

FEDERAL CONTRACTING

Top Strategies to Win Federal Government Contracts



Barbara English

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Where Businesses Come to Grow!

 @USMBDA  /USMBDA www.MBDA.gov



Objectives

- Give Practical Examples of What Really Occurs
- Get It All - Once and For All

Strategy # 1

ENSURE SBA IS ON YOUR A-TEAM

- Build strong relationships with at least 3 PCR's
- Example

Where To Locate PCR's: sba.gov

AREA III: Includes the states of Alabama, Florida, Georgia, Kentucky, Mississippi, North Carolina, South Carolina and Tennessee

MITCHELL MORAND, AREA DIRECTOR

Office of Government Contracting
U.S. Small Business Administration
233 Peachtree St., NE, Suite 1900
Atlanta, GA 30303
Tel: (404) 331-7587 x202
Fax: (404) 331-2956
Email: mitchell.morand@sba.gov



STEWART KALLAM, INDUSTRIAL SPECIALIST (FORESTRY) & COC SPECIALIST

Atlanta Natural Resources Sales Assistance Office
U.S. Small Business Administration
233 Peachtree St., NE, Suite 1900
Atlanta, GA 30303
Tel: (404) 331-7587 x206 Fax: (404) 331-2956 Email: Stewart.Kallam@sba.gov

ACTIVITIES COVERED

Forest Service Region 8 (AL, AR, FL, GA, KY, LA, MS, NC, OK, PR, SC, TN, TX, VA, VI) and 33 market areas **ALABAMA, MISSISSIPPI, TENNESSEE**

Strategy #2

FIND A MENTOR

- Search for a mentor in your NAICS Code
- Identify a mentor on the Top 10 Vendors on fpds.gov
 - Use the EZ Search box to type in NAICS Code
 - A list of the Top 10 Vendor Full Name will display in bottom left
- Look for 8(a) firms graduating http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- Example



Login

Log-In:

Password:

[Log In](#)

- » [Forgot Your Password?](#)
- » [Security and Privacy](#)
- » [Contact Help Desk](#)
- » You must click [here](#) for very Important D&B Information

Registration

- » [Register](#)
- » [Who Should Register?](#)

FAQs

- » [FPDS-NG](#)
- » [ezSearch](#)
- » [ATOM Feed](#)

Links

- » [Recovery.Gov](#)
- » [eGov Initiatives](#)

ezSearch

541611

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

FY 2012 Small Business Goaling Report

FY 2012 Small Business Goaling Report is now available on the 'Reports' page of FPDS-NG. [Click here](#) for the report.

The Small Business Goaling Report is a department level report that displays Small Business data for a specified date range by Funding/Contracting Agency.

Simplified Acquisition Threshold Report

The purpose of the Simplified Acquisition Threshold Report is to provide Funding Agencies with a tool they can use to analyze their small business performance on contracts within the Simplified Acquisition Threshold (SAT), \$3-150K range. Contracts within the SAT are reserved for small business (SB) per 15 USC Sec. 644(j)(1) and FAR 13.003(b)(1).

[Read more...](#)

NIA - Hurricane Sandy

A new National Interest Action value 'Hurricane Sandy 2013' has been added to the FPDS-NG Production system.

For Web Portal users the value 'Hurricane Sandy 2013' is available for selection in the National Interest Action field drop down. The Contract Writing systems shall use the code 'H13S' when creating/updating documents through Business Services.

National Interest Action value 'Hurricane Sandy 2013' is valid from 10/28/2012 to 12/17/2013.

NIA - Oklahoma Tornado and Storm 2013

A new National Interest Action value 'Oklahoma Tornado and Storm 2013' has been added to track the relief contracts.

For Web Portal users the value 'Oklahoma Tornado and Storm 2013' is available for selection in the National Interest Action field dropdown. The Contract Writing systems using V1.4 shall use the code 'T13O' when creating/updating documents through Business Services.

National Interest Action value 'Oklahoma Tornado and Storm 2013' is valid from 05/20/2013 to 11/19/2013.

Contracts reported against 'Oklahoma Tornado and Storm 2013' will be available in National Interest Action report Thursday 5/23/2013.

Sustainability Report

The purpose of this new standard report is to determine the type and usage of Recovered Materials. This report will be placed in the HOW category. It displays the actions and dollars for each of the "Recovered Materials" values.

[Read more...](#)

Inherently Governmental Functions

FPDS-NG shall mandate on all actions with a Product or Service Code as a 'Service' and that are signed on or later than 03/01/2012 to indicate whether they are 'Closely Associated', 'Critical Functions', 'Other Functions' or a combination of

Top Requests

- » [Recovery Report](#)
- » [Hurricane Sandy Report](#)
- » [Hurricane Irene Report](#)
- » [Pacific Earthquake/Tsunami](#)
- » [Hurricane Earl Report](#)
- » [Gulf Oil Spill Report](#)
- » [Haiti Earthquake Report](#)
- » [Hurricane Katrina Report](#)
- » [Hurricane Rita Report](#)
- » [Other Hurricane/Disaster Relief](#)
- » [Oklahoma Tornado 2013 Report](#)

Latest News

- » [Upcoming Releases](#)
- » [Software Releases](#)
- » [Small Business Goaling Report](#)
- » [NIA - Oklahoma Tornado and Storm 2013](#)
- » [Data Management Fixes](#)
- » [Data Archives](#)
- » [NIA - Hurricane Sandy](#)
- » [Top 100 Contractors Report](#)
- » [Sustainability Report](#)
- » [Inherently Governmental Functions](#)

You must click [here](#) for very important D&B information.

