

## Webinar - September 18, 2019

### Top Tips for Finding and Winning Government Contracts

Question	Answer(s)
Do you know of any portals or websites where contractors can access federal market data?	<a href="http://www.usaspending.gov">www.usaspending.gov</a> , check agency specific forecasts. <a href="http://www.fbo.gov">www.fbo.gov</a> lists award data. and many others
what is PPQ exactly?	HI Denise - PPQ = Past Performance Questionnaires.
What is DSS?	DSS = Dynamic Small Business Search (Defense Security Service in this context)
how long does it typically take to complete an RFP proposal? a range would be helpful	Government gives you 30 days (typically), but could expand to fill the amount of time to complete.
what is DSS	Dynamic Small Business Search (Defense Security Service - for facility and personnel clearances)
Is the PPQ part of every solicitation?	No, but usually on bigger Requests for Proposals.
Should we not bid on contracts that require past performance? One RFQ stated anything left blank is an automatic non-responsive quote	live answered
Never got the link to join. Will this presentation be sent out as well?	You bet. A recording will be available at <a href="http://www.aptac-us.org">www.aptac-us.org</a> .
Is there a format to retain past performance documentation contracts or with orders? Is it a requirement that the CO provide past performance to us?	live answered
Can you out source a contract?	Sometimes a firm will win a contract and then subcontract out a portion of the work. The federal government puts limits on the amount you can subcontract out called "limitations on subcontracting". The terms of the solicitation will indicate a Federal Acquisition Regulation clause related to this.
Does volunteer or nonpaid work count for Past Performance, if you I have letter of recommendations?	Sometimes. Government likes to use past performance that is most relevant to what they are buying at that moment. The solicitation should specify.

<p>If there is an insurance and bond requirement for the bid, that we may not have or not enough of at the moment, could we state that we are ready and willing to get additional coverage upon winning the bid ? is it normal for contractors to do or will we be denied because of this ?</p>	<p>Talk to your bonding/insurance agent. Government really likes to see bonding and insurance in place.</p>
<p>some of the IFB don't state the budget for the project, how can we find out the scope of work and how much is being paid ?</p>	<p>This is very common. You can usually find out how much they paid in the past. Federal Procurement Data System (FPDS.gov) will show us what the \$ was. Your PTAC advisor can help too.</p>
<p>Hi Steve Could You Email Me Your Contact Information I Would Like To Speak With You About Some Marketing To See What I'm Doing Wrong.</p>	<p>Hi Otis - Are you in New Mexico? Steve is one advisor of about 500 across the country. We'd like to connect you to someone close to where your business is at. They will have local information key to your success. You can find your local office at <a href="http://www.aptac-us.org">www.aptac-us.org</a>.</p>
<p>What are your thoughts about following up on a submitted RFP? For example email. Is it a good idea? If so, what timeframe from when the RFP is submitted?</p>	<p>Sometimes the small business professional for the agency can be helpful. Email check in is great.</p>
<p>What is an incumbent employee</p>	<p>Incumbent refers to the company and their employees who have been doing the work prior to the RFP process. Most government services have some sort of incumbent already in place. Your job is to unseat them if you want the work.</p>
<p>What is a good rule of thumb on how to deal with protests?</p>	<p>live answered</p>
<p>This is information I have received before but for some reason today it is sticking, thank you</p>	<p>Great to hear, Valerie! And a 1:1 meeting with your local PTAC can be really helpful too. <a href="http://www.aptac-us.org">www.aptac-us.org</a> to find your local office.</p>
<p>Do you receive an after performance review/grade on the contract by the contracting agency? Thanks in advance for answering!</p>	<p>Sometimes. You normally do on bigger contracts. For small dollar buys they don't take the time.</p>
<p>Slide 14: Does CO stand for Change Order?</p>	<p>This is Contracting Officer</p>
<p>Can the local PTAC office help with filling out the 8(a) certification application?</p>	<p>live answered</p>
<p>Are CPAR's awarded for non-federal agency contracts (say city of seattle contracts)?</p>	<p>No. CPARs is a federal system. Seattle will have their own system to track past performance.</p>

