

Center for Government Contracting (CGC)

Center Overview:

1999-2011

Charles Waldrop, Director

September 14, 2011



Why Government Contracting?

- World's largest buyer of goods and services.
- Many levels of government. . .many buyers.
- Government is a reliable, continuous source of business (\$1.4 trillion annually).
- Government buys all types of supplies, services, and construction.
- Easy accessibility to the acquisition process (getting on bid lists).

E-Commerce: Revolutionizing Government Contracting World

Recent Developments

- Reduce administrative costs
- Help acquire commercial products
- Expanded use of simplified procedures
- Move paper-based system to EC
- Improve procurement efficiency
- Uniform DOD & civilian procurement process
- Increased emphasis on “best value”.

and

- Government-wide EC solution
- Posting RFQs on a Government-wide network (Federal Business Opportunities)
- A “Single-Face to Industry”
- Increased use of GSA schedules (10 %)

Center for Government Contracting (CGC)

Mission Statement

“We exist solely to help small business firms in our 49-county service area to become effective suppliers to government agencies and prime contractors. Without our valued customers, we simply wouldn’t be here. All client assistance efforts are conducted with this key fact in mind.”

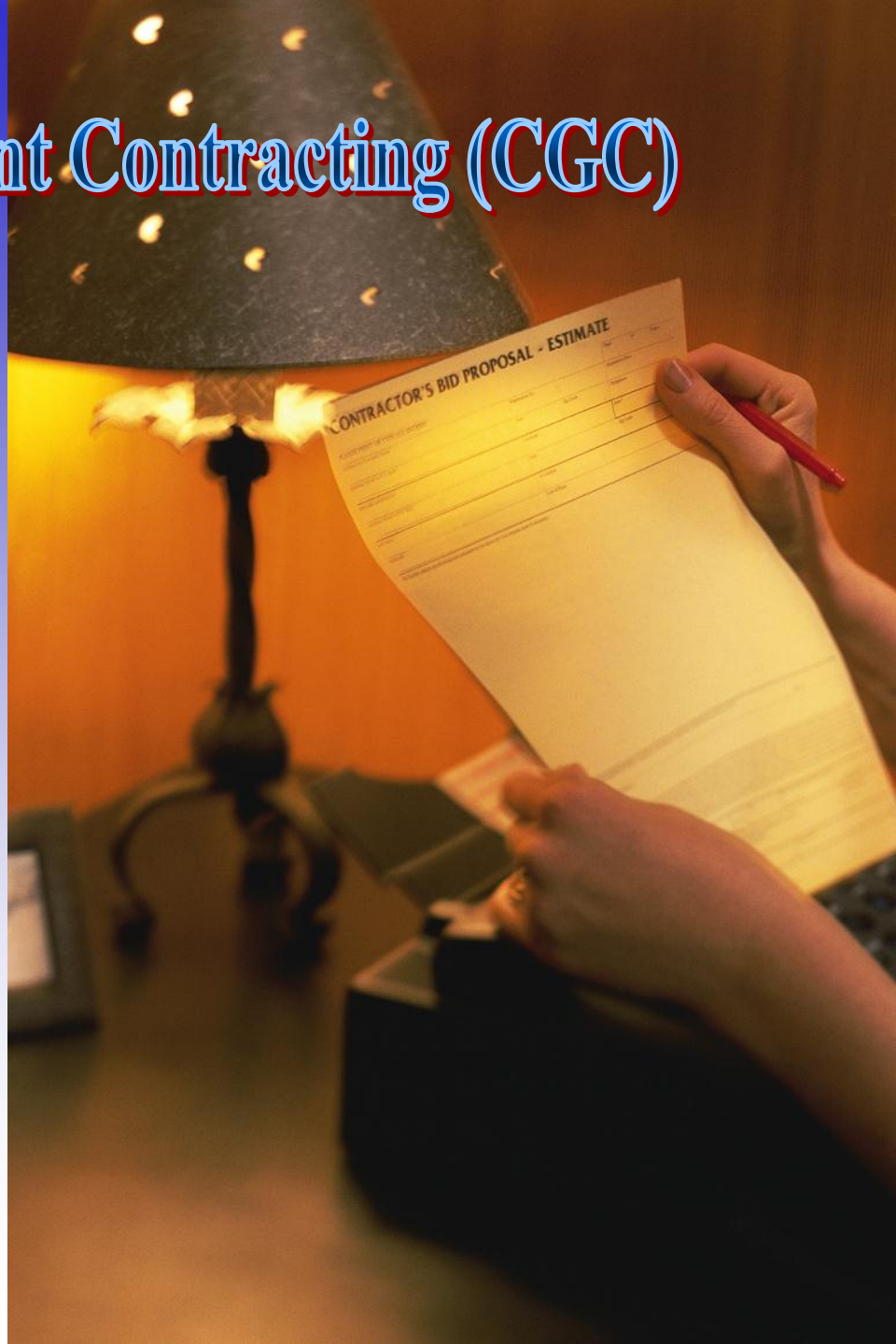
Chuck Waldrop

Center for Government Contracting (CGC)

- We **conduct research, counsel, and train** business owners in managing, financing, and operating small businesses, providing comprehensive information services and **access to experts** in a variety of fields.
- We **develop and maintain partnerships** among community organizations and agencies -- local, state, and federal -- to provide a focal point for broad networks of public and private resources at the community level.

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- **We provide personal assistance**
- **Proposal assistance**
 - Develop a plan to respond to the RFP
 - Review and critique your proposal



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- **Also help with basic business questions:**
 - Business Plan
 - Product/Service
 - Funding and Financial Status
 - Marketing
 - Where they relate to contracting

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Assistance with certifications

- NCTRCA (Local)
- Historically Underutilized Business (State)
- SBA8a Certification (Federal)
- SDB Certification (Federal)
- HUBZone (Federal)
- Central Contractor Registration -CCR (Federal)
- Service Disabled Veteran (Federal)
- Women Business Enterprises (Federal)

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Training and counseling cover:

- Government contracting basics
- Contracting pre-award phase
- Contracting performance
- Special contracting issues
- GSA schedule presentation

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Sample Training Courses