- Top 10: Department Full Name**
- DEPT OF DEFENSE (226891)
 - GENERAL SERVICES ADMINISTRATION (46867)
 - HEALTH AND HUMAN SERVICES, DEPARTMENT OF (40257)
 - HOMELAND SECURITY, DEPARTMENT OF (25248)
 - INTERIOR, DEPARTMENT OF THE (17830)
 - STATE, DEPARTMENT OF (17723)
 - JUSTICE, DEPARTMENT OF (15185)
 - TREASURY, DEPARTMENT OF THE (13010)
 - ENERGY, DEPARTMENT OF (12111)
 - TRANSPORTATION, DEPARTMENT OF (11242)

- Top 10: Contracting Agency Name**
- DEPT OF THE ARMY (138984)
 - DEPT OF THE NAVY (51656)
 - FEDERAL ACQUISITION SERVICE (39923)
 - DEPT OF THE AIR FORCE (19112)
 - STATE, DEPARTMENT OF (17723)
 - ENERGY, DEPARTMENT OF (12111)
 - VETERANS AFFAIRS, DEPARTMENT OF (10859)
 - NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (10161)
 - CENTERS FOR DISEASE CONTROL (9743)
 - OFFICES, BOARDS AND DIVISIONS (9347)

- Top 10: Vendor Full Name**
- MISCELLANEOUS FOREIGN CONTRACTORS (88004)
 - FSS ALUTIQ JOINT VENTURE (17249)
 - SCIENCE APPLICATIONS INTERNATIONAL CORPORATION (11975)
 - PROTELLIGENT LLC (9381)
 - BOOZ ALLEN HAMILTON INCORPORATED (3628) (6983)
 - MPRI INCORPORATED (4778)
 - LOGISTICS MANAGEMENT INSTITUTE (4638)
 - DELOITTE CONSULTING L.L.P. (3597)
 - THE CNA CORPORATION (3263)
 - L-3 SERVICES, INC. (2999)

List Of Contract Actions Matching Your Criteria		Results 1 - 30 of 507677 as of Aug 31, 2013 8:26:05 AM	
Award ID (Mod#):	00001199309DAC0193CE35060 (A023) View	Award Type:	DEFINITIVE CONTRACT
Vendor Name:	PRINCETON ENERGY RESOURCES INT	Contracting Agency:	ENERGY, DEPARTMENT OF
Date Signed:	April 15, 2002	Action Obligation:	\$64,000
Referenced IDV:		Contracting Office:	HEADQUARTERS PROCUREMENT SERVICES
NAICS (Code):	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES (541611)	PSC (Code):	PROGRAM MANAGEMENT/SUPPORT SERVICES (R408)
Vendor City:	PRINCETON	Vendor DUNS:	188554448
Vendor State:	NJ	Vendor ZIP:	085401515
Global Vendor Name:	PRINCETON ENERGY RESOURCES INT	Global DUNS Number:	188554448
Award ID (Mod#):	00001199309DAC0193CE35060 (A024) View	Award Type:	DEFINITIVE CONTRACT
Vendor Name:	PRINCETON ENERGY RESOURCES INT	Contracting Agency:	ENERGY, DEPARTMENT OF
Date Signed:	June 15, 2002	Action Obligation:	\$228,000
Referenced IDV:		Contracting Office:	HEADQUARTERS PROCUREMENT SERVICES
NAICS (Code):	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES (541611)	PSC (Code):	PROGRAM MANAGEMENT/SUPPORT SERVICES (R408)
Vendor City:	PRINCETON	Vendor DUNS:	188554448
Vendor State:	NJ	Vendor ZIP:	085401515
Global Vendor Name:	PRINCETON ENERGY RESOURCES INT	Global DUNS Number:	188554448
Award ID (Mod#):	00001199504BAC0195CE10597 (A023) View	Award Type:	PURCHASE ORDER
Vendor Name:	DYNORP SYSTEMS AND SOLUTIONS	Contracting Agency:	ENERGY, DEPARTMENT OF
Date Signed:	September 15, 2001	Action Obligation:	\$85,000

Search Criteria

To remove the criteria or a portion of the search criteria click the button next to each search level.

X 541611

Sort By

This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.

Sort Order:

- Relevance**
- [Contract Type](#)
 - [Agency Code](#)
 - [Agency Full Name](#)
 - [Date Signed](#)
 - [Contracting Agency ID](#)
 - [Contracting Agency Name](#)
 - [Department Full Name](#)
 - [Action Obligation \(\\$\)](#)
 - [NAICS](#)
 - [PSC](#)
 - [Vendor State](#)
 - [Vendor ZIP Code](#)
 - [PoP Country Name](#)
 - [PoP State Name](#)
 - [Local Area Set Aside](#)
 - [Treasury Account Symbol](#)
 - [Non-Government Dollars](#)

Strategy #3

GET CERTIFIED

Use Small Business Programs to Narrow the Playing Field

- 8(a) Small Disadvantaged Business*
- Economic Disadvantaged Women-Owned Small Business
- Women-Owned Small Business
- Service Disabled Veteran-Owned Small Business
- HUBZone
- Example

Strategy #4

DO EXTENSIVE MARKET RESEARCH VIA [FPDSNG.COM](https://fpdsng.com)

- Gives You a Systematic Approach to Entering the Federal Marketplace
- Uses Your Business Development Time More Efficiently and Effectively
- Increases Your Success Rate
- Example

EZ Search Results

Search took 6.77 seconds

Result Page: [1](#) [2](#) [3](#) [4](#) [5](#) [6](#) [7](#) [8](#) [9](#) [10](#) [Next](#)

