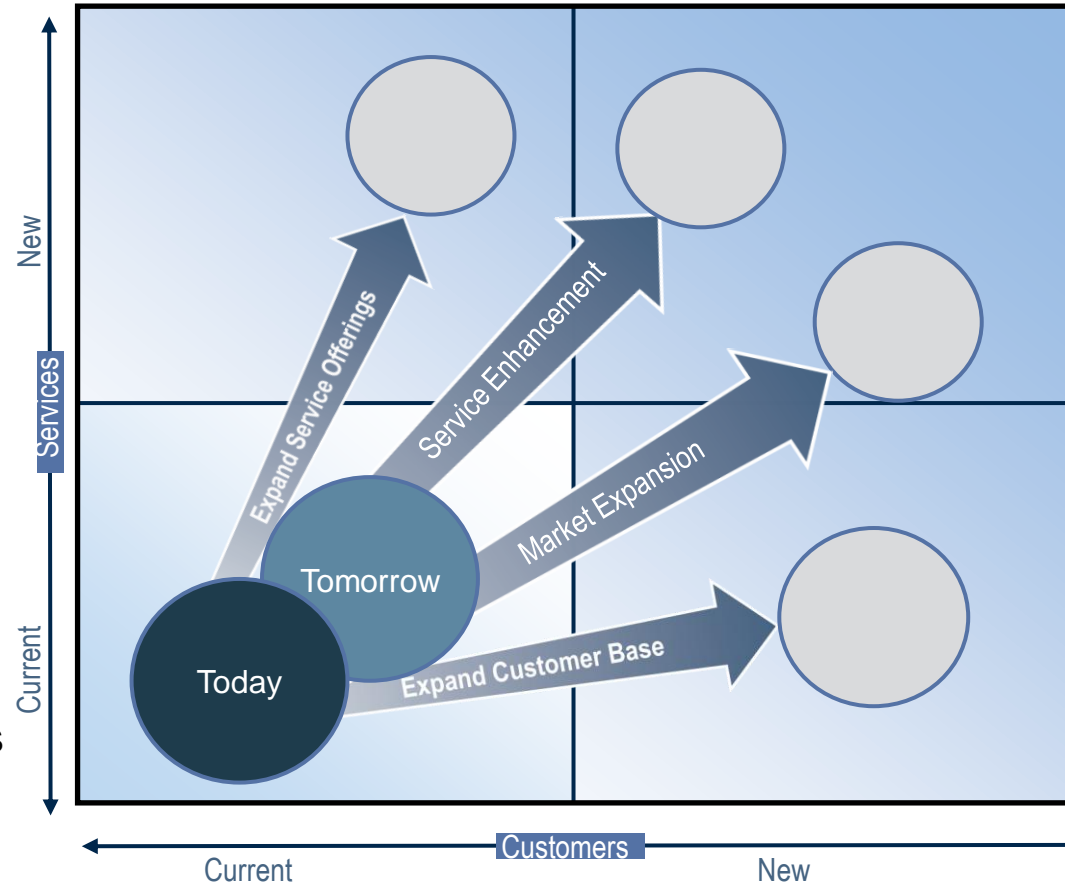
Basic Business Registrations

Step	Basic Registration Item / Step to Bidding	Website
1	Obtain FAR Guidance	https://www.acquisition.gov/Far/
2	Data Universal Numbering System (DUNS #)	https://eupdate.dnb.com/requestoptions.asp?cm_re=HomepageB*TopNav*DUNSNumberTab
3	Central Contractor Registration (CCR)	www.ccr.gov
4	Cage Code	Obtained through CCR registration
5	On-line Representations and Certifications Application (ORCA)	https://orca.bpn.gov/
6	Export Control	http://www.dlis.dla.mil/JCP/documents.aspx
7	Register on FBO	www.fbo.gov
8	Register on DLA	https://www.dibbs.bsm.dla.mil/

