



# **Finding Government Procurement Opportunities for the “new economy”**

Presented by:

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University of Pennsylvania



The PTA functions as a “link” between businesses and government offices. Its primary goal is to help companies market to government agencies.



# Success Factors

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Before attempting government marketing:

- Develop or update your business plan
- 2 to 3 years of commercial experience
- Computer capable/expertise
- Financial Stability
- Good customer mix
- Credit card capable



# The Trust Factor

Trust issues:

- Reliability
- Stability
- Integrity
- Technical Capability
- Capacity

# Capability Statement



Government Marketing

- **Capabilities**: Type of work you can do.
- **Facilities and Equipment**: List all facilities, equipment and resources used to manufacture the products or provide the service.
- **Expertise**: A brief summary of your expertise and key staff expertise.
- **Codes**: List your NAIC, SIC and FSC codes
- **Certifications**: Give your special business status and GSA number if you have one.
- **Customers**: Provide a list of at least three or four of your key customers



# Contracting Codes

## North American Industrial Classification System (NAICS)

[www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html)

- Replaced the Standard Industrial Code (SIC)
  - ✓ categorizes and classifies a company's product or service
- Defines the size of a company (large or small)
  - ✓ service companies classified by sales per year
  - ✓ manufacturers classified by number of employees



# Chemical Sciences

## NAICS & SIC Codes

- 541690 - Chemical Consulting Services
  - 8999 Scientific & Related Consulting Services
- 541712 - Research & Development
  - 8731 Commercial Physical & Biological Research
- 541380 - Analytical Testing Services
  - 8734 Testing Laboratories



# Contracting Registrations

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Data Universal Numbering System (DUNS)  
Number call 1-866-705-5711 or initiate your  
CCR registration & follow link to:

[http://fedgov.dnb.com/webform/pages/CCRSe  
arch.jsp](http://fedgov.dnb.com/webform/pages/CCRSe<br/>arch.jsp)

- Used to identify companies & required by the federal government to register with CCR & Grants.gov





# Contracting Registrations

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## Centralized Contractor Registration (CCR)

CCR [www.ccr.gov](http://www.ccr.gov)

- Required for all Federal contracts & grants
- Requires a DUNS number, NAICSs & SIC
- Will be assigned a CAGE Code
- Small Business database (old Pro-Net)
- Required by Grants.gov
  - E-Business Point of Contact



# Small Business Database

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## Small Business database within CCR

- National Internet database of small, Certified & Non-Certified Businesses
- Used by federal agencies and primes to locate vendors
- Requires entry and upkeep of information
- Dynamic Small Business Search



# SBA Certified Programs

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Three programs require formal Certification:

- SBA 8(a) program
- Small Disadvantaged Business
- HUBZones



# Other Programs & Certifications

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- Self Certification programs
  - ✓ Women-Owned businesses  
[www.womenbiz.gov](http://www.womenbiz.gov)
  - ✓ Service Disabled Veterans (Veterans)  
<http://www.vetbiz.gov/vip/vip.htm>
- Certification with the Commonwealth of Pennsylvania  
<http://www.vetbiz.gov/vip/vip.htm>
- Online Representations and Certifications Application (ORCA) <https://orca.bpn.gov/>



# Government Rules

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- Code of Federal Regulations - CFR
- Federal Acquisition Regulations – FAR  
<http://farsite.hill.af.mil/vffar1.htm>
- Department/Agency Regulations/Supplements -  
e.g., DFAR
- Command Policies/Regulations



- Select 3 – 5 agencies to focus on
  - Understand their mission
  - Know their sub-offices – focus on best fit
  - How do they purchase?
  - Know the role of their support Primes
    - Do they have Preferred Vendor list
  - Who are your potential partners?
  - Plug into their Small Business support



### Agency Recurring Procurement Forecasts:

HOME PAGE	<input type="text" value="Select an Agency"/>
SMALL BUSINESS INFORMATION	<input type="text" value="Select an Agency"/>
BUSINESS OPPORTUNITIES	<input type="text" value="Small Business Administration"/>
PROCUREMENT FORECAST	<input type="text" value="Select an Agency"/>

