Doing Business with
U.S. Army TACOM
Office of Small Business Programs
Develop, acquire, field, and sustain Soldier and ground systems for the Warfighter through the integration of effective and timely Acquisition, Logistics, and cutting-edge Technology.

**What we do (Core Competencies):**
- Acquisition / Program Management
- Logistics, Industrial Operations, and Contracting
- Research, Development, and Life Cycle Engineering

**The Magnitude:**
- Over 150 Allied Countries Own TACOM Equipment
- Over 70% of the Military’s Equipment and Systems
- Approximately 5,000 Fielded End Items
- Over 52,000 NSN Managed

**The TACOM Product Lines:**
- Combat Vehicles
- Trailers
- Materiel Handling Equipment
- Fuel & Water Dist Equipment
- Chemical Defense Equipment
- Howitzers
- Commercial Vehicles
- Tactical Vehicles
- Construction Equipment
- Tactical Bridges
- Armored Security Vehicle
- Route Clearing Vehicle
- Sets, Kits & Outfits
- Shop Equipment
- Large Caliber Guns
- Watercraft
- Mortars
- Aircraft Armaments
- Rail
- Fuel & Lubricant Products
- Rifles / Machine Guns
- Soldier Equipment
- Rapid Fielding Initiative
- Mine Resistant Ambush Protected

We support a diverse set of product lines through their life cycles, from combat and tactical vehicles, armaments, watercraft, fuel and water distribution equipment, to soldier, biological, and chemical equipment.
Contracting Opportunities at TACOM’s 5 Sites

**TACOM LCMC-WARREN**
WARREN, MICHIGAN

- Combat Vehicles
- Tactical Vehicles
- Trailers
- Fuel/Water Distribution Systems
- Construction Equipment
- Material Handling Equipment
- Artillery & Small Arms
- Combat Vehicle Armaments
- Aircraft Armaments
- Fire Control Systems
- Chemical Defense Equipment
- Mine Resistant Ambush Protected (MRAP) Vehicles
- Bridging and Watercraft

(586) 282-5388

**SIERRA ARMY DEPOT**
HERLONG, CALIFORNIA

Asset Storage and Logistics Support

(530) 827-4825

**RED RIVER ARMY DEPOT**
TEXARKANA, TEXAS

Overhaul and Repair of Combat and Tactical Vehicles and Combat Vehicle Track

(903) 334-3989

**ANNISTON ARMY DEPOT**
ANNISTON, ALABAMA

Overhaul and Repair of Combat Vehicles, Engines and Munitions

(256) 235-7346

**WATERVLIET ARSENAL**
WATERVLIET, NY

Large Caliber Cannon Production

(518) 266-4150

Start your web search at www.beta.sam.gov
Databases and Codes

- **System for Award Management (SAM)**. Entities (business, individual, or government agency) must register in the SAM to be awarded a prime government contract.

- **Dynamic Small Business Search (DSBS) Database**. When you fill out your SAM record, if you state that you are a small business, you will be asked to fill in specific information that will be sent to this database used by the buyers and requirements offices to do small business market research.

- **Commercial and Government Entity (CAGE)** Companies located in the United States must register first with Dun & Bradstreet (D&B) [http://fedgov.dnb.com/webform](http://fedgov.dnb.com/webform) and System for Award Management (SAM). Once your SAM application is approved, CAGE Code will be assigned.

- **North American Industry Classification System (NAICS)**. Many government product/service listings and future procurements are identified according to NAICS Codes. NAICS Codes are developed by the U.S. Department of Commerce and are listed at [https://www.census.gov/naics/](https://www.census.gov/naics/)
Quick Start Guide for Entities Interested in Being Eligible for Government Contracts

How to register your entity to be eligible for CONTRACTS in SAM:

Before you register, you need to know the following:

What is an Entity?
In SAM, your company/business/organization is now referred to as an “Entity.”
- REGISTERING IN SAM IS FREE.
- If you were registered in CCR, your company’s information is already in SAM. You just need to set up a SAM account. See the “Migrating Roles” Quick Start Guide.

Your Entity’s DUNS Number
You need a DUNS to register your entity in SAM.
- If you do not have a DUNS number, you can request a DUNS number for free by visiting D&B at http://fedgov.dnb.com/webform
- It takes 1-2 business days to obtain a DUNS.

Your Entity’s Taxpayer Identification Number (TIN)
You need your entity’s Tax ID Number (TIN) and taxpayer name (as it appears on your last tax return). Foreign entities that do not pay employees within the U.S. do not need to provide a TIN.
- A TIN is an Employer Identification Number (EIN) assigned by the Internal Revenue Service (IRS).
- Sole proprietors may use their Social Security Number (SSN) assigned by the Social Security Administration (SSA) if they do not have a TIN, but please be advised it will not be treated as privacy act data in SAM.
- To obtain an EIN visit: www.irs.gov/businesses/small/article/0,,id=102767,00.html
- Activating a new EIN with the IRS takes 2-5 weeks.

