

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 (SBA) office, at many local libraries, and on the Internet at: <http://farsite.hill.af.mil/>

A defense contractor should have a working knowledge of both of these regulations.

Becoming a Customer using DOD EMALL

◆ The DOD EMALL strives to be the single entry point for Department of Defense (DOD) and Federal buyers & purchasers to shop for and buy off-the-shelf finished goods and services from the commercial marketplace. DOD EMALL benefits small, large, minority, and women owned business. DOD EMALL offers government wide visibility of YOUR company and products, providing quick and easy search capabilities and multiple payment options. Ability One (Replaced JWOD), UNICOR and “Green” products are identified and you may use the official DOD EMALL logo to promote your business. Parts and supplies that are off the shelf consumables products must secure a government contract. No contract is required for IT products (Federal Supply Group 70) such as computer equipment, software, and support equipment. DOD EMALL suppliers must Register with the new System for Award Management, (SAM)

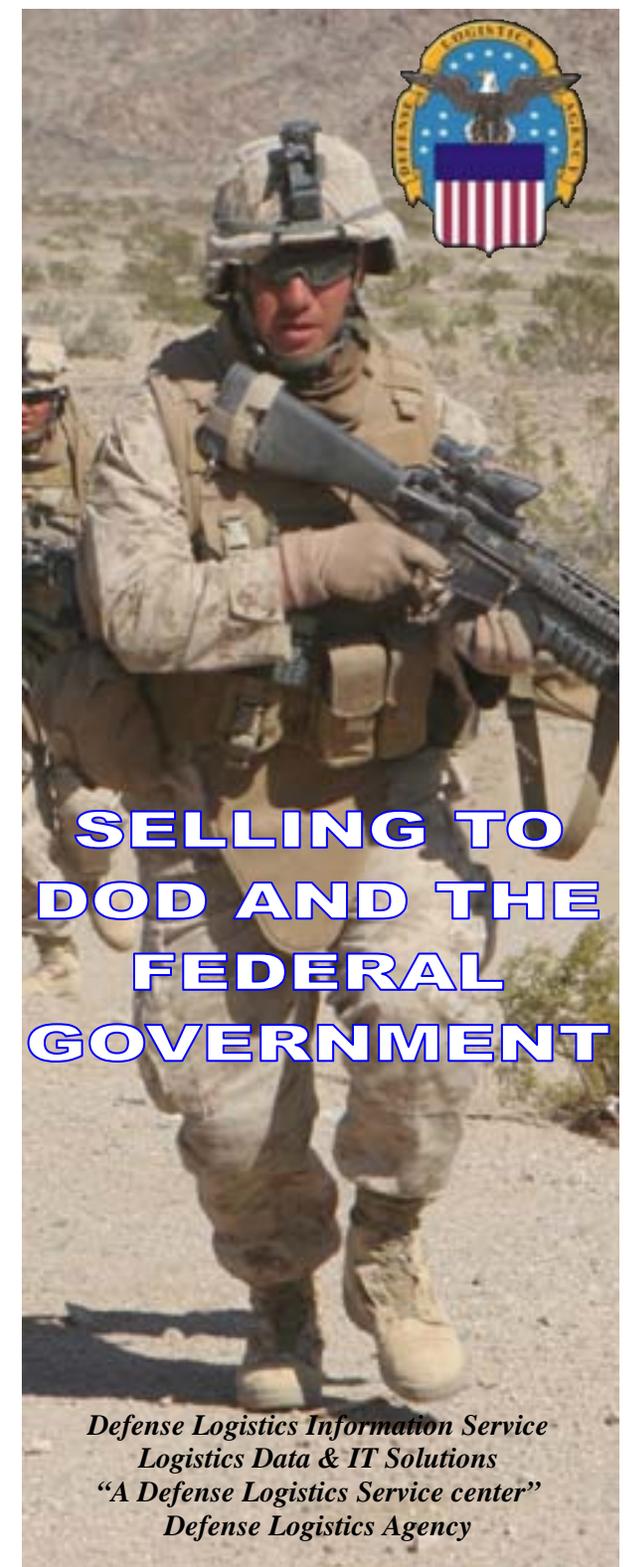
◆ system, be able to receive an Electronic Data Interchange (EDI) 850 transaction or encrypted email, and establish a government contract with a DOD MALL contracting officer. The DOD EMALL Team will work with you to build your catalog or establish your “ePort” and test the application to bring you onboard as a DOD EMALL supplier. To receive your supplier kit on “How to Become a Supplier” send an email to: emall.vendors@dla.mil



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**SELLING TO
DOD AND THE
FEDERAL
GOVERNMENT**

*Defense Logistics Information Service
Logistics Data & IT Solutions
“A Defense Logistics Service center”
Defense Logistics Agency*



Where to Start

- ◆ In order to obtain solicitation awards or payment for goods and services provided to Federal government, each contractor is required to obtain a DUNS number and registration in the new System for Award Management, (SAM)
<https://www.uscontractorregistration.com/>



Is there a real need for my product/service?

- ◆ **Government-Made Easy** – This site provides a wealth of information associated with doing business with Federal government. Topics include launching

and managing your business, buying from and selling to the Federal government, individual state programs, international trade, information concerning laws, regulations, taxes, and much more. Find what you need at: www.usa.gov/business/Business_Gateway.shtml

- ◆ **DOD Small Business Specialist** – The Military Services and some defense agencies have small business specialists at each of their procurement and contracting offices. These specialists assist small business, small disadvantaged businesses and women-owned small business firms with marketing their products and services to DOD. Among other services they also provide information and guidance on (1) defense procurement procedures, (2) how to be placed on the solicitation mailing lists and (3) how to identify prime contract and subcontract opportunities at: www.acq.osd.mil/osbp/doing_business/index.htm

- ◆ **DOD Web Sites** – The starting point for finding U.S. Military information on line, offering direct links to many popular and important DOD web sites, is **Defense Link**, found at: www.defenselink.mil/sites/Reports_of_Products_and_Services_Purchased_by_DOD can be found at: http://siadapp.dmdc.osd.mil/procurement/historical_reports/services/services.html

- ◆ **Small Business Programs-** Additional procurement-related resources are located in the links section of the DOD Office of Small and Disadvantaged Business Utilization web site at: www.acq.osd.mil/osbp/

- ◆ **Federal Business Opportunities** – Is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps (FBO) via the Internet. Through one portal-FBO- commercial vendors seeking Federal markets for their products and services can search. Monitor and retrieve opportunities solicited by the entire Federal contracting community at: www.fbo.gov

Do I have other options if DOD does not have a need for my product?

- ◆ First, Potential need for your product must be determined. 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. The Small Business Specialist can then put you in touch with the organization that writes specifications for items like yours. A specification may need to be written or modified for your product or it may be accepted using an existing National Stock Number (NSN) at:

www.acq.osd.mil/osbp/doing_business/index.htm#ssbs

- ◆ If your product is accepted in the commercial marketplace, but does not have an NSN assigned, you may try to arrange for the General Services Administration (GSA) to put your product on a “New Item Introductory Schedule”. GSA uses this process to determine whether various Federal agencies might be interested in or have need for new products at:

www.gsa.gov