Top 10: Department Full Name	List Of Contracts Matching Your Criteria	Results 1 - 30 of 1367147 as of Aug 20, 2007 12:23:26 PM	Search Criteria ?																															
<ul style="list-style-type: none"> ▶ GENERAL SERVICES ADMINISTRATION (609885) ▶ DEPT OF DEFENSE (363539) ▶ VETERANS AFFAIRS, DEPARTMENT OF (147087) ▶ INTERIOR, DEPARTMENT OF THE (36935) ▶ JUSTICE, DEPARTMENT OF (31959) ▶ HEALTH AND HUMAN SERVICES, DEPARTMENT OF (28039) ▶ HOMELAND SECURITY, DEPARTMENT OF (23848) ▶ AGRICULTURE, DEPARTMENT OF (22074) ▶ TREASURY, DEPARTMENT OF THE (18159) ▶ COMMERCE, DEPARTMENT OF (12489) 	<table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Award ID (Mod#): 00001200109B101811M949 (2) (View)</td> <td style="width: 30%;">Award Type: Purchase Order</td> </tr> <tr> <td>Vendor Name: INTER. ARCHAEOLOGICAL RESEARCH</td> <td>Contracting Agency: U.S. FISH AND WILDLIFE SERVICE</td> </tr> <tr> <td>Date Signed: December 08, 2003</td> <td>Action Obligation: \$45,707</td> </tr> <tr> <td>Referenced IDV:</td> <td>Contracting Office: U.S. FISH AND WILDLIFE SERVICE</td> </tr> <tr> <td>IIAICS (Code): ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES (541611)</td> <td>PSC (Code): EDUCATIONAL STUDIES AND ANALYSES (8542)</td> </tr> <tr> <td>Vendor City: HONOLULU</td> <td>Vendor DUNS: 6058316430000</td> </tr> <tr> <td>Vendor State: HI</td> <td>Vendor ZIP: 968262231</td> </tr> </table> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Award ID (Mod#): 00001200109B101811M945 (1) (View)</td> <td style="width: 30%;">Award Type: Purchase Order</td> </tr> <tr> <td>Vendor Name: BISHOP MUSEUM</td> <td>Contracting Agency: U.S. FISH AND WILDLIFE SERVICE</td> </tr> <tr> <td>Date Signed: December 08, 2003</td> <td>Action Obligation: \$40,000</td> </tr> <tr> <td>Referenced IDV:</td> <td>Contracting Office: U.S. FISH AND WILDLIFE SERVICE</td> </tr> <tr> <td>IIAICS (Code): ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES (541611)</td> <td>PSC (Code): EDUCATIONAL STUDIES AND ANALYSES (8542)</td> </tr> <tr> <td>Vendor City: HONOLULU</td> <td>Vendor DUNS: 0776732420000</td> </tr> <tr> <td>Vendor State: HI</td> <td>Vendor ZIP: 968172704</td> </tr> </table> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Award ID (Mod#): 00001200301C03HQFS00546S07F0352K (10) (View)</td> <td style="width: 30%;">Award Type: Delivery Order</td> </tr> <tr> <td>Vendor Name: COASTAL INTERNATIONAL SECURITY</td> <td>Contracting Agency: GEOLOGICAL SURVEY</td> </tr> </table>	Award ID (Mod#): 00001200109B101811M949 (2) (View)	Award Type: Purchase Order	Vendor Name: INTER. ARCHAEOLOGICAL RESEARCH	Contracting Agency: U.S. FISH AND WILDLIFE SERVICE	Date Signed: December 08, 2003	Action Obligation: \$45,707	Referenced IDV:	Contracting Office: U.S. FISH AND WILDLIFE SERVICE	IIAICS (Code): ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES (541611)	PSC (Code): EDUCATIONAL STUDIES AND ANALYSES (8542)	Vendor City: HONOLULU	Vendor DUNS: 6058316430000	Vendor State: HI	Vendor ZIP: 968262231	Award ID (Mod#): 00001200109B101811M945 (1) (View)	Award Type: Purchase Order	Vendor Name: BISHOP MUSEUM	Contracting Agency: U.S. FISH AND WILDLIFE SERVICE	Date Signed: December 08, 2003	Action Obligation: \$40,000	Referenced IDV:	Contracting Office: U.S. FISH AND WILDLIFE SERVICE	IIAICS (Code): ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES (541611)	PSC (Code): EDUCATIONAL STUDIES AND ANALYSES (8542)	Vendor City: HONOLULU	Vendor DUNS: 0776732420000	Vendor State: HI	Vendor ZIP: 968172704	Award ID (Mod#): 00001200301C03HQFS00546S07F0352K (10) (View)	Award Type: Delivery Order	Vendor Name: COASTAL INTERNATIONAL SECURITY	Contracting Agency: GEOLOGICAL SURVEY	<p>To remove the criteria or a portion of the search criteria click the button next to each search level.</p> <p><input checked="" type="checkbox"/> Socio Economic Indicators: "women"</p>
Award ID (Mod#): 00001200109B101811M949 (2) (View)	Award Type: Purchase Order																																	
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Referenced IDV:	Contracting Office: U.S. FISH AND WILDLIFE SERVICE																																	
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Award ID (Mod#): 00001200301C03HQFS00546S07F0352K (10) (View)	Award Type: Delivery Order																																	
Vendor Name: COASTAL INTERNATIONAL SECURITY	Contracting Agency: GEOLOGICAL SURVEY																																	
<p>Top 10: Contracting Agency Name</p> <ul style="list-style-type: none"> ▶ FEDERAL SUPPLY SERVICE (568377) ▶ VETERANS AFFAIRS, DEPARTMENT OF (147087) ▶ DEPT OF THE ARMY (134791) ▶ DEFENSE LOGISTICS AGENCY (98259) ▶ DEPT OF THE NAVY (77390) ▶ DEPT OF THE AIR FORCE (39364) ▶ PUBLIC BUILDINGS 	<p>Sort By ?</p> <p>This section allows the user to sort the existing list of contracts by various fields within the contract. For example you can sort the existing list of contracts by Date Signed or Contract Type. Click on the appropriate field to Sort By. Only one Sort can be conducted at a time.</p>																																	
	<p>Relevance</p> <ul style="list-style-type: none"> ▶ PRIMARY KEY ▶ Contract Type ▶ Agency Code ▶ Agency Full Name ▶ Date Signed ▶ Contracting Agency ID ▶ Contracting Agency Name ▶ Department Full Name ▶ Obligated Amount ▶ Principal NAICS Code ▶ Product or Service Code ▶ Vendor State 																																	

