Doing Business with Mission & Installation Contract Command Fort Knox, Kentucky

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DISCUSSION ITEMS

- **Who We Are?**
- **What We Buy**
- **Pursuing Opportunities**
- **Q&A**

Who We Are

- **Mission and Installation Contracting Command-MCO – Fort Knox**

Who We Are ? - Fort Knox, KY

- **Fort Knox is home to U.S. Army Accessions Command (USAAC) and new home of the Human Resources Center of Excellence (HRCOE)**

- **The Fort Knox Garrison supports the development and readiness of our Nation's Warriors by providing quality services, maintaining and improving infrastructure, ensuring force protection, and enhancing the well being of the greater Fort Knox community.**

What We Buy

- Minor Construction
- Building Maintenance/Repairs, Renovation
- Supplies
- Services
- Information Technology Services

Pursuing Opportunities

- **Knowledge is empowering**
  - **Federal Acquisition Regulation (FAR)**
  - **Defense Acquisition Regulation Supplement (DFARS)**
  - **Army Federal Acquisition Regulation Supplement (AFARS)**

Pursuing Opportunities (cont.)

- **Marketing Sets the Pace**
  - **Know your product/service**
    - **Know your Federal Supply Class or Service Codes (FSC/SVC) and North American Industry Classification System (NAICS) code for your product or service**
  - **If you are an 8(a), HUBZone, Service Disabled Veteran (SDV), or otherwise eligible for one of the set-aside programs, then you MUST go visit the SBS and let them know who you are and what you can do**
    - **Work with the Small Business Administration to obtain certification or self-certify, as applicable should you believe you qualify for one, or more, of the programs. www.sba.gov for more information**

Pursuing Opportunities (cont.)

- **Know your customers product/service requirements**
- **Focus your marketing efforts**
  - **Research tools**
    - **Federal Procurement Data System Next Generation-- www.fpdsng.gov**
- **Develop a 1-page capabilities brief**
- **Investigate small business fairs or matchmaking session**

Pursuing Opportunities (cont.)

- **You must register your business before being eligible to receive award with the Federal Government:**
  - **Obtain a DUNS number (Data Universal Number System (DUNS)—a unique 9-character ID. Contact Dun and Bradstreet for further information**
  - **Registration in Central Contractor Registration (CCR) database is mandatory—www.ccr.gov**
    - **CCR, Small Business Search, as well as a wide variety of search engines are used by the Government to identify small business concerns for potential prime contract opportunities**

Pursuing Opportunities (cont.)

- **Know where to seek opportunities—**
  - https://doc.campbell.army.mil
  - http://doc.knox.army.mil
  - **Army Single Face to Industry** https://acquisition.army.mil/asfi/
  - **Federal Business Opportunities** www.fedbizopps.gov **or** www.fbo.gov
  - **FedBid (Optional for Army)**

Pursuing Opportunities (cont.)

- **Check Out GSA schedule – is it right for you?**
  - **Federal agencies may use Government-wide Acquisition Contracts (GWAC) and GSA Federal Supply Schedule (FSS) contracts to make purchases. These pre-approved contracts are used to buy commonly used products, services, and solutions. Opportunities are rarely announced on FedBizOpps, but are normally competed among pre-qualified vendors already under contract. www.gsa.gov**
  - **GSA Louisville office: 502-582-6436**

Pursuing Opportunities (cont.)

- **Government Purchase Card**
  - **Though not mandatory, having the ability to accept credit cards may afford your firm opportunities it may not otherwise have.**
  - **Ensure Government cardholders buying from you are acting within their authority.**

Pursuing Opportunities (cont.)

- **Explore Subcontracting Opportunities**
  - **Subcontracting opportunities through Prime contracts is a large secondary market**
  - **Our website contains a list of active, recurring type contracts-info on prime's is available**
  - **SBA Sub-Net is a resource on which Prime contractors can post subcontracting opportunities-http://web.sba.gov/subnet/.**
  - **Establish relationships with prime contractors**

Pursuing Opportunities (cont.)

- **Know the resources available to assist you**
  - **Procurement Technical Assistance Centers (PTACS) are located in most states and provide small business concerns with information on how to do business with the Government - http://www.thinkkentucky.com/KPAP**
  - **Small Business Specialists are normally available to provide information on how to do business with the Government as well as site specific information**
  - **Vendors are not authorized to market "door-to-door" to units/activities.**

POINT OF CONTACT

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QUESTIONS
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