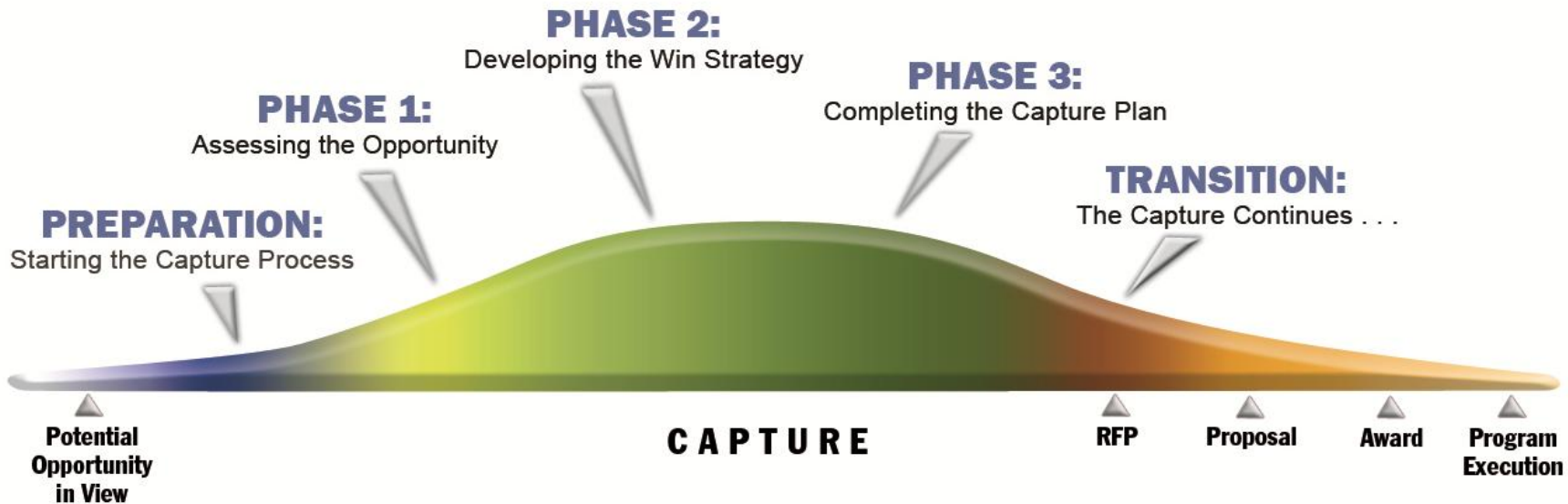
“Prepare”

Create a Strategy for Federal Contracting

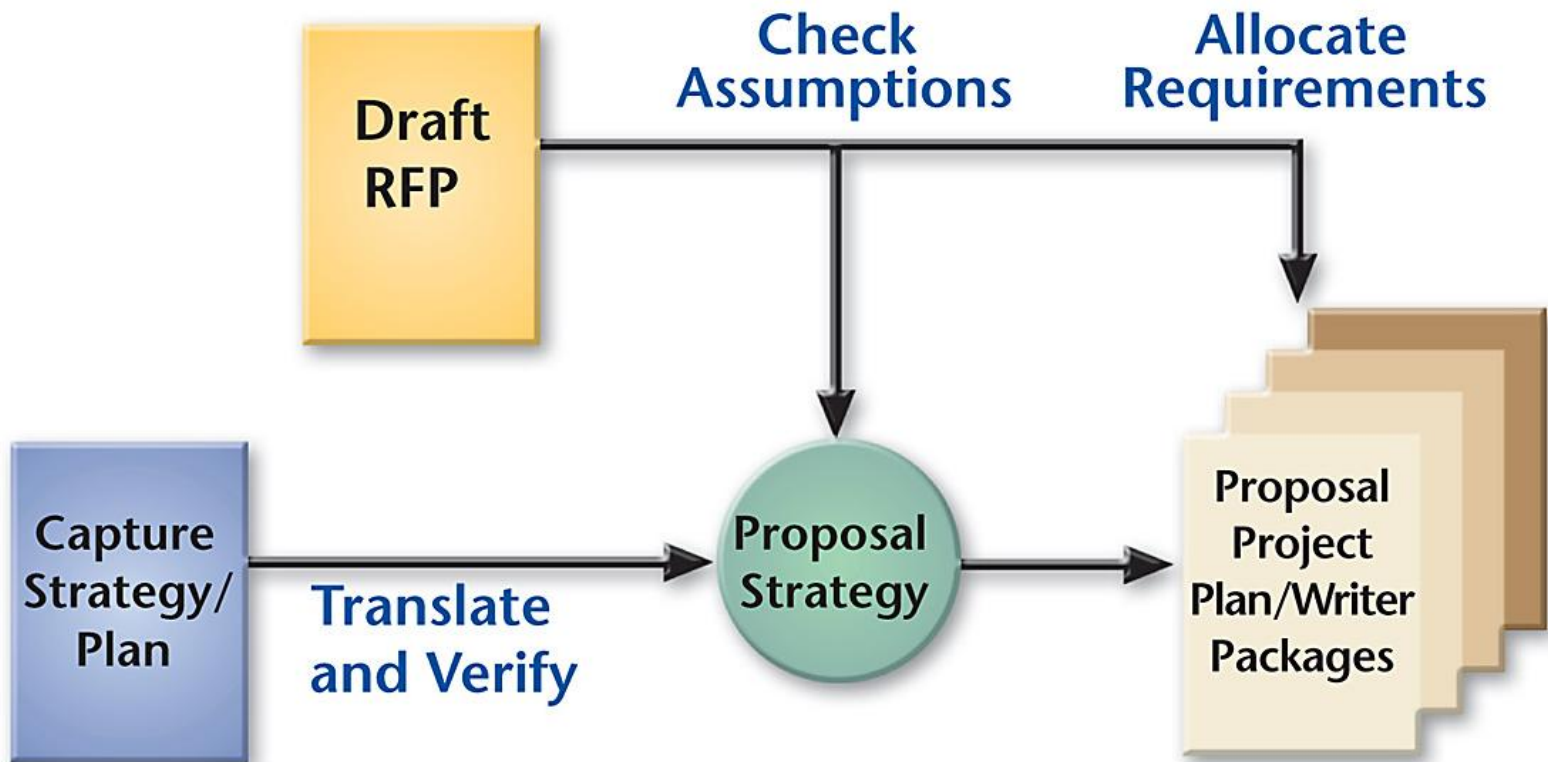
- ✓ Vision
- ✓ Capabilities / Locations
- ✓ Strengths Weaknesses Opportunities Threats
- ✓ Business Environment
- ✓ Growth Strategy & Assumptions
- ✓ Goals & Objectives
- ✓ Must Do(s) / Shall Do(s)
- ✓ Targets of Interest
- ✓ Potential Target Opportunities
- ✓ Action Plan