Steps For Registering Your Entity in SAM
1. Go to www.sam.gov
2. Create a Individual Account and Login
3. Click “Register New Entity” under “Register/Update Entity” on your “My SAM” page
4. Select your type of Entity
5. Select “Yes” to “Do you wish to bid on contracts?”
6. Complete “Core Data”
   - Validate your DUNS information
   - Enter Business Information (TIN, etc.)
   - Enter CAGE code if you have one. If not, one will be assigned to you after your registration is completed. Foreign registrants must enter NCAGE code.
   - Enter General Information (business types, organization structure, etc)
   - Financial Information (Electronic Funds Transfer (EFT) Information)
   - Executive Compensation
   - Proceedings Details
7. Complete “Assertions”
   - Goods and Services (NAICS, PSC, etc.)
   - Size Metrics
   - EDI Information
   - Disaster Relief Information
8. Complete “Representations and Certifications”
   - FAR Responses
   - Architect-Engineer Responses
   - DFARS Responses
9. Complete “Points of Contact”
10. Your entity registration will become active after 3-5 days when the IRS validates your TIN information.

How do I get more information? Take a look at the SAM User Guide.

Go to Our Website: www.sam.gov
Contact the SAM Help Desk: www.fds.gov
Small Business Determination

- To be considered a small business for a solicitation, the business must not exceed the **NAICS Code Size Standard** that was assigned to the solicitation.

  establishes small business **size standards** for NAICS Codes

  - **Manufacturers** = **Number of Employees**
    (average employment of a firm)

  - **Services** = **Millions of Dollars**
    (average annual receipts)

- The **Contracting Officer** assigns the NAICS Code for a solicitation

- A business could be determined small under one NAICS Code (solicitation) but not another

- When searching for solicitations, search for NAICS codes that apply to your line of business
The Government Point of Entry: beta.sam.gov

• The Government Point of Entry (GPE) is where contracting actions are publicized. The GPE site is https://beta.sam.gov/content/home

• The utilization of the GPE by the Government is required by regulations in the Federal Acquisition Regulation (FAR) and the agency supplements. You can find the FAR online at: https://www.acquisition.gov/browse/index/far

• The main area of the FAR that provides the guidance on the GPE is FAR Part 5, “Publicizing Contract Actions”
Contracting Opportunities in beta.sam.gov

✓ Solicitations and Request For Information within beta.sam.gov can be found at:
  • https://beta.sam.gov/search?index=opp

✓ There are multiple ways to search for opportunities:
  • Keyword Searches
  • Published Dates
  • Response/Date Offers Due
  • Federal Organizations
  • Type of Notice
  • Service Classifications (NAICS, PSC, and types of Set-Aside)
  • Place of Performance

✓ Master Listing of all solicitations, RFI’s, etc. appears on main page and can be sorted “Title” or “Last Updated Date”
Government Contracting

- **Routine Participants**
  - PROCURING CONTRACTING OFFICER (PCO) - issues solicitations and awards contracts
  - PROGRAM MANAGER - develops acquisition plans and manages acquisitions
  - SMALL BUSINESS PROFESSIONAL - screens all upcoming RFPs as set-aside candidates
  - SBA PROCUREMENT CENTER REPRESENTATIVE - also reviews RFPs for set-aside suitability
  - COMPETITION ADVOCATE - promotes competition and challenges barriers to it
  - ADMINISTRATIVE CONTRACTING OFFICER (ACO) - monitors contract performance

- Your initial go-to person for contracting advice and guidance at any Federal procurement agency is the Small Business Professional

**What SB Professional can do for you**
- ✓ Discuss the extent that your capabilities match the agency’s opportunities
- ✓ Suggest avenues to pursue, tailored to your specific product or service line
- ✓ Record your company as an available contracting source
- ✓ Be available for follow-up questions

**What SB Professionals cannot do**
- ✓ Act on your direct behalf in a manner even marginally resembling that of an agent
- ✓ Respond to a question regarding a specific solicitation or contract (such matters are the province of the buyer and PCO)
Marketing Your Business

- Develop a 1-2 page company resume-make clear what your size, socioeconomic status is, CAGE Code.

- Focus on product over process; define the specific items or services your firm can provide, NAICS Codes.

- Your resume could be little as a business card - don’t forget to use the back.

- Research your industry for content or keywords that you could improve relevant searches to your company’s SAM/SBA DSBS profiles.

Pursue direct marketing opportunities:

- DoD Conferences - most are sponsored by the National Defense Industrial Association (www.ndia.org).
- Industry Days - associated with specific TACOM solicitations; announced in beta.sam.gov

Work with your PTAC: (www.aptac-us.org).
Subcontracting Opportunities

- **Subcontracting Opportunity Websites**
  - SBA Sub-Net - [https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm](https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm)
  - DoD Prime Contract Descriptions - [www.defense.gov/contracts](http://www.defense.gov/contracts)
  - TACOM Prime Contractor Lists – Available Upon Request to OSBP

- After targeting a prime contractor make maximum use of its supplier website... highlighted below are those of Oshkosh and General Dynamics Land Systems

**Oshkosh Corporate Purchasing**
[https://osn.oshkoshcorp.com/](https://osn.oshkoshcorp.com/)
- Supplier development information
- Purchasing contacts by commodity
- Online supplier registration
- Small Business Liaison Officer (SBLO) contact information

**GDLS Supply Chain Management**
[https://www.gdls.com/suppliers.html](https://www.gdls.com/suppliers.html)
- Supplier manual
- “iSupplier” instructions for online quoting
- Online supplier registration
- Small Business Liaison Officer (SBLO) contact Information
Questions