



Webinar | April 7, 2020

Q&A for MBDA

Q: Will you be providing contact information (email and/or phone number) of the presenters?

A: Briefing's and POC information for the presenters can be found www.mbdafpc.com/webinars

Q: Can you explain why the government has suspended Affirmative Action?

A: Affirmative action policy letter can be found at www.DOL.gov under Frequently Asked Questions

Q: Will you provide copies of these slides and contact info with emails and phone numbers?

A: www.mbdafpc.com/webinars

Q: What is the best way to identify contract officers at a particular agency?

A: Visit each Agency website you would like to do business with. Most of the agencies have a listing of their Contracting POC's or Small Business Office POC's.

Q: Can you talk about COVID-10 federal contracting resources for technology companies?

A: Which agencies would you target w/think DOD, Treasury or SBA? Healthcare IT, you can target Center for Disease Control (CDC), Veterans Affairs (VA), National Institute of Health (NIH), Health and Human Services (HHS), and there are many others to include DOD, SBA and Treasury.

Q: Should we approach OSDBU offices within a particular Department?

A: OSDBU or Small Business Professionals at offices supporting COVID-19.

Q: We provide medical equipment/PPE and our SAM registration is still pending. What would you recommend as the best way to offer assistance to the Fed government?

A: You have to be registered in SAM to do business, suggest call SAM's 1-800 to expedite your process. However, during a national emergency you can submit a proposal without being registered in SAM at the time of submission. See FAR Part 18. If you are a merchant you can support utilizing the micro-purchase process, Federal Acquisition Regulation (FAR) Part 13.

Q: Where can we find the point of contacts for DLA FEMA CDC to email or Capability Statement we have essential PPE?

A: By visiting each agency's website: DLA.gov, FEMA.gov, CDC.gov

Q: I am a small business owner and not currently doing business with the gov't, but would love to do so in the near future. Will I be able to get a hard copy of this presentation so that I can continue to absorb this information at a slower pace?

A: www.mbdafpc.com/webinars

Q: In the current environment, are those of us on the GSA schedule advised to reach out to agencies we think may need our services, or should we wait for them to contact us?

A: It never hurts to contact the agency to offer your services/products. The agency may reach out to you if your company name comes up in their market research.

Q: How do one build a relationship when no one picks up the phone, you are not allowed to show up onsite or emails are not being returned?

A: Build a attention given email;, i.e. add in the subject line the Title of the requirement you are seeking. Use bottom line up front tactics so the reviewer don't have to read the whole email to see what you are asking. If you are responding to an RFI/SS, add the response number and tittle in the subject line.

Q: Please send a copy of Antonio Doss' slides as a handout

A: www.mbdafpc.com/webinars

Q: What services are most needed at this time?

A: Personal Protection Equipment (PPE) supplies

Q: There are really no NAIC codes for our services – community and public engagement, meeting design and facilitation; and community outreach. How can we best get the attention of government agencies who do require our services when they are conducting public outreach?

A: Work with an SBA representative at SBA.gov to help identify your NAIC's. Be very clear on the services you provide when sending emails to Government Agencies.

Q: We are in the disaster management industry – what is the best way to reach out to agencies that actually can use our services? How do we know who might be interested?

A: Send very clear email's to agency that support disaster's like FEMA.gov. Check Beta.SAM.gov for open opportunities in the disaster area. Register in SAM and the Disaster Response Registry located in SAM.

Q: Is there a way to get involved on smaller scale opportunities to get started?

A: Micro-purchase FAR 13.2, utilizing the Government Credit Card or Simplified Acquisition Part 13. It's very helpful to understand the FAR rules.

Q: How do you submit your proposal?

A: If you are referring to unsolicited Proposal, send to the Senior Procurement Official at the agency your like to support.

Q: Who should I contact for selling COVID-19 Testing Kit for FEMA or US government?

A: FEMA.gov website for POC

Q: We are VOSB and able to provide COVID-19 testing Kit more than 100k. Who should I contact for DC and Virginia Emergency Response management team?

A: <http://www.vdh.virginia.gov/emergency-medical-services/coronavirus-2019-covid-19/>
VA Department of Health

Q: How do we know that the government will be using minority businesses since the department of labor has suspended affirmative as part of the stimulus bill?

A: The Department of Labor suspend the requirement for a contractor to have an affirmative action written plan as it pertains to workforce. It did not suspend contracting with minority businesses. The letter at the DOL.gov website.

Q: Where can we find Tommy Marks guide he spoke about?

A: www.mbda.gov/businesscenters/federalprocurement

Q: Where do we go to submit a proposal to the federal government?

A: Unsolicited proposal should be forwarded to the Senior Executive Procurement Official at each agency. Follow instructions in proposal for regular proposals.

Q: Is the Dept. of Commerce Grant Fund a part of the SBA?

A: No

Q: What was that email address again?

A: COVIDContracting@usace.army.mil