[http://acquisition.gov/comp/procurement\\_forecasts/index.html](http://acquisition.gov/comp/procurement_forecasts/index.html)



MONDAY, OCTOBER 05, 2009 10:10:25 AM Provide Feedback | Site Map | Contact Us | Last updated on September 25, 2009

**USASPENDING.GOV** SEARCH

HOME | ABOUT | SPENDING | DOWNLOADS | RELATED RESOURCES | DATA QUALITY | FAQ

**IT DASHBOARD**

A journey towards greater Transparency and Accountability. Analyze and Evaluate a portfolio of over 7000 Information Technology investments.

**VIEW DASHBOARD**

**Welcome to USAspending.gov**

Where Americans Can See Where Their Money Goes

Have you ever wanted to find more information on government spending? Have you ever wondered where Federal contracting dollars and grant awards go? Or perhaps you would just like to know, as a citizen, what the Government is really doing with your money.

**LEARN MORE**

**FEDERAL SPENDING FY 2009 YTD**

Contracts	\$310,620,677,722
Grants	\$168,021,167
	\$559,162,157,707

**TOP 5 ASSISTANCE RECIPIENTS FY 2009 YTD**

1 NEW YORK STATE DEPT OF HEALTH	\$32,030,944,106
2 DEPARTMENT OF HEALTH CARE SERVICES	\$30,800,214,952
3 TEXAS HEALTH & HUMAN SERVICES COMMISSION	\$19,576,807,751
4 OHIO DEPT OF JOB & FAMILY SERVICES	\$14,583,698,393
5 PENNSYLVANIA DEPT OF PUBLIC WELFARE	\$14,231,645,161

**TOP 5 CONTRACTORS FY 2009 YTD**

[www.usaspending.gov](http://www.usaspending.gov)





**BY CONTRACTOR**

Search by name:

- ▶ Awards by contractor state
- ▶ Awards by cong. district of contractor
- ▶ Advanced search for contractors

**BY PLACE OF PERFORMANCE**

State:

- ▶ Advanced search by place of performance.

**BY CONTRACTING AGENCY**

- ▶ Advanced search by agency

**OTHER**

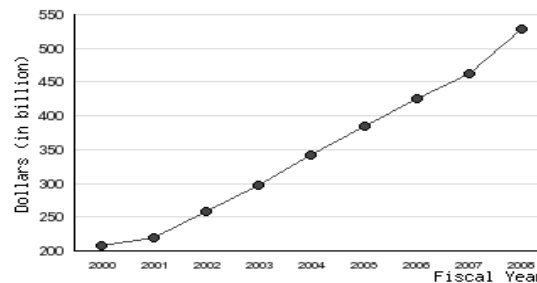
- ▶ By competition process used
- ▶ By Type of Contract Used
- ▶ By product or service purchased

**CONTRACTS**

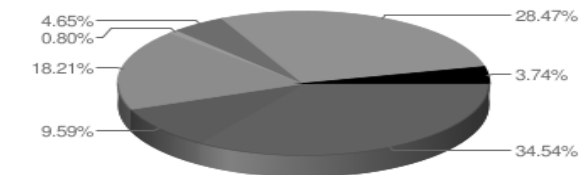
The Contracts section of USAspending.gov allows users to search for spending relating to all Federal contracts. Navigation links on the left side of this page function as the main navigation interface for users. Users can search by: contractor, principal place of performance, and contracting agency.