ADHOC Reports

FPDS-NG : SALOMEHG [Adhoc Report] - Microsoft Internet Explorer provided by General Services Administration

Address: https://www.fpds.gov/Reports/view/isp/mainPAFramesetFind.jsp

HOME Advanced Search

New Find My Reports Close Help

New Report

Active filters

Send Export Highlighting Drill Charts Save Save As Edit

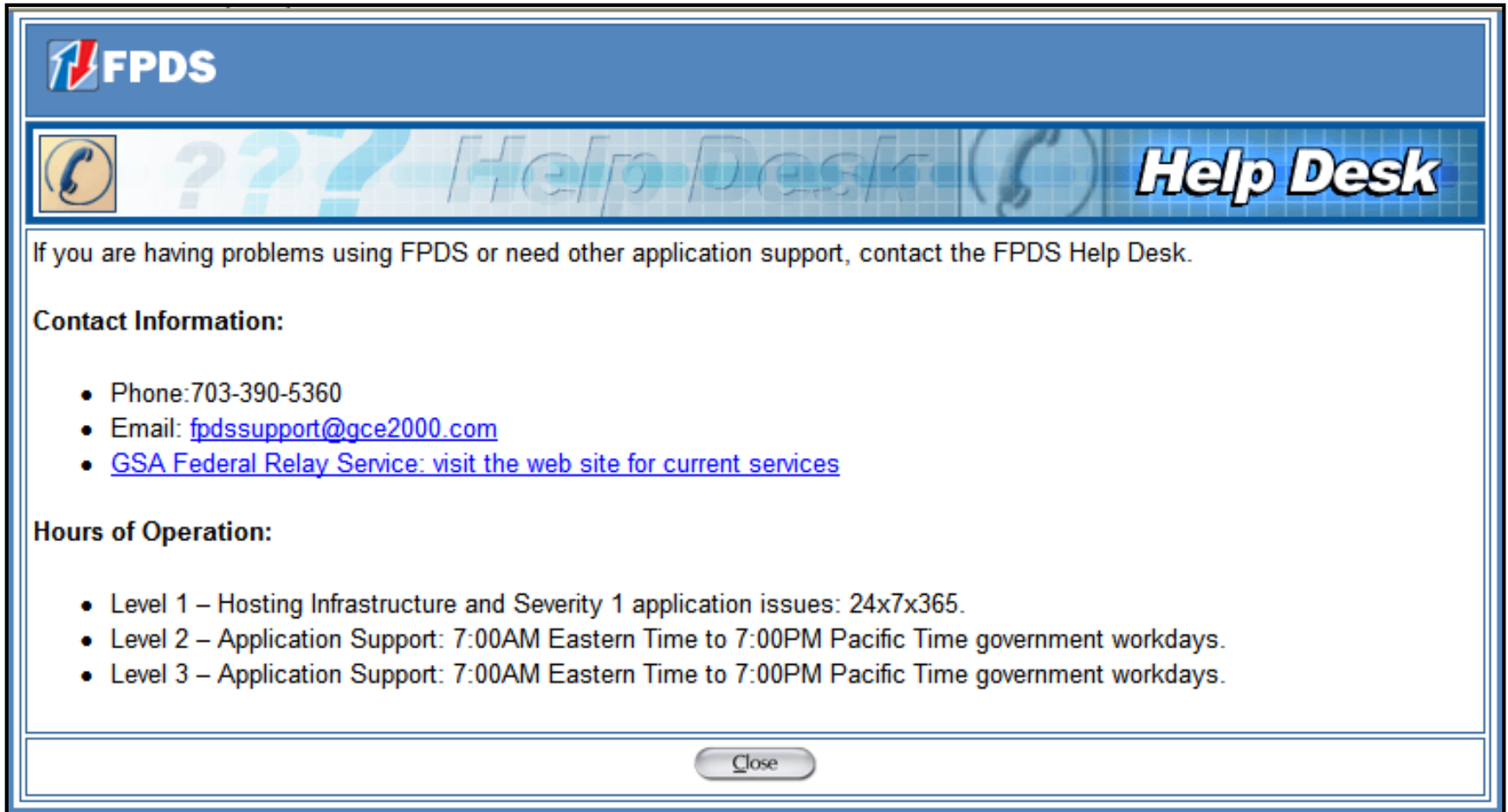
Warning: This report has reached or exceeded the maximum number of rows allowed (5,000). The excess rows have been dropped from the report and are not included in any total columns. For better results, please further limit your report search criteria by reducing the data range or providing more specific information where applicable.

