

**Intertek**

# Partner with Intertek to Win Government Contracts

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## **Partner with Intertek to Win Government Contracts**

- Background
- How testing and certification effect government contract bids
- The value of working with GSA approved partner
- Understanding Government Contract Requirements 101
- Stimulus Overview

# Partner with Intertek to Win Government Contracts

## Background - GSA Defined

- The U.S. General Services Administration (GSA) is the Federal Government's premier acquisition agency.
- There are 43 different schedules that are multiple award, indefinite delivery, indefinite quantity (IDIQ) contracts for commercial products and services that are available for use by Federal agencies worldwide.
- GSA enters into Government-wide contracts with commercial firms to provide over 10 million commercial supplies and services. Agencies place orders directly with Multiple Award Schedule (MAS) contractors.
- GSA is a contract vehicle to streamline the government procurement cycle.

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### Background: Getting Ready

1. Register your business – [www.ccr.gov](http://www.ccr.gov)  
CLASSIFICATION CODES
  - NAICS –usually used by federal government  
North American Industry Classification System  
<http://www.census.gov/epcd/www/naics.html>
  - NIGP-usually used by state and local governments  
The National Institute of Governmental Purchasing  
<http://www.nigp.org/>
2. Be familiar with government regulations - <http://acquisition.gov>
3. Identify opportunities-  
[www.fbo.gov](http://www.fbo.gov)  
<http://www.dot.gov/recovery/>  
<http://www.dhs.gov/xopnbiz/recovery.shtm>  
[www.fedbizopps.gov](http://www.fedbizopps.gov)  
[www.vsc.gsa.gov](http://www.vsc.gsa.gov)  
[www.recovery.gov](http://www.recovery.gov)

## Partner with Intertek to Win Government Contracts

Testing and Certification provides the government with a total comprehensive solution

- Government contracts usually have “bundled” requirements.
- Many contracts contain a testing and evaluation portion. You can partner with Intertek to meet the testing requirements of the request for proposal (RFP).

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### How Testing & Certification Effect Government Contract Bids

Intertek has been awarded GSA schedules for:

*Professional Engineering Services 871: GS-10F-0084U*

*Scientific Equipment and Services 66: GS-07F-0158V*

#### Service Descriptions:

- Test and Evaluation Services
- Mechanical Testing and Analysis
- Chemical Testing and Analysis Services
- Electric Testing and Analysis Services
- Geotechnical and Thermal/Fire Testing and Analysis
- Introduction of New Testing and Analysis Services

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Services identified for the Government Market

- HVAC
- EMC/EMI
- Electrical
- Acoustical – *generates, transmits, or absorbs noise*
- Fire and Flammability
- Lighting
- Telecom, Datacomm
- IT Equipment
- PPE
- Life Safety

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### The Value of Working with Intertek as a GSA Approved Partner

- Gain entry into the government market by building experience with the government as a partner or subcontractor who has past experience with the government.
- Maximize Stimulus Funding Sales Opportunities
- **Global expertise and resources**
- Reduce risks due to loss sales by not meeting government requirements
- Gain competitive advantage

## **Partner with Intertek to Win Government Contracts**

- 1. Relationships – Intertek has prior experience on a variety of government projects, usually takes 9-13 months to build relationships in the government industry**
- 2. Past Performance: This is a key requirement for the awarding of government contracts**
  - Contract/work type:**
  - Contract Award Amount:**
  - Agency/firm for whom work was performed:**
  - Contact person at the site:**
  - Telephone Number:**
  - Month/Year work began:**
  - Month/Year work ended:**
  - Description of duties:**

# Partner with Intertek to Win Government Contracts

- Dept. Of Defense  
[www.dod.gov](http://www.dod.gov)  
Army  
Air Force  
Navy  
Marines
- Dept. Of Energy  
[www.doe.gov](http://www.doe.gov)
- National Aeronautics And Space Admin.  
[www.nasa.gov](http://www.nasa.gov)
- Dept. Of Veterans Affairs  
[www.va.gov](http://www.va.gov)
- U.S. General Services Admin.  
[www.gsa.gov](http://www.gsa.gov)
- Dept. Of Health And Human Services  
[www.hhs.gov](http://www.hhs.gov)  
• CDC  
• NIH  
• CMS
- Dept. Of Agriculture [www.usda.gov](http://www.usda.gov)
- Dept. Of Justice [www.usdoj.gov](http://www.usdoj.gov)
- Dept. Of the Interior [www.interior.gov](http://www.interior.gov)
- Dept. Of Education, [www.ed.gov](http://www.ed.gov)
- Department of Homeland Security (DHS)
  - [Directorate for National Protection and Programs](#)
  - [Directorate for Science and Technology](#)
  - [Directorate for Management](#)
  - [Office of Policy](#)
  - Office of Intelligence and Analysis (10)
  - Office of the Secretary (5)
  - [Homeland Security Advisory Council](#)
  - [National Infrastructure Advisory Council](#)
  - [Homeland Security Science and Technology Advisory Committee.](#)
  - [Critical Infrastructure Partnership Advisory Council](#)
  - [Interagency Coordinating Council on Emergency Preparedness and Individuals with Disabilities](#)
  - [Task Force on New Americans](#)