**TOTAL SPENDING**

(Dollar values in billions)



**SPENDING BY COMPETITION PROCESS USED FY 2009 YTD**



Available for everyone for competition	\$107,275,957,910
Everyone could compete, but only one bid or offer was received	\$29,801,698,215
Competition within a limited pool	\$56,551,601,604
Actions necessary to continue existing competitive contracts for continuity (until the next one could be competed)	\$2,478,937,954
Available only for groups such as disabled persons, prisoners, and regulated utilities	\$14,446,218,194
Not competed for an allowable reason	\$88,435,948,293



**FPDS Next Generation**

**Log In**

Log-In:   
 Password:

**Log In**

Forgot Your Password?  
[Security and Privacy](#)  
[About FPDS](#)  
[Contact Help Desk](#)

**What's New**

New government wide standard reports and improved adhoc reporting is now available.  
[New Interagency Contract Directory](#)  
[New FPDS-NG enhanced reporting capability!](#)  
[GCE unveils new 'ezSearch' Tool](#)  
 For more information on reports and other new items please click [here](#).  
[DoD Data Availability](#)  
 For more information on using and importing the XML data archives please click [here](#).  
 To read this month's FPDS-NG Information Center newsletter, click [here](#).  
[FPDS-NG User's Manual](#)

**Top Requests**

Current top requests:

- [Hurricane Katrina Contracts](#)
- [Hurricane Rita Contracts](#)
- [Other Hurricane/Disaster Relief](#)
- [Trending Analysis Report for the Last 5 Years](#)
- [FPDS-NG Transaction and User Statistics](#)
- [Performance Based Statistics](#)
- [Top 100 Federal Contractors Report FY 2006](#)

**Registration**

Welcome to the new Federal Procurement Data System (FPDS).  
 If you have not already registered, please do so by clicking the link below. If you are a registered FPDS user, login using the fields provided in the Login section.

Not Registered? [Register](#)  
[Who Should Register?](#)

**Important Links**

- [FPDS-NG FAQs](#)
- [IAE FAQs](#)
- [List of Agencies Submitting Data to FPDS-NG](#)
- [Find Current Business Opportunities](#)
- [Small Business Services](#)
- [Business Partner Network](#)
- [Register as a Potential Contractor](#)
- [Past Performance Information Retrieval System](#)
- [Federal Technical Data System](#)
- [Official Website for eGov Initiatives](#)
- [FPDS-NG Project Site](#)
- [Interagency Contract Directory](#)

**Reports**

The following FPDS reports are available now for download:

- [Small Business Goaling Report FAQs](#)
- [Small Business Goaling Report FY 2007](#)
- [Small Business Goaling Report FY 2006](#)
- [Small Business Goaling Report FY 2005](#)
- [Small Business Goaling Report FY 2004](#)
- [Federal Procurement Report FY 2006](#)
- [Federal Procurement Report FY 2005](#)
- [Federal Procurement Report FY 2004](#)
- [Federal Procurement Report FY 2003](#)
- [Federal Procurement Report FY 2002](#)
- [Federal Procurement Report FY 2001](#)
- [Federal Procurement Report FY 2000](#)
- [Federal Procurement Report FY 1981-1999](#)

**https://www.fpds.gov**

# Finding Opportunities



**FEDBIZOPPS.GOV** Federal Business Opportunities

Home General Info News Opportunities Agencies Privacy

Welcome to FBO.gov, the U.S Government's one-stop virtual marketplace. Through this single point-of-entry, commercial vendors and government buyers are invited to post, search, monitor, and retrieve opportunities solicited by the entire Federal contracting community.

**Find Opportunities**  
NO REGISTRATION REQUIRED  
[Advanced Search](#) ▶ [View By Agency](#) ▶

**Buyers / Engineers**  
Post, manage, and award opportunities.  
Username:   
Password:   
 [View Opportunities](#)  
No login is required to view opportunities.  
[Register Now](#)  
[Password Reminder](#)

**Vendors / Citizens**  
Search, monitor, and retrieve opportunities.  
Username:   
Password:   
 [Find Opportunities](#)  
No login is required to view opportunities.  
[Register Now](#)  
[Password Reminder](#)

**QUICK SEARCH**  
   
[Advanced Search](#)

**DEMONSTRATION VIDEOS**  
Training videos are now available to familiarize users with the features and functionality of the new FBO.  
[Watch the Videos](#) ▶

**USER GUIDES**  

- Buyer
- Vendor
- Engineer
- Location / Agency Admin

 Use [Adobe Acrobat Reader](#) to view files in PDF format.