1 of 250

Doing Business As Name	Base and Exercised Options Value	Base and All Options Value
ZUM WALDE	-\$1,207	-\$1,207
(+DATA NETWORKS CORPORATION)	\$130,960	\$130,960
(A SUBSIDIARY OF ARCTIC SLOPE REGIONAL CORPORATION)	\$152,077	\$152,077
(A SUBSIDIARY OF ARCTIC SLOPE REGIONAL CORPORATION)	\$202,794	\$1,931,445
(A WHOLLY OWNED SUBSIDIARY OF THE BOEING COMPANY)	\$176,403	\$176,403
(AFF: ARROW HEAD REGIONAL	\$5,100	\$5,100

- Save queries
- Sum
- Format
- Export
- Print
- Drill down
- Highlight
- Chart
- Filters- Data values

Get Help When Needed!

A screenshot of a web browser window titled "FPDS Help Desk". The window has a blue header with the FPDS logo on the left and the text "FPDS" next to it. Below the header is a navigation bar with a phone icon, a "Help Desk" title, and a "Help Desk" button. The main content area contains the following text:

If you are having problems using FPDS or need other application support, contact the FPDS Help Desk.

Contact Information:

- Phone: 703-390-5360
- Email: fpdssupport@gce2000.com
- [GSA Federal Relay Service: visit the web site for current services](#)

Hours of Operation:

- Level 1 – Hosting Infrastructure and Severity 1 application issues: 24x7x365.
- Level 2 – Application Support: 7:00AM Eastern Time to 7:00PM Pacific Time government workdays.
- Level 3 – Application Support: 7:00AM Eastern Time to 7:00PM Pacific Time government workdays.

At the bottom center of the window is a "Close" button.

Strategy #5

KNOW THE BEST VENUES FOR WINNING CONTRACTS

- **NCMA** (www.ncmahq.org)
 - World Congress – Washington, D.C.
 - NCMA Local Chapters
- **National 8(a) Association**
(www.national8aassociation.org)
 - Winter Conference – Orlando, FL
 - Summer Conference – Anchorage, AK
- **Example**

Strategy #6

PRICE YOUR PROPOSALS TO COVER ALL COSTS

- FAR Part 31 list allowable costs
- Know what your overhead costs are
- Aspire to the best practice model

Best Practice Example

Advanced Sentler LLC
Washington, DC 20001
PROPOSAL COVER SHEET

1. Solicitation/Contract/Modification No.:

ARFAP-09-R-98902

2. Advanced Sentler LLC

1 East Road

Washington, DC 20001

3. Point of Contact

Jane Doe

Contracts Manager

(202) 555-1212

4. Contract Administration Office

DCMA-Baltimore

200 Townsontown Blvd., West

Towson, MD 21204-5299

(301) 339-4800

Audit Office

District Branch Office

8181 Professional Place

Landover, MD 20785-2218

(301) 436-2090

5. Type of Contract Action:

New Contract

Firm Fixed Price

6. Total Price

$$\frac{\text{Proposed Price}}{\$938,241} + \frac{\text{Profit/Fee}}{\$93,824} = \frac{\text{Total Cost}}{\$1,032,065}$$

7. Government Property

We will not require the use of any government furnished property in the performance of this work.

Advanced Sentler LLC

Washington DC
Proposal Submitted in Response to RFP ARFAP-09-R-98902

<u>Element of Cost</u>	<u>Amount</u>	<u>Reference</u>
Engineering Labor	\$452,151	Schedule 1
Manufacturing Labor	26,412	Schedule 1
Direct Labor Overhead @ 56.7	271,345	Schedule 2
Material	113,175	Schedule 3
Material handling Overhead @ 5.0	<u>5,659</u>	Schedule 4
Subtotal	\$868,742	
G&A @ 8.0%	<u>69,499</u>	Schedule 5
Estimated Cost	\$938,241	
Profit @ 10%	<u>93,824</u>	
Total Price	\$1,032,065	

Schedule 1

Labor Category	2010 Engineering Labor Cost			2011 Engineering Labor Cost			2012 Engineering Labor Cost			Total Engineering Labor Cost	
	Rate/Hr.	Hours	Total	Rate/Hr.	Hours	Total	Rate/Hr.	Hours	Total	Hours	Total
Program Manager	\$33.93	683	\$23,174	\$35.63	760	\$27,079	\$37.41	507	\$18,967	1,950	\$69,220
Senior Engineer	26.39	1,200	31,668	27.71	900	24,939	29.10	700	20,370	2,800	76,977
Junior Engineer	22.12	1,800	39,816	23.23	1,500	34,845	24.39	900	21,951	4,200	96,612
Engineering Aide	14.50	1,800	26,100	15.23	550	8,377	15.99	50	800	2,400	35,277
Technical Writer	16.00	0	0	16.80	0	0	17.64	900	15,876	900	15,876
Metallurgist	18.85	1,900	35,815	19.79	1,200	23,748	20.78	700	14,546	3,800	74,109
Draftsman	18.95	<u>2,200</u>	<u>41,690</u>	19.90	<u>1,500</u>	<u>29,850</u>	20.90	<u>600</u>	<u>12,540</u>	<u>4,300</u>	<u>84,080</u>
Total Direct Labor - Engineering		<u>9,583</u>	<u>\$198,263</u>		<u>6,410</u>	<u>\$148,838</u>		<u>4,357</u>	<u>\$105,050</u>	<u>20,350</u>	<u>\$452,151</u>

