



An Energy Efficiency Workshop & Exposition

Palm Springs, California

*How to Do Business
With the Federal Government*

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Presentation Topics

- 2 Primary Ways
- IDIQ Contracts & Companies
- General Services Administration
- US Army Corps of Engineers
- Summary of Where to Look
- Words of Wisdom



Doing Business With The Government

Two Primary Ways:

- Directly with the Federal Government
- Partner/subcontract with another Company



With Other Companies Through Procurement Vehicles

- Utilities have Area-wide agreements
 - allows Govt. agencies to purchase energy and energy related products/services
- ESCOs have IDIQ contracts (Indefinite Delivery, Indefinite Quantity)
 - Energy Savings Performance Contracts
 - Electronic Security Systems
 - Utility Monitoring Control Systems



Who Has These Contracts?

- Various Agencies hold IDIQ contracts
 - Army Corps of Engineers
 - Department of Energy
- ESCOs: Johnson Controls, Sempra Energy, Noresco, Honeywell, Duke Solutions, Trane
- Gas & Electric Utilities



Business Directly with Federal Government

- Military & Non-Military (Civilian) Agencies
- Air Force, Army, and Navy
- More than 70 Civilian Agencies ranging from Agency for International Development (AID), Defense Logistics Agency (DLA), Peace Corps, Department of Agriculture (USDA)



General Services Administration

GSA is the federal government's:

- business manager
- buyer
- real estate developer
- telecommunications manager
- and IT solutions provider

*PROVIDES THESE SERVICES FOR OTHER
AGENCIES*



General Services Administration

What does GSA buy?

- General-purpose supplies, equipment, and services
- Building construction, repair, and maintenance
- Information technology and network services
- Buys & leases office space (largest real-estate developer in the world)
- Buys vehicles for all federal agencies

GOVERNMENT'S "BIG DOG" BUYERS



General Services Administration

How GSA buys

- GSA contracts are advertised, awarded and managed by GSA Headquarters and Regional Offices
- Managers of Federal buildings also purchase products & services

Where to Look for Opportunities:

- GSA advertises locally and nationally in local or regional newspapers
- All GSA opportunities over \$25K are advertised on FedBizOpps Web site



General Services Administration

- ❑ GSA is an advocate for small, small disadvantaged, women-owned, HUBZone, and Veteran-owned businesses.
- ❑ Some opportunities are “set asides” for these businesses
- ❑ Assistance available through GSA HQ and Regional small Business Centers



General Services Administration

Websites for GSA info:

- www.fedbizopps.gov
- www.gsa.gov

Click under “Selling to the Government”



US Army Corps of Engineers

Corps of Engineers helps other Federal Agencies with:

- Engineering
 - Construction
 - Project Management
 - Innovative Contracting Initiatives
- for programs that are national in scope



US Army Corps of Engineers

How to do Business with the Corps:

- Register in Central Contractor Registration (CCR)
- Find information on Electronic Bid Solicitation Web site
- Complete appropriate GSA forms & return to Chief, Contracting Division of office you want to work with



US Army Corps of Engineers

Where to Find Opportunities:

- Commerce Business Daily (CBD)
- Small Business Conferences
- Tri Service Solicitation Network
 - (for Army, Navy and Air Force)
- Corps of Engineers Division, District and Laboratory Web Sites
- Advance Notices to Bidders
 - (Associated General Contractors of America, minority contract associations and industry associations)



US Army Corps of Engineers

Websites for Corps info:

- www.usace.army.mil/business.html
(good overview site)
- www.usace.army.mil/faq.html
(frequently asked questions site)

CCR Assistance Center at 888-227-2423



Other “Words of Wisdom”

- Ask, Ask, Ask
- Patience
- Persistence
- Patience