**ADDITIONAL RESOURCES**  

- FAQs
- Business Partner Network (BPN)
- Central Contractor Registration (CCR)
- Online Reps & Cert Application (ORCA)
- Federal Agency Business Forecasts
- Federal Assets Sales
- Federal Grants
- USA.gov
- Minority Business Development Agency
- SUB - Net (Subcontracting Opportunities)

**Location / Agency Administrators**  
 ▶ [Login Here](#)  
 ▶ [Register Now](#)

**www.fbo.gov**



# Finding Opportunities

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## **GSA Schedules at [www.gsa.gov](http://www.gsa.gov)**

- Follow links to GSA Schedules

### Possible Schedules:

- 66 Scientific Equipment and Services
  - 873 3 Chemical Testing and Analysis Services
- 871 Professional Engineering Services
  - Chemical Engineering
- 899 Environmental Services
  - Environmental Advisory Services

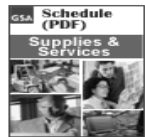


## Schedule Summary

For general questions, contact:  
Frank Wilson  
Phone: 817-574-2388  
E-mail: frank.wilson@gsa.gov

66

**SCIENTIFIC EQUIPMENT AND SERVICES** - Test and Measurement Equipment, Unmanned Scientific Vehicles; Laboratory Instruments, Furnishings and LIMS; Geophysical and Environmental Analysis Equipment; and Mechanical, Chemical, Electrical, and Geophysical Testing Services



**GSA Contracts Online**  
Federal Buyers...  
View Contract Clauses >>

**Vendors**  
Click here to view the current solicitation on FedBizOpps

66 Category list:

### Geophysical and Environmental Analysis Equipment

Category	Description
66 1015	Introduction of New Services/Products (INSP) - This SIN includes new or improved commercial services or products, or services or products that perform new tasks or procedures not currently available under any GSA contract.
66 501	Equipment Leasing - This solution offers customers an additional choice to purchasing. Examples of leasing programs available include but not limited to: Lease to Ownership (Capital Lease); Lease with Option to Own (Operating Lease); Lease of a Solution.
66 502	Equipment Maintenance and Repair - This PSO offers customers the choice between hourly repair and annual service agreements. Examples of such PSO's include time and material service and fixed price per incident repair service.
66 503	Services and Product Support Options to Include Pre-Purchase Calibration, Post-Purchase Calibration, Extended Warranty and Service Agreements - The pre-purchase calibration category offers customers the option to upgrade standard calibration. Normally, all instruments are calibrated before shipment. Examples of such options include calibration to a military standard with or without test data and calibrations to a commercial standard with test data. The post-purchase calibration category offers customers the option of calibration services after purchasing and using the instrument. Examples of such options include standard calibration to manufacturer's own specifications and calibration for compliance with certain military or commercial standards with before and after data. The extended warranty category offers the customer an option to extend original equipment warranty for additional time periods.
66 507	Technical Training and Support - This PSO offers the customer an option to receive training in the use of the purchase equipment, and technical support to questions and problems. Examples of such PSO include on site or off site training, basic operator training, hardware and/or software training, installation training, and applications development training.
66 508	Technical Application Development Support - This PSO offers the customer an option to receive technical support or application development support. Examples of such PSO may include but not limited to systems integration and application development.
66 601	Water Current Meters, Seawater sampling and Salinity Measuring Equipment (SMALL BUSINESS SET ASIDE) - Water current meters are primarily used to measure water flow in open channels, streams, and weirs. Because they are typically used in the



**<http://ssq.gsa.gov>**

Company Name	Contract Number	Total Sales
INTERTEK TESTING SERVICES NA, IN	GS07F0158V	0
BURLINGTON ELECTRICAL TESTING CO	GS07F0525U	2247
POWER ENGINEERS, INCORPORATED	GS07F5478P	0
WYLE LABORATORIES, INC.	GS07F5785P	0
SOUTHWEST RESEARCH INSTITUTE	GS07F6087P	85077
PLASTISCIENCE, LLC	GS07F9176S	0
FRANKLIN APPLIED PHYSICS, INC	GS07F9698S	24397
SELECTTECH SERVICES CORPORATION	GS24F0021M	0