Labor Category	2010 Manufacturing Labor Cost			2011 Manufacturing Labor Cost			2012 Manufacturing Labor Cost			Total Manufacturing Labor Cost	
	Rate/Hr.	Hours	Total	Rate/Hr.	Hours	Total	Rate/Hr.	Hours	Total	Hours	Total
Fabrication	\$10.85	400	\$4,340	\$11.39	600	\$6,834	\$11.96	600	\$7,176	1,600	\$18,350
Assembly	9.25	0	0	9.71	200	1,942	10.20	600	6,120	800	8,062
Total Direct Labor - Manufacturing		<u>400</u>	<u>\$4,340</u>		<u>800</u>	<u>\$8,776</u>		<u>1,200</u>	<u>\$13,296</u>	<u>2,400</u>	<u>\$26,412</u>
Total Direct Labor			<u>\$202,603</u>			<u>\$157,614</u>			<u>\$118,346</u>		<u>\$478,563</u>
Direct Labor Overhead @ 56.7%			<u>\$114,876</u>			<u>\$89,367</u>			<u>\$67,102</u>		<u>\$271,345</u>

All hours proposed are based on historical costs, reference account 23

The supporting data showing the historical hours and the development of the proposed hours are in file “5FGC” and is available immediately upon request.

The direct labor rates are based on actual average rates as of October 31, 2009 and escalated 5 percent each year. The Supporting data and rate calculations are located in file “5FGC”

Schedule 2

Budget for Fiscal Year 2010 Labor Overhead
Actual Overhead Expenses for Fiscal Years 2007 through 2009

(Note 1)

Account Number	Overhead Expenses (Note 2)	Budget	Actual Expenses (Note 3)			Notes
		2010	2009	2008	2007	
	Indirect Payroll	\$260,000				
	Payroll Taxes	228,000				
	Vacation	120,000				
	Holiday	110,000				
	Sick Leave	50,000				
	Pensions	171,000				
	Employee Morale	5,000				
	Entertainment	50,000				
	Office Equipment	7,000				
	Depreciation	5,000				
	Subscriptions	1,500				
	Travel	22,000				
	Miscellaneous	2,000				
	Stationery	6,000				
	Reproduction	17,000				
	Maintenance	5,000				
	Rent	202,000				
	Telephone	11,000				
	Insurance	<u>102,000</u>				
	Total Pool	1,374,500				
	Less Unallowable Costs					
	Entertainment	<u>50,000</u>				
	Net Allowable Expenses	<u>\$1,324,500</u>				
	<u>Allocation Base</u>					
	Direct Labor	<u>\$2,336,000</u>				4
	Labor Overhead Rate	<u>56.7%</u>				5

Explanatory Notes

1. Provide account numbers in this column.
2. The projected overhead expenses are based on the company's operating budget for 2010. The operating budget supporting data is located in file "DAAH, Overhead Operating Budget" and is immediately available upon request.
3. Provide the prior three years' actual overhead expense and allocation base in the same format as the budget for 2010. For the year 2009, actuals to date are immediately available upon request.
4. Includes Bid and Proposal Labor of \$5,000.
5. The same rate is estimated for fiscal years 2011 and 2012. We anticipate minimal inflation and a stable business base. The data and analysis supporting this assertion is located in file "DAAH Overhead Forecast" and is immediately available upon request.

Schedule 2

(Note 1)

Account Number	G&A Expenses (Note 2)	Budget		Net Allowable Expenses	Actual Expenses (Note 3)				
		2010	Less Unallowables		2009	2008	2007	Notes	
	Payroll Taxes	\$16,000		\$0	\$16,000				
	Officer's Salaries	165,000			165,000				
	Indirect Salaries	21,000			21,000				
	Interest	14,000	14,000		0				
	Vacation	11,000			11,000				
	Holiday	9,000			9,000				
	Sick Leave	5,000			5,000				
	Contributions	8,000	8,000		0				
	Pensions	12,000			12,000				
	Office Equipment	1,000			1,000				
	Depreciation	2,500			2,500				
	Travel	10,000			10,000				
	Miscellaneous	2,000			2,000				
	Legal Fees	7,000			7,000				
	Accounting Fees	7,000			7,000				
	Computer	17,500			17,500				
	Rent	15,000			15,000				
	Advertising	8,500	8,500		0				
	Telephone	3,000			3,000				
	Insurance	<u>7,000</u>	<u>0</u>		<u>7,000</u>				
	Total Pool	341,500	30,500		311,000				
	Bid & Proposal	<u>8,500</u>			<u>8,500</u>				4
	Total G&A and B&P	<u>\$350,000</u>	<u>\$30,500</u>		<u>\$319,500</u>				
			<u>Allocation Base</u>						
			Labor		\$2,331,000				
			Labor Overhead		1,371,665				5
			Other Direct Costs		29,000				
			Materials		250,000				
			Material Overhead		<u>12,500</u>				
			Total Cost Input Base		<u>\$3,994,165</u>				
			G&A Rate		<u>8.0%</u>				6

