

Defense Security Service Office of Small Business Programs





Topics

- *Doing Business with the Government*
- *What DSS has historically purchased*
- *How DSS purchases products and services*
- *Small business goals for past fiscal years*





Doing Business with the Government

- **Getting started:** *All vendors must have a Data Universal Numbering System (D-U-N-S) number which can be obtained for free from Dun & Bradstreet (<http://fedgov.dnb.com/webform>) and be registered in the System for Award Management (SAM) (<https://www.sam.gov>).*
- **Online Representations and Certifications (ORCA):** *This replaces the paper representations and certifications previously required under Section K of solicitations and is now part of [SAM](#).*
- **Getting paid:** *All vendors must submit invoices through the Wide Area Workflow (WAWF) website. (<https://wawf.eb.mil/>)*
- **Past Performance Ratings:** *Contractor Performance Assessment Reporting System (CPARS) is used to document contractor performance information that is required by Federal Regulations. (<https://www.cpars.gov/>)*
- **Federal Awardee Performance and Integrity Information System (FAPIIS):** *Web-based tool that allows the Government to track performance information, including terminations for cause or default and defective cost and pricing data. This information is added to the Federal Past Performance Retrieval System (PPIRS) and is used to support future acquisitions.*





Doing Business with the Government

Helpful Websites

- **U.S. Small Business Administration (SBA):** (<https://www.sba.gov/>)
- **Acquisition Central:** *Website that offers helpful information regarding Federal procurements.* (<https://www.acquisition.gov/>)
- **Federal Acquisition Regulation (FAR):**
(<https://www.acquisition.gov/far/>)
- **Defense Federal Acquisition Regulation Supplement (DFARS):**
(<http://www.acq.osd.mil/dpap/dars/dfarspgi/current/index.html>)
- **FARSite:** (<http://farsite.hill.af.mil/>)





What DSS Purchases

Top 20 North American Industry Classification System (NAICS) for FY2014

NAICS Code	NAICS Description	Dollars Obligated
541512	COMPUTER SYSTEMS DESIGN SERVICES	\$28,478,292.51
541611	ADMINISTRATIVE MANAGEMENT AND GENERAL MANAGEMENT CONSULTING SERVICES	\$24,042,190.67
541519	OTHER COMPUTER RELATED SERVICES	\$14,741,989.26
541511	CUSTOM COMPUTER PROGRAMMING SERVICES	\$6,541,892.86
611430	PROFESSIONAL AND MANAGEMENT DEVELOPMENT TRAINING	\$5,244,890.39
443120	COMPUTER AND SOFTWARE STORES	\$4,475,252.38
541211	OFFICES OF CERTIFIED PUBLIC ACCOUNTANTS	\$2,564,076.80
811212	COMPUTER AND OFFICE MACHINE REPAIR AND MAINTENANCE	\$1,757,983.52
541690	OTHER SCIENTIFIC AND TECHNICAL CONSULTING SERVICES	\$1,600,104.00
561612	SECURITY GUARDS AND PATROL SERVICES	\$1,098,632.88
334111	ELECTRONIC COMPUTER MANUFACTURING	\$929,003.70
611420	COMPUTER TRAINING	\$680,995.01
611710	EDUCATIONAL SUPPORT SERVICES	\$600,595.70
517911	TELECOMMUNICATIONS RESELLERS	\$458,269.41
337214	OFFICE FURNITURE (EXCEPT WOOD) MANUFACTURING	\$435,660.05
335313	SWITCHGEAR AND SWITCHBOARD APPARATUS MANUFACTURING	\$425,325.03
512110	MOTION PICTURE AND VIDEO PRODUCTION	\$388,396.00
541612	HUMAN RESOURCES CONSULTING SERVICES (2007), HUMAN RESOURCES AND EXECUTIVE SEARCH CONSULTING SERVICES (2002)	\$374,167.91
334290	OTHER COMMUNICATIONS EQUIPMENT MANUFACTURING	\$270,080.00
561621	SECURITY SYSTEMS SERVICES (EXCEPT LOCKSMITHS)	\$260,968.00