# Chemical Sciences

## Federal Budget FY 2010

- Nearly 13 percent growth for the National Science Foundations' Chemistry Division
- An 18.7 percent increase for chemistry at the Chemical Science and Technology Laboratory at the National Institute of Standards and Technology
- An increase for chemistry at the Environmental Protection Agency's Office of Research and Development

Source: AAAS Report XXXIV, Chapter 18, "Chemical Sciences" by Audrey Leath and Barclay Satterfield, ACS



# R&D in the FY 2010 Budget\*

## Selected Agencies

Agency	10 Budget (million \$)	Change Amount	FY 09-10 Percent
Energy	10,671	598	5.0%
EPA	587	25	4.4%
NIST	637	87	15.8%
NSF	5,290	458	9.5%

Defense down \$2.6 billion

Non-Defense increase \$1.6 billion

\* Source: Table I-1 AAAS REPORT XXIV RESEARCH AND DEVELOPMENT FY 2010





# General Thrust

“Increase support for high risk/high-payoff research”

- Clean Energy Sources
- Green Science
- Environmental Clean-up

# Finding Opportunities



The screenshot shows the Grants.gov website with a navigation menu on the left, a main content area with a 'Find. Apply. Succeed.' headline, and a right sidebar with newsletters and quick links. A 'RECOVERY.GOV' banner is also visible.

**FOR APPLICANTS**  
 Applicant Login  
 Find Grant Opportunities  
 Get Registered  
 Apply for Grants  
 Track My Application  
 Applicant Resources  
 Search FAQs, User Guides and Site Information

**APPLICANT SYSTEM-TO-SYSTEM**

**FOR GRANTORS**

**ABOUT GRANTS.GOV**

**HELP**

**CONTACT US**

**SITE MAP**

**GRANTS.GOV** Search Contact Us Site Map Help RSS

*Find. Apply. Succeed.*

Grants.gov is your source to FIND and APPLY for federal government grants. The U.S. Department of Health and Human Services is proud to be the managing partner for Grants.gov, an initiative that is having an unparalleled impact on the grant community. [Learn more](#) about Grants.gov and determine if you are eligible for grant opportunities offered on this site.

Grants.gov does not provide personal financial assistance. To learn where you may find personal help, check [Government Benefits](#), [Student Loans](#) and [Small Business Start-up Loans](#).

**RECOVERY.GOV**

In response to The American Recovery and Reinvestment Act or Recovery Act, Grant-making agencies are posting Recovery Act specific grant opportunities on Grants.gov. [View all opportunities](#) >

Other information and opportunities regarding the Recovery Act is available. [Learn more](#) >

Update-to-date information on the state of recovery. [Learn more](#) >

**Recovery Act Grant Opportunities**

**Archived Webinars**

**Sign-up for our "Succeed" Quarterly Newsletter**

**Quick Links**

Latest News!  
[Grants.gov Blog](#)  
[\[Exit Disclaimer\]](#)

**FOR APPLICANTS**

- [Grant Search](#)
- [Grant Email Alerts](#)
- [Get Registered](#)
- [Applicant Login](#)
- [E-Biz POC Login](#)
- [Track My Application](#)

**FOR GRANTORS**

- [Grantor Login](#)
- [New Agency Users](#)
- [Resources](#)

**What's New at Grants.gov**

New Opportunities This Week

October 3, 2009: Grants.gov System Unavailable

October 12, 2009: Grants.gov Contact Center closed in Observance of Columbus Day

Important Notice for Applicants

Notices and System Information

Verify if you are an Authorized Organization Representative (AOR)