Schedule 2

(Note 1)						Actual Expenses (Note 3)			
Account		Budget		Net Allowable					
<u>Number</u>	<u>G&A Expenses (Note 2)</u>	<u>2010</u>	<u>Less Unallowables</u>	<u>Expenses</u>	<u>2009</u>	<u>2008</u>	<u>2007</u>	<u>Notes</u>	
	Payroll Taxes	\$16,000		\$16,000					
	Officer's Salaries	165,000		165,000					
	Indirect Salaries	21,000		21,000					
	Interest	14,000	14,000	0					
	Vacation	11,000		11,000					
	Holiday	9,000		9,000					
	Sick Leave	5,000		5,000					
	Contributions	8,000	8,000	0					
	Pensions	12,000		12,000					
	Office Equipment	1,000		1,000					
	Depreciation	2,500		2,500					
	Travel	10,000		10,000					
	Miscellaneous	2,000		2,000					
	Legal Fees	7,000		7,000					
	Accounting Fees	7,000		7,000					
	Computer	17,500		17,500					
	Rent	15,000		15,000					
	Advertising	8,500	8,500	0					
	Telephone	3,000		3,000					
	Insurance	7,000	0	7,000					
	Total Pool	341,500	30,500	311,000					
	Bid & Proposal	8,500		8,500				4	
	Total G&A and B&P	<u>\$350,000</u>	<u>\$30,500</u>	<u>\$319,500</u>					
			<u>Allocation Base</u>						
			Labor	\$2,331,000					
			Labor Overhead	1,371,665				5	
			Other Direct Costs	29,000					
			Materials	250,000					
			Material Overhead	12,500					
			Total Cost Input Base	<u>\$3,994,165</u>					
			G&A Rate	<u>8.0%</u>				6	

Strategy #7

STAY IN COMPLIANCE ON ALL FEDERAL CONTRACTS

- FAR Clauses
- Contract – Statement of Work
- Contracting Officer's Reports
- CPARS Performance Evaluations

Clauses in Contracts Less Than \$650,000

52.202-1 DEFINITIONS

52.203-3 GRATUITIES

52.203-6 RESTRICTIONS ON
SUBCONTRACTOR SALES TO THE
GOVERNMENT

52.203-7 ANTI-KICKBACK PROCEDURES

Clauses in Contracts Less Than \$650,000

- 52.203-8 CANCELLATION, RESCISSION, AND RECOVERY OF FUNDS FOR ILLEGAL OR IMPROPER ACTIVITY
- 52.203-10 PRICE OR FEE ADJUSTMENT FOR ILLEGAL OR IMPROPER ACTIVITY
- 52.203-12 LIMITATION ON PAYMENTS TO INFLUENCE CERTAIN FEDERAL TRANSACTIONS
- 52.204-2 SECURITY REQUIREMENTS REGISTRATION

Clauses in Contracts Less Than \$650,000

- 52.204-9 PERSONAL IDENTITY VERIFICATION OF CONTRACTOR PERSONNEL
- 52.209-5 CERTIFICATE REGARDING DEBARMENT, SUSPENSION
- 52.209-6 PROTECTING THE GOVERNMENT'S INTEREST WHEN SUBCONTRACTING WITH CONTRACTORS DEBARRED, SUSPENDED OR PROPOSED FOR DEBARMENT
- 52.211-5 MATERIAL REQUIREMENTS

Clauses in Contracts Less Than \$650,000

52.215-2 AUDIT AND RECORDS -
NEGOTIATION

52.215-8 ORDER OF PRECEDENCE –
UNIFORM CONTRACT FORMAT

52.215-14 INTEGRITY OF UNIT PRICES

Clauses in Contracts Less Than \$650,000

- 52.219-4 NOTICE OF PRICE EVALUATION
PREFERENCE FOR HUB Zone SMALL
BUSINESS CONCERNS
- 52.219-8 UTILIZATION OF SMALL BUSINESS
CONCERNS
- 52.219-28 POST-AWARD SMALL BUSINESS
PROGRAM REREPRESENTATION

Clauses in Contracts Less Than \$650,000

- 52.222-21 PROHIBITION OF SEGREGATED FACILITIES
- 52.222-26 EQUAL OPPORTUNITY
- 52.222-29 NOTIFICATION OF VISA DENIAL
- 52.222-35 EQUAL OPPORTUNITY FOR SPECIAL DISABLED VETERANS, VETERANS OF THE VIETNAM ERA, AND OTHER ELIGIBLE VETERANS

Clauses in Contracts Less Than \$650,000

- 52.222-36 AFFIRMATIVE ACTION FOR WORKERS WITH DISABILITIES
- 52.222-37 EMPLOYMENT REPORTS ON SPECIAL DISABLED VETERANS, VETERANS OF THE VIETNAM ERA, AND OTHER ELIGIBLE VETERANS
- 52.222-39 NOTIFICATION OF EMPLOYEE RIGHTS CONCERNING PAYMENT OF UNION DUES/FEES
- 52.222-41 SERVICE CONTRACT ACT OF 1965

Clauses in Contracts Less Than \$650,000

- 52.222-42 STATEMENT OF EQUIVALENT RATES FOR FEDERAL HIRES
- 52.222-43 FAIR LABOR STANDARDS ACT AND SERVICE CONTRACT ACT-PRICE ADJUSTMENT (MULTIPLE YEAR AND OPTION CONTRACTS)
- 52.222-50 COMBATING TRAFFICKING IN PERSONS

Clauses in Contracts Less Than \$650,000

- 52.223-6 DRUG-FREE WORKPLACE
- 52.223-14 TOXIC CHEMICAL RELEASE REPORTING
- 52.225-13 RESTRICTIONS ON CERTAIN FOREIGN PURCHASES

