



SELLING TO DoD AND THE FEDERAL GOVERNMENT



DLIS - Information Brokers

Defense Logistics
Information Service

"A Defense Logistics Agency Activity"

Where to Start

- ◆ In order to obtain solicitation awards or payment for goods and services provided to DoD, each contractor is required to have a Commercial and Government Entity (CAGE) Code and to be registered in the DoD Central Contractor Registry (CCR). Registration is free and assistance is available on the internet at <http://www.ccr.dlis.dla.mil> or by calling CCR Customer Service Contact Information

Toll-Free Phone Number 1-888-227-2423, Outside U.S.: 1-269-961-4725

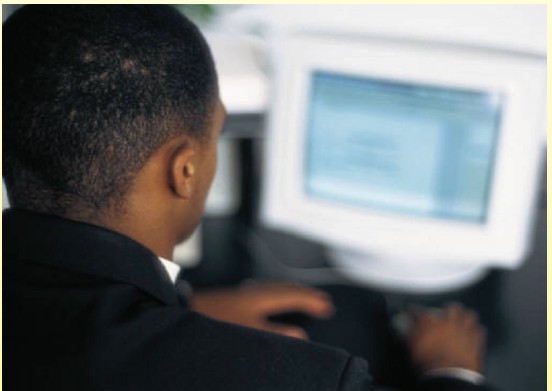
- ◆ DoD 4205.1, Selling to the Military, is intended to provide companies that have little or no experience in selling to DoD with basic information about how DoD conducts its business and with specific information for locating sales opportunities. The handbook is available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, and on-line at <http://www.acq.osd.mil/sadbu/publications/selling/main.htm>.

or

<http://Web1.deskbook.osd.mil/reflib/DDOD/023EZ/001/023EZ001DOC.htm>

Is there a real need for your product/service?

- ◆ To do business with DoD, first determine whether a DoD market exists for your product or service. To make this determination, review Parts 2, 3, and 4 of the "Selling to the Military" handbook to identify the products and services used by DoD and the purchasing offices that buy them.
- ◆ If a potential DoD market exists, make your capabilities known. Every DoD purchasing office has at least one small business specialist who can provide information about contracting and subcontracting opportunities with that office and at other DoD purchasing offices. (A complete list of DoD purchasing offices is contained in DoD 4205.1-H, Small Business Specialists, which is for sale by the Superintendent of Documents or available on the internet at <http://www.acq.osd.mil/sadbu> by clicking on "Publications." The locations of Army, Navy, Air Force, Defense Logistics Agency, and other DoD procurement and contract management offices, together with the names of the small business specialists, are alphabetically listed in this publication by state and city.)



Do I have options if DOD does not have a need?

- ◆ If your product is unique and it appears that a DoD market does not currently exist, any Government small business specialist can help you review the Federal Supply Classification Groups (found in Part 1 of the "Selling to the Military" handbook) and then put you in touch with the organization that writes specifications for items like yours. You may be able to persuade that organization to modify a specification so that your product will be acceptable under an existing National Stock Number (NSN) or convince them to write a new specification to cover your product. But first, potential need for your product must be determined.

- ◆ If your new product is accepted in the commercial marketplace, but does not have an NSN assigned, try to arrange for the General Services Administration (GSA) to put it on a New Item Introductory Schedule. GSA uses that process to determine whether various Federal agencies might be interested in a new product. GSA's Business Service Centers are listed in Part 6 of the "Selling to the Military" handbook and are also available on the internet at <http://www.gsa.gov/oed/regions.htm>.



What happens once my Product/service is accepted?

- ◆ The Federal Acquisition Regulation (FAR) contains the basic contracting rules for all Federal Government agencies. The DoD FAR Supplement (DFARS) contains additional rules that are unique to DoD. Both the FAR and DFARS can be reviewed at any DoD purchasing or contract administration office, at any Small Business Administration (SBA) office, and at many local libraries (where they are known as Chapters 1 and 2 of Title 48 of the Code of Federal Regulations). They are also available on the internet at <http://www.acq.osd.mil/sadbu> under "Links," and on a subscription basis from the Superintendent of Documents. To be successful, a Defense contractor must have a working knowledge of both of these regulations.

Becoming a Customer using DoD EMALL.

The DoD EMALL is the single point of entry to find and acquire off-the-shelf finished goods from commercial marketplace and government sources for purchase. Provides over 12 million consumable items for procurement. DoD EMALL has features such as advance searching, regional pricing, regional shipping, comparison-shopping from pre-approved sources, easy registration, detailed product information, use of Government Purchase Card (GPC) or Military Standard Requisitioning & Issue Process (MILSTRIP), on-line order status, secure on-line ordering, and many additional features that can be viewed on-line at www.emall.dla.mil.



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