Verify if your Adobe Reader version is



- Authorized 1982, 1992, 2000 (2008)
- Economic Development Program – Requires a commercialization Plan
- Key element for SBIR/STTR – New/ innovative technology/application
- Retain IP
- Sole Source Market W/GOV'T
- 2.5% of Agencies R&D Budget



# SBIR Requirements

## Small Business

- For Profit < 500 Employees
- 51% Owned by a US citizen
- Principle place of business & all SBIR work in US
- PI must be 51% of time employed
- >2/3 of Phase I and >1/2 of Phase II by Co



# SBIR Background

## Eleven Agencies

1	USDA	7*	NASA
2	DoC (NIST & NOAA)	8*	NSF
3	DoED	9*	HHS (AHRQ, CDC, FDA, NIH)
4*	DoE	10	DoT
5	EPA	11*	DoD (Including CBD)
6	DHS	*	STTR Agencies (5)

PHASE I -- \$100K, 6-9 MO

PHASE II -- \$750K, 2 YRS

PHASE III – COMMERCIALIZATION



# Know the Agency and Rules

## Some Agency Differences\*

### Contracting Agencies

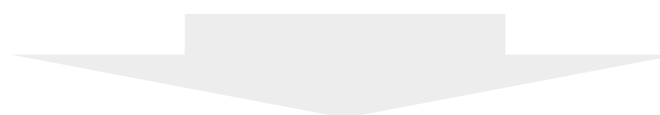
- Agency establishes plans, protocols, requirements
- Highly focused topics
- More fiscal requirements

### Granting Agencies

- Investigator initiates approach
- Less-specified topics
- More flexibility



**EPA**                      **DOC**



**NSF**                      **DOE**

\* Source: Bill Tumblin, NASA, SE Regional Technology Transfer Center



<http://www.sbir.gov/index.html>

**SBIR.gov** SMALL BUSINESS INNOVATION RESEARCH

[CONTACTS](#) | [ABOUT SBIR & STTR PROGRAMS](#) | [CONFERENCE & EVENTS CENTER](#) | [SBIR & STTR SOLICITATIONS](#) | [FEDERAL AGENCY LINKS](#) | [STATE RESOURCES](#) | [LINKS](#) | [PAST AWARDS](#)

**SBIR Home**

➔ **Key Solicitation Dates**

.....

**Welcome to the government portal for Small Business Innovation Research (SBIR) Information .**

- Please use the following links to find the government resources you need for your business.
- **SBIR & STTR Solicitations** - Find opportunities from different government agencies
  - **Conference and Events Center** - Find government sponsored SBIR/STTR events
  - **Federal Agency Links** - A list of Federal Agencies with SBIR/STTR programs
  - **State Resources** - Find assistance in your State
  - **Links** - Find more SBIR/STTR resources
  - **Past Awards** - Search the Small Business Administration's site for past awards





# 2009 Conference

<http://www.unr.edu/sbir-sttr2009/>

Conference Register Be a Sponsor Be an Exhibitor Contact

2009 National  
**SBIR/STTR**  
Conference

November 2-5, 2009 • Reno, Nevada

The Re-Energizing America: 2009 National Small Business Innovation Research (SBIR) and the Small Business Technology Transfer (STTR) Conference offers an exceptional opportunity for project developers, and those agencies who provide assistance to or are interested in doing business with early-stage and advanced-stage ventures, to gather for a valuable exchange of information and networking with peers involved in innovation.

**About the National Conference – in Nevada for the first time!**

While these are challenging times for the global economy, the energy industry is thriving as federal agencies and investors seek out technologies and opportunities with promising futures. In the coming decades, the five pillars of clean energy — solar, wind, hydroelectric, geothermal and biomass technologies — are intended to form the cornerstone of many U.S. economies.

Highlighting renewable energy and energy-efficient technologies, the 2009 National SBIR/STTR Conference will bring together federal agencies — U.S. Department of Defense, Health and Human Services, Department of Energy, Department of Commerce, Department of Education, Department of Transportation, National Aeronautics and Space Administration (NASA), the National Science Foundation (NSF), Environmental Protection Agency (EPA), Small Business Administration (SBA), Department of Homeland Security, and the Department of Agriculture.