Clauses in Contracts Less Than \$650,000

52.227-1 AUTHORIZATION AND CONSENT

52.227-2 NOTICE AND ASSISTANCE
REGARDING PATENT AND
COPYRIGHT INFRINGEMENT

52.227-14 RIGHTS IN DATA—GENERAL

Clauses in Contracts Less Than \$650,000

52.229-3 FEDERAL, STATE, AND LOCAL TAXES

52.232-11 EXTRAS

52.232-17 INTEREST

52.232-18 AVAILABILITY OF FUNDS

52.232-23 ASSIGNMENT OF CLAIMS

Clauses in Contracts Less Than \$650,000

52.233-1 DISPUTES

52.233-3 PROTEST AFTER AWARD

52.233-4 APPLICABLE LAW FOR BREACH OF
CONTRACT CLAIM

52.242-13 BANKRUPTCY

Clauses in Contracts Less Than \$650,000

52.243-1 CHANGES-FIXED-PRICE

52.243-7 NOTIFICATION OF CHANGES

52.245-1 GOVERNMENT PROPERTY

Clauses in Contracts Less Than \$650,000

- 52.249-2 TERMINATION FOR CONVENIENCE OF THE GOVERNMENT (FIXED-PRICE)
- 52.249-6 TERMINATION (COST-REIMBURSEMENT)
- 52.249-8 DEFAULT (FIXED-PRICE SUPPLY AND SERVICE)

Clauses in Contracts Less Than \$650,000

- 52.252-2 CLAUSES INCORPORATED BY REFERENCE
- 52.252-6 AUTHORIZED DEVIATIONS IN CLAUSES
- 52.253-1 COMPUTER GENERATED FORMS

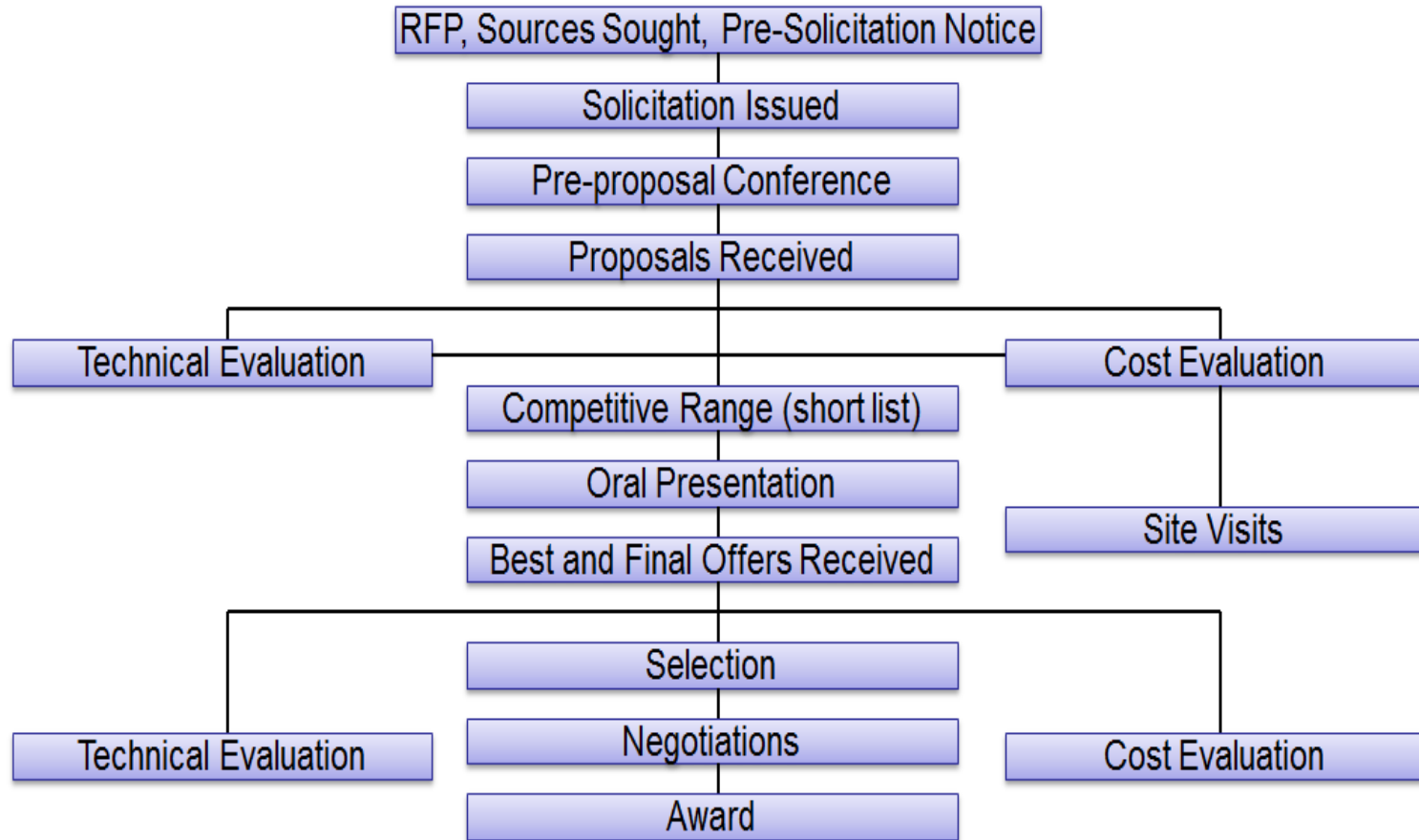
Clauses in Contracts Less Than \$650,000

52.219-9 SMALL BUSINESS
SUBCONTRACTING PLAN

52.219-16 LIQUIDATED DAMAGES -
SUBCONTRACTING PLAN

Strategy #8

UNDERSTAND FINAL AWARD DECISION PROCESS



Strategy #9

BE PERSISTENT

Let's Take a Test



Questions

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