



THE NATIONAL GUARD BUREAU





◆ **Who We Aren't:**

◆ **We're not the National Guard**

◆ **But we're Very Closely Related**



- ◆ **The National Guard is a non-Federal organization reporting to the Governor through The Adjutant General**
- ◆ **Founded December 13, 1636 by order of the General Counsel of Massachusetts**

Office of Small Business Programs



The first muster of the East Regiment;
Salem, Massachusetts, 1637



**The Whiskey Rebellion
Harrisburg, Pennsylvania -- October 3, 1794**



Office of Small Business Programs

- ◆ **Citizen in Peace**
- ◆ **Soldier at War**
- ◆ **This is the National Guard**



- ◆ **Who We Are :**
- ◆ **The National Guard Bureau is a Federal Activity Within the Department Of Defense**
- ◆ **Established to be a Liaison between the DOD and the individual State Militia Units (National Guards)**



- ◆ **The National Guard Bureau Mission is to ensure a Ready, Reliable, Essential and Available reserve components in support of the Active Army and the Active Air Force**
- ◆ **To do that we spend Federal dollars through Contracts**



Office of Small Business Programs

- ◆ **NGB observes all Federal, DOD and Army contracting statutes, policies and regulations, e.g.,**
 - **Competition in Contracting Act**
 - **Small Business Act Requirements**



◆ NGB Utilizes the Federal Acquisition Regulation and its Supplements

– FAR

- ✦ Defense FAR Supplement
- ✦ Army FAR Supplement
- ✦ NGB FAR Supplement



- ◆ **NGB has 147 Federal buying offices located in each State, the District of Columbia and the Territories of Guam, Puerto Rico and the Virgin Islands.**
 - **54 United States Property and Fiscal Officer Contracting Offices**
 - **NGB National Capital Region Support Office**
 - **92 Air National Guard Buying Offices**



◆ **Contracting in the individual State Militia Units (National Guards) is conducted in accordance with**

- **State/Territory Constitution**
- **State/Territory Policies and Procedures**
- **Non-Federal Contracting based on Uniform Commercial Code. Does not use the FAR**



Contracting Differences

National Guard

- Non- Federal
- Uses State Rules
- Federal Socioeconomic Rules Do Not Apply

National Guard Bureau

- Federal
- Uses FAR and Supplements
- Federal Socioeconomic Rules Apply



- ◆ **NGB Annual Contracting Program approximately \$3B**
- ◆ **60% plus of total program to Small Businesses**



◆ **NGB Solicitations are advertised through:**

Army Single Face to Industry and on FedBizOps

◆ **Federal Supply Schedule purchases over \$100,000 are advertised on E-Buy**



TIPS

- **Capabilities Statement – 1 Page 1 Side**
 - ✦ **Bold Core Capabilities. Catch the Buyer's and Program Manager's Attention.**

- **Face To Face Meetings Aren't Always What They're Cracked Up To Be**
 - ✦ **Small Business Specialist and Contracting Specialists have limited time. Let them help you on the phone or through e-mail. You'll get the same valuable information.**



- ◆ **NGB Marketing Assistance Package in DVD Format or in Electronic E-Mail Format**

- ◆ **Designed To Help You Get Started, Sustain or Expand**
 - **NGB Contracting Offices Directory**
 - **Websites of Interest**
 - **Contact Information for Army Associate Directors for Small Business**



DOING BUSINESS WITH THE NATIONAL GUARD BUREAU

◆
<http://www.nationalguard.mil/jointstaff/zc/sbp>

Links to the most current versions of FAR and applicable supplements

Link to Central Contractor Registry (CCR) and ORCA



NGB is a Post, Camp, Station and Base Contracting Activity

**SUPPLIES AND SERVICES
SUBSISTENCE**

A & E AND CONSTRUCTION

CONSULTING SERVICES & STUDIES

ENVIRONMENTAL RESTORATION

**Our IT Comes Primarily From The Army and Air
Force**



DOING BUSINESS WITH THE NATIONAL GUARD BUREAU

◆ POINT OF CONTACT

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