**SPONSORS**

**SBA**  
U.S. Small Business Administration

**BOEING**

**NIREC**  
National Institute of Renewable Energy Commercialization

**EPSCOR**

**McDonnell Boehnen**

Internet 100%





# NSF - CHE

<http://www.nsf.gov/div/index.jsp?div=CHE>

The screenshot shows the NSF Directorate for Mathematical & Physical Sciences (MPS) website. The main navigation bar includes links for HOME, FUNDING, AWARDS, DISCOVERIES, NEWS, PUBLICATIONS, STATISTICS, ABOUT, and FastLane. The page title is "National Science Foundation DIRECTORATE FOR Mathematical & Physical Sciences (MPS)". A search box is located in the top right corner.

The left sidebar contains a "Chemistry (CHE)" section with a sub-image and a list of links: CHE Home, About CHE, Funding Opportunities, Awards, News, Events, Discoveries, Publications, Career Opportunities, Become a Chemistry Reviewer, Chemistry Highlights, Newsletters, Dear Colleague Letters, and Workshop Reports, See Additional CHE Resources, and View CHE Staff. Below this is a "Search CHE Staff" box and a list of "MPS Organizations" including Astronomical Sciences (AST), Chemistry (CHE), and Materials Research (DMR).

The main content area is titled "Chemistry (CHE)" and features a "Submission Windows: Unsolicited CHE Proposals" section. It states: "Division of Chemistry Proposal Submission Windows for Unsolicited Proposals. The Division of Chemistry has two proposal submission windows for unsolicited proposals (including RUI and GOALI proposals):" followed by a list of dates: July 1 - July 31 and November 1 - November 30. It also notes that Principal Investigators (PIs) may submit their proposal in either window, but bio-oriented proposals should be submitted in July, and materials research-oriented proposals in November. A note mentions that if a date falls on a weekend or holiday, the due date becomes the next business day.

Below this is a "Realignment of CHE Programs" section. It announces a realignment of the programmatic structure and provides a link to a Dear Colleague Letter: [http://www.nsf.gov/publications/pub\\_summ.jsp?ods\\_key=nsf09048](http://www.nsf.gov/publications/pub_summ.jsp?ods_key=nsf09048). It states that the realignment has established **eight new programs**, which will accept proposals starting in the July 2009 submission window. The new programs are:

- Chemical Catalysis
- Chemical Measurement and Imaging
- Chemical Structure, Dynamics and Mechanisms
- Chemical Synthesis
- Chemistry of Life Processes
- Environmental Chemical Sciences
- Macromolecular, Supramolecular and Nanochemistry
- Theory, Models and Computational Methods

