

American Recovery and Reinvestment Act of 2009 (ARRA)

Government Procurement
Selling Products & Services to the
Government (federal/state/local)

www.Recovery.gov

ARRA Procurement Opportunities/ Federal

- ◆ Building Construction of Facilities: Energy Efficiency (DoD & GSA), New/improvement (USDA (DC), DOE, DoD, NASA, VA, Jobs Corps, USGS, Coast Guard, & NIST)
- ◆ Infrastructure Construction ACOE, NOAA, NPS, Bureau of Land Management, US Forest Service, National Wildlife Refuges, DHS, & National Fish Hatcheries.

ARRA Procurement Opportunities/ Federal cont.

- ◆ Govt. Energy Efficient Fleet Veh.
- ◆ Ships: NOAA.
- ◆ IT: Modernization(SSA, FSA)
New/improve (US Census, US Dept. of State, HHS).
- ◆ Technology Equipment: Various Science Agencies (Energy, Climate Change, Health)
- ◆ Transportation: Amtrak, TSA

ARRA Procurement Opportunities/ State

- ◆ HUD Funded Programs – Building Construction/ Energy Efficiency, CDBG.
- ◆ Transportation Infrastructure
- ◆ National Guard Facilities
- ◆ Veterans Facilities
- ◆ IT: State Education Database

ARRA Procurement Opportunities/ Local & Regional

- ◆ Building Construction: Energy Efficiency.
- ◆ Buses and Trucks – Energy Efficient.
- ◆ Drinking Water & Waste Water Treatment
- ◆ Education: Classroom Technology
- ◆ Community Health Clinics (IT & Facilities)
- ◆ Law Enforcement/ Fire Departments

ARRA Procurement Opportunities/ Subcontracting or selling to grant recipients

- ◆ Energy & Energy efficiency
 - ◆ Affordable Housing
 - ◆ Broadband Communication
 - ◆ EPA Cleanup Projects
 - ◆ Health Information Technology
 - ◆ Food: Nutrition
 - ◆ Transport Security
 - ◆ Appliances
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Procurement Beyond ARRA

- ◆ Federal Budget = \$2 Trillion. US Govt. is the largest buyer of goods and services in the World
- ◆ Why is this an opportunity for you?
 - Statutory Goals for small business contracts. This flows down through prime contractors as well.
 - The search for innovation.
 - Price competition needs competitors.



State and Local Opportunities

- ◆ State and local government opportunities are a good place to start.
 - VTrans
 - BGS
 - ANR
 - Other state agencies
 - Quasi-government
 - Municipalities
 - Other Vermont businesses



How Government Buys

Govt.	Small	Medium	Large
	Simple Quote	Multiple orders	Formal Bid
Federal	<p>Micro-purchasing <\$3,000</p> <p>Simplified >\$3,000 but less than \$100K</p> <p>Purchase cards, BPAs, etc.</p> <p>Localized purchasing.</p>	<p>Pre-qualified purchasing. GSA Schedules, DoD E-Mall, etc.</p> <p>Purchasing from a listing of pre- approved vendors.</p>	<p>Bids posted electronically. Mandated for over \$100K.</p>
State of VT	<p><\$15,000 – Simple selection.</p>	<p>>\$15,000 <\$100K</p> <p>Simplified bid. Retainer Ks.</p>	<p>>\$100K Formal bid.</p>

Electronic Bid Boards

- ◆ Federal – FedBizOpps and other places if below \$25,000.
- ◆ State – State bid board is accessible www.vtbidsystem.com
- ◆ Local – many municipalities also post on www.vtbidsystem.com as well

Federal contractor requirements

- ◆ "Responsible" and "Responsive"
 - ◆ Visibility and Registration: CCR, SBA database, and other agency registrations
 - ◆ Other requirements: ORCA
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VTPTAC Can Help

- ◆ How can we help?
 - Capabilities
 - Registrations and Certifications
 - Opportunities/ Procurement and R&D
 - Technical Assistance
 - Networking



- ◆ economicdevelopment.vermont.gov/VTPTAC

Your VTPTAC Program

- ◆ Greg Maguire
- ◆ Robin Miller
- ◆ Joanne Rossignol
- ◆ Megan Rodriguez

<http://economicdevelopment.vermont.gov/vtptac>

802 828-5243

A stylized silhouette of a mountain range in shades of teal, located in the bottom right corner of the slide.

VT Small Business Matchmaker: Stimulating Green \$\$

- ◆ May 1, Burlington Sheraton.
Opportunity to meet one on one with
government agencies and
government prime contractors.
- ◆ More information at
www.vtsbdc.org/getcontracts.cfm

Competition Pyramid