What DSS Purchases

Top 15 Services by Product or Service Code (PSC) for FY2014

PSC	Product or Service Description	Dollars Obligated
D301	IT AND TELECOM- FACILITY OPERATION AND MAINTENANCE	\$14,762,235.73
R699	SUPPORT- ADMINISTRATIVE: OTHER	\$8,916,501.89
R499	SUPPORT- PROFESSIONAL: OTHER	\$7,092,198.75
R408	SUPPORT- PROFESSIONAL: PROGRAM MANAGEMENT/SUPPORT	\$6,663,928.03
D307	IT AND TELECOM- IT STRATEGY AND ARCHITECTURE	\$4,847,495.14
D318	IT AND TELECOM- INTEGRATED HARDWARE/SOFTWARE/SERVICES SOLUTIONS, PREDOMINANTLY SERVICES	\$4,599,428.67
D399	IT AND TELECOM- OTHER IT AND TELECOMMUNICATIONS	\$3,775,619.81
D310	IT AND TELECOM- CYBER SECURITY AND DATA BACKUP	\$2,790,539.67
R703	SUPPORT- MANAGEMENT: ACCOUNTING	\$2,564,076.80
U006	EDUCATION/TRAINING- VOCATIONAL/TECHNICAL	\$2,447,127.22
R704	SUPPORT- MANAGEMENT: AUDITING	\$2,381,310.56
U008	EDUCATION/TRAINING- TRAINING/CURRICULUM DEVELOPMENT	\$2,342,702.78
D320	IT AND TELECOM- ANNUAL HARDWARE MAINTENANCE SERVICE PLANS	\$2,332,179.76
R423	SUPPORT- PROFESSIONAL: INTELLIGENCE	\$1,475,504.00
D306	IT AND TELECOM- SYSTEMS ANALYSIS	\$1,386,490.00





What DSS Purchases

Top 15 Supplies by Product or Service Code (PSC) for FY2014

PSC	Product or Service Description	Dollars Obligated
7030	ADP SOFTWARE	\$7,631,301.36
7010	ADPE SYSTEM CONFIGURATION	\$2,119,370.48
7035	ADP SUPPORT EQUIPMENT	\$1,679,159.10
7025	ADP INPUT/OUTPUT AND STORAGE DEVICES	\$1,144,858.97
5805	TELEPHONE AND TELEGRAPH EQUIPMENT	\$1,061,414.96
5810	COMMUNICATIONS SECURITY EQUIPMENT AND COMPONENTS	\$738,454.54
3610	PRINTING, DUPLICATING, AND BOOKBINDING EQUIPMENT	\$388,088.78
7110	OFFICE FURNITURE	\$293,655.90
7050	ADP COMPONENTS	\$283,258.57
5836	VIDEO RECORDING AND REPRODUCING EQUIPMENT	\$270,080.00
7021	ADP CENTRAL PROCESSING UNIT (CPU, COMPUTER), DIGITAL	\$152,642.86
4540	WASTE DISPOSAL EQUIPMENT	\$72,032.00
7520	OFFICE DEVICES AND ACCESSORIES	\$70,660.00
7045	ADP SUPPLIES	\$43,470.28
7610	BOOKS AND PAMPHLETS	\$21,300.00





How DSS Purchases

Acquisitions Bulletin Board

Vendors may find DSS solicitations for requirements whose cost is estimated between \$15,000 and \$25,000 posted here, GSA eBuy, or other federal supply schedules. To ensure receipt of all RFQ revisions, vendors interested in quoting are encouraged to contact the contract specialist listed in the RFQ.

Federal Business Opportunities (FBO.gov) Postings

Pursuant to FAR 5.101 and 5.301, required contract actions expected to exceed \$25,000 shall be posted to FBO.gov. DSS will also post justifications and approvals for other than full and open competition to the FBO website. When searching for DSS opportunities, in the Agency field specify "Defense Security Service".





How DSS Purchases

U.S. General Services Administration (GSA): eBuy
(https://www.gsaadvantage.gov/advantage/ebuy/start_page.do?app=ebuy&source=elibrary)

Government-Wide Acquisition Contracts (GWACs)

- *GSA* (<http://www.gsa.gov/portal/content/104874>)
- *NASA Solutions for Enterprise-Wide Procurement (SEWP)*
(<http://www.sewp.nasa.gov/>)





DSS Small Business Goals

Fiscal Year	Goal	Actual
<i>2015</i>	<i>50.00%</i>	<i>TBD</i>
<i>2014</i>	<i>50.00%</i>	<i>64.96%</i>
<i>2013</i>	<i>55.49%</i>	<i>46.81%</i>
<i>2012</i>	<i>55.49%</i>	<i>45.22%</i>
<i>2011</i>	<i>34.31%</i>	<i>52.50%</i>
<i>2010</i>	<i>23.00%</i>	<i>48.70%</i>
<i>2009</i>	<i>23.00%</i>	<i>31.65%</i>