- Government Contracting Orientation
- Writing a Winning Proposal
- Grant Writing Basics
- Revolutionizing Your Thinking for Success
- Getting on Central Contractor Registration
- GSA Basic Principles
- Doing Business With the City of Dallas
- Government Procurement Websites

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Capabilities

Total CGC staff experience in
Government Contracting & small business
assistance = 81 years

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CGC Service Cycle

- Client referred to CGC
- Take Government Contracting Orientation
- Initial intake interview
- Determine client readiness for government contracting.
- Suggestions for improvement where needed.
- Get client on appropriate bidders lists (CCR)
- Assist with certification where needed.
- Help in identifying contracting opportunities.
- Marketing assistance suggestions. (Capabilities)
- Assist in bid preparations.
- Liaison with agency or prime as needed.

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What Can CGC Do For You?

- Training for counselors on contracting basics.
- Provide counseling and training onsite in Dallas.
- Provide phone counseling with counselors and client (Waco)
- Client training and counseling at field centers (perhaps combine with field procurement events).
- Provide research assistance on contracting questions.
- Keep field centers aware of major procurement events.
- Contact local governments on your behalf.
- Other assistance services as needed (GSA)
- Speaking to community groups.

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Economic Impact

Total Contract Awards

January 2006-June 2011

Awards \$151,327,872



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Major Upcoming Events:

- **Coffee With Chuck (next on 8/5/11)**
 - Doing Business with HUD
- **In-Depth Grant Writing Workshop (7/8/11-8/12/11)**
 - Preparing successful grant proposals to receive funding. Proposals in the workshop are for Non-profit organizations.
- **Government Procurement Conference (8/10/11)**
 - Arlington Convention Center. Bring together 200 Exhibitors and 1,000 small businesses.

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CGC Major Performance Milestones

1999-2010 Client Cases	3382
1999-2010 Training Classes	1209
1999-2010 Training Attendees	11901
1999-2010 Total Session hours	14,859.80

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Family-Owned Business of the Year 2010-2011



Phil Hawley

Ewing Engineered Solutions, Inc. is a family-owned, solution-based, wholesale distributor providing an array of electronic products and services in four major groups: Land-based Two-Way communications; Traditional Distribution, Cross Referencing/Alternate Sourcing; and Remote Video Surveillance. GSA assistance enabled Ewing to obtain a GSA schedule 70 contract, resulting in over \$8.8 million in sales in 2009-2010.



Looking to the Future