Suppose an RFP states that cost is the most important factor and you propose a price cheaper than a competitor yet they still win. Despite having the grounds for protest, at what point does a protest become a waste of time/money? Should you just move on to the next RFP?	live answered
What do I need to submit when the agency is requesting a discretionary order below \$50k?	
At what point can you ask about Progress Payments?	IF appropriate, it will be in the solicitation and subsequent contract. Do not wait until after award. Use Q/A period early in the process.
Where might I find a seminar or class on proposal preparation?	Call your local PTAC! <a href="http://www.aptac-us.org">www.aptac-us.org</a>
What is CMAS? How does it work? i.e which scenarios?	sorry! I need more context to CMAS before I can answer. I missed when you submitted this question. Contact your local PTAC for support. <a href="http://www.aptac-us.org">www.aptac-us.org</a> . This was not in the presentation, but is most likely California Multiple Award Schedule.
We have been given orders (large) and they were protested it caused a lot of problems	ah! yes. sorry to hear that.
Candy Hamer your local SBA office should be able to assist with the 8(a) certification, but PTAC counselors may be able to assist.	yes! PTACs are highly trained on certifications and ready to help. <a href="http://www.aptac-us.org">www.aptac-us.org</a>
Surely protesting must tag you as troublesome, no?	Depends on the buyer.
Once a job is awarded, are the results publicly posted to see where you ranked. This would be good information to have to do better on the next bid.	You are correct! Thank you.
what is the best way to market your certifications - like HUBZone?	Make sure you have a capabilities statement ready to go. Then, show up! Start learning and networking.
Where can we find FAR clauses	FAR - I prefer the FARsite by Hill Airforce Base: <a href="http://farsite.hill.af.mil">farsite.hill.af.mil</a> or <a href="http://acquisition.gov">acquisition.gov</a> .
don't they sometimes take a slightly higher bid if it's to meet a specific group that they need to meet allocation needs for the year like Veteran owned or Woman owned biz etc	Normally they set the opportunity aside for that socio economic group. They normally can't ignore low-bid requirements.
What is the difference between a CAGE # and your NAICS code(s)	NAICS is industry code. CAGE is your code for your business when you register in SAM.

Are Job Order Contractors the same as posted Government contracts	Yes. For a JOC, the prime has to subcontract out a majority of the work. If you're a small business you likely will be a subcontractor and need to pivot your marketing to be to the prime rather than the government agency.
Our NAICS is not listed... cybersecurity. What do I do	NAICS are somewhat imperfect. It's likely that the government will select an IT code that gets as close as they can. For your <a href="http://www.sam.gov">www.sam.gov</a> , select all that apply. And, check out your competitor's SAM profile to see what NAICS they listed. And, check out <a href="http://www.fbo.gov">www.fbo.gov</a> for archived postings for Cyber Security to see what NAICS they used.
Can you discuss GSA SIMS consolidation?	Sorry, that's a whole other webinar! And, a very big deal. Contact your local PTAC and GSA recently had some webinars on it too. I'm not able to find it at the moment. I can look later if you'd like. email me at <a href="mailto:info@washingtonptac.org">info@washingtonptac.org</a> and I'll do some searching.
Tiffany are there any issues sending marketing emails to CO's?	Contact your local PTAC for a full marketing plan that may include emails to buyers, but likely more effective options as well.
Where will I find your recorded webinar on the Capabilities Statement? (At the website you've given many others today?) :D	My recorded webinars will be posted at <a href="http://www.washingtonptac.org">www.washingtonptac.org</a> or you can email <a href="mailto:info@washingtonptac.org">info@washingtonptac.org</a> for a link.
what are the basic requirements to apply for 8A classification?	Must be in business 2 years (with revenue) and owned and controlled by a socially and economically disadvantaged individual. <a href="http://www.sba.gov/8a">www.sba.gov/8a</a>
Don't want to be on a spammer list but do want to market effectively	
Hill Airforce Base Far site is going away....	but it's still live now!!! :) Could shut down as soon as 1 Oct 19 - depends on <a href="http://Acquisition.gov">Acquisition.gov</a> being ready to take over.