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## Understanding Government Contract Requirements 101

You should always read the proposal in its entirety!  
Below are key RFP sections:

RFP Section	Description	Explanation	Reminder
Amendment(s)	form	Questions and Answers	* SIGN & include RFP
A	Std Form (SF) SF 33 or SF 1449	RFP Table of contents, contact information, due date of proposal, where to submit proposal, serves as contract when signed by both parties. <i>Use to develop proposal preparation and delivery plans.</i>	* SIGN * include, *Key RFP Section
C	Description of work	Describes requested product/service. Sometimes referred to as the Statement of Work (SOW). <i>Use to prepare proposal outline based on instructions from Section L.</i>	*Key RFP Section
H	Special Contract requirements	Contract requirements not included in Section I	* May affect Bid or No Bid

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## Understanding Government Contract Requirements 101

You should always read the proposal in its entirety!  
Below are key RFP sections:

L	Instructions, conditions, & notices to offerors	Instructions for proposal preparation, including proposal format, organization (outline), content, and size requirements.	*Key RFP Section
M	Evaluation factors for award	Explanation of how proposal will be evaluated.	*Key RFP Section

# **Partner with Intertek to Win Government Contracts**

## Stimulus Overview

**American Recovery and Reinvestment Act  
(ARRA) of 2009  
(Stimulus Plan)**

Stimulus money must be spent in a short  
amount of time !

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## American Recovery and Reinvestment Act of 2009 (Stimulus Plan)

- The Public Buildings Service (PBS) has been allocated \$5.5 billion for construction, repairs and alterations of Federal buildings to enhance energy efficiency and environmentally friendly attributes.
- Additionally, **GSA's Federal Acquisition Service (FAS)** FAS has its own ARRA mandate to purchase fuel-efficient vehicles for the GSA fleet.
  - GSA is taking proactive steps to ensure a transparent and accountable management system is in place. GSA is partnering with GSA's Office of Governmentwide Policy (OGP) to prepare an action plan and evaluation criteria to determine which vehicles will be replaced using the stimulus funding. GSA Fleet and Automotive will vet the plan through the Motor Vehicle Executive Council. Once approved, FAS will utilize its current systems and processes to execute the plan.

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### American Recovery and Reinvestment Act of 2009 (Stimulus Plan)

- **FAS and ARRA the - BPAs**
- The FAS team is working closely with PBS partners to address the immediate need for Blanket Purchase Agreements (BPAs) against GSA Schedules and other acquisition solutions in **four broad functional areas: acquisition management, project management, energy services and legal support services. Energy solutions could address such areas as: lighting, controls, roofing, solar, windows, chillers, and advanced metering.**
- The BPAs are being developed nationally with support from employees across the country. Task Orders against the BPAs will be awarded at the PBS regional level.
- Companies that do not already hold a GSA contract can explore subcontracting opportunities with companies that are under contract. Subcontracting opportunities will likely exist within GSA's ARRA BPAs.
- Information on BPA awards is coming soon and will be available at this website, [www.vsc.gsa.gov](http://www.vsc.gsa.gov).

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## American Recovery and Reinvestment Act of 2009 (Stimulus Plan)

DHS received \$2.75 billion in economic stimulus funding across 12 investment areas. A few examples of some of major spending initiatives identified include:

- \$1 billion for Explosive Detection Systems and Checkpoint Screening Equipment for the Transportation and Security Administration (TSA)
- \$420 Million for Construction at the Land Ports of Entry for U.S. Customs and Border Patrol (CBP)
- \$200 Million for the St. Elizabeth/DHS Headquarters Consolidation Program
- \$100 Million for Non-Intrusive Inspection Technology for U.S. Customs and Border Patrol (CBP)
- \$100 Million for Border Technology on the Southwest Border for U.S. Customs and Border Patrol (CBP)

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## Why Intertek ?

### Timing Is Key: Time To Market, Speed Your Sales Cycles

- 1. Proven track record – Government contracts require documented past performance of projects similar in scope and size; such as that of Intertek.**
- 2. Benefit from using Intertek's Pre-Approved Pricing on GSA**
- 3. Be able to offer government a total comprehensive solution with a pre-qualified vendor and contract in already in place**
- 4. The government allows better than or equal to options for its products and services. Intertek yields your company the advantage of a great solution with shorter turn around and less costs.**

## Partner with Intertek to Win Government Contracts

### Next Steps:

- Identify opportunities for your business
- Conduct your own research
- Ongoing review of your business service and/or product codes
- Contact Intertek when you find government contracts which require our services and your company has an interest in bidding.
- Intertek will work with you to prepare the proposal and meet the proposal requirements

**Intertek**

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Questions or Comments, please call:

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