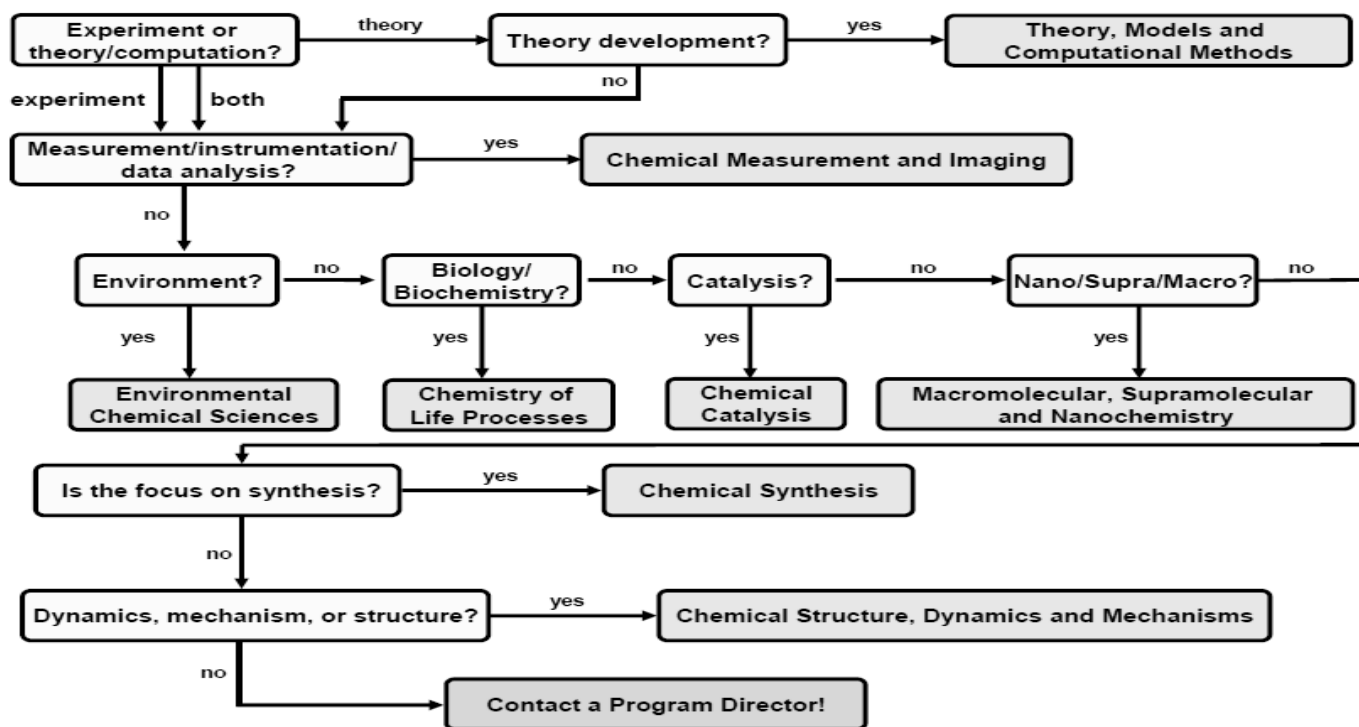
For additional information on the realignment, please refer to the documents below:

1. A "Realignment of the Division of Chemistry Programs" brochure, available at

The browser status bar at the bottom shows "Internet" and "100%" zoom level.



## Finding a Home for an Unsolicited Proposal





# Summary

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- Look at “traditional” Procurement Opportunities
  - RFPs on FedBizOpps
  - GSA FSS

Requires a long-term commitment of resources dedicated to marketing and networking.

- Look at SBIR Opportunities...

“There is only one thing worse than having an SBIR award . . . and that is not having an SBIR award.”

Ann Eskesen, Innovation  
Development Institute



# Golden Rule of Contracting

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**“When you are dancing with the bear, you don’t get to lead!!”**

# Chemical Consultants Network

October 14, 2009

## Slide Links

Slide 6

[www.census.gov/epcd/www/naics.html](http://www.census.gov/epcd/www/naics.html)

Slide 8

<http://fedgov.dnb.com/webform/pages/CCRSearch.jsp>

Slide 9

[www.ccr.gov](http://www.ccr.gov)

Slide 12

[www.womenbiz.gov](http://www.womenbiz.gov)

<http://www.vetbiz.gov/vip/vip.htm>

<http://www.vetbiz.gov/vip/vip.htm>

<https://orca.bpn.gov/>

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<http://farsite.hill.af.mil/vffar1.htm>

Slide 15

[http://acquisition.gov/comp/procurement\\_forecasts/index.html](http://acquisition.gov/comp/procurement_forecasts/index.html)

Slide 16

[www.usaspending.gov](http://www.usaspending.gov)

Slide 18

<https://www.fpds.gov>

Slide 19

[www.fbo.gov](http://www.fbo.gov)

Slide 20

[www.gsa.gov](http://www.gsa.gov)

Slide 21

[www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov)

Slide 22

<http://ssq.gsa.gov>

Slide 31

<http://www.sbir.gov/index.html>

Slide 32

<http://www.unr.edu/sbir-sttr2009/>

Slide 33

<http://www.nsf.gov/div/index.jsp?div=CHE>