“Execute the Plan” Capture Federal Business

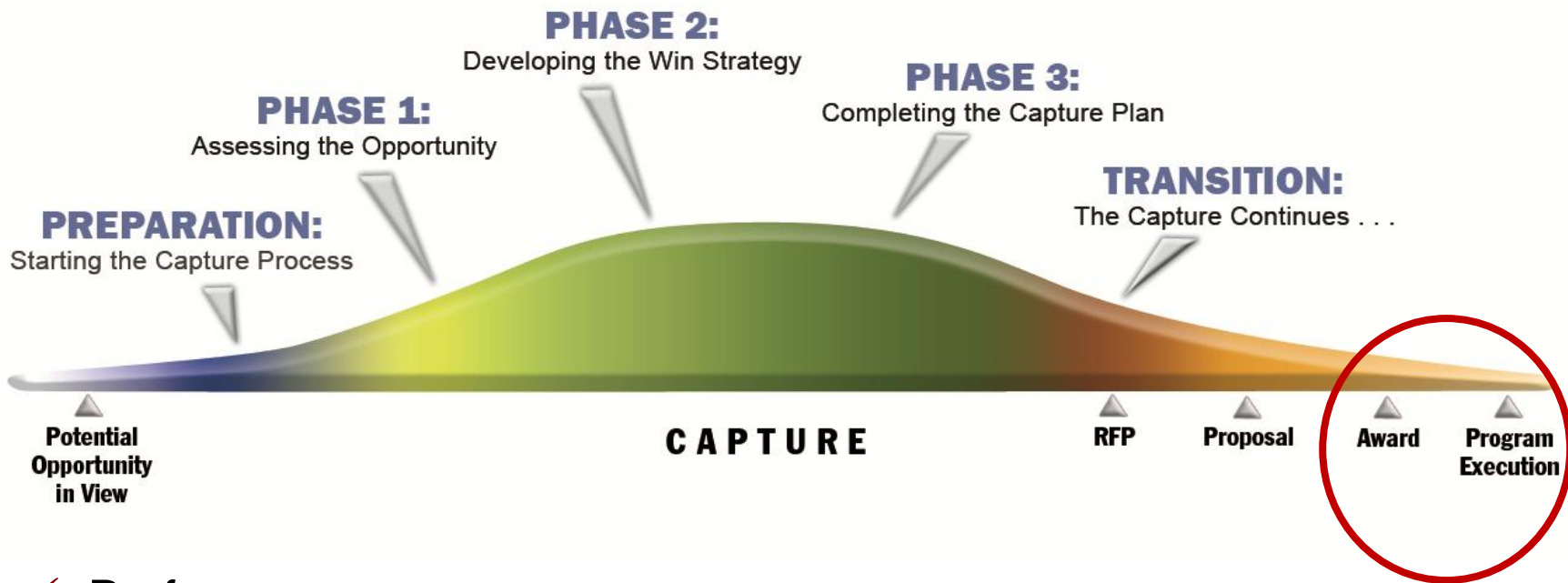


“Execute the Plan” Submit Proposals – BID!



“Perform”

Capture Federal Business



- ✓ Perform
 - ✓ Deliver the Product
 - ✓ Do what you say and say what you do!!

Summary

- ✓ Get Ready – Basic Business Registrations
- ✓ Prepare – Create a Plan, Define Goals
- ✓ Execute the Plan
- ✓ Perform – Deliver the product!!!



Thank you

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