

NOAA/NIST Industry Day

June 7, 2018



NIST
**National Institute of
Standards and Technology**
U.S. Department of Commerce

What is the U.S. Department of Commerce?

- The mission of the Department is to create the conditions for economic growth and opportunity.
- The Department of Commerce promotes job creation and economic growth by ensuring fair and reciprocal trade, providing the data necessary to support commerce and constitutional democracy, and fostering innovation by setting standards and conducting foundational research and development.



At NIST world-class science connects to real-world applications. With a varied research portfolio, unique facilities, national networks and international partnerships on standards and technology, NIST works to support U.S. industry and innovation. From cybersecurity to mammograms and advanced manufacturing, innumerable technologies, services and products rely upon NIST expertise, measurement and standards. NIST has a century-long tradition of partnering with business, universities and other government agencies to support the nation's vast innovation ecosystem.

NIST's three central programs include:

- Laboratories Program
- Hollings Manufacturing Extension Partnership (MEP)
- The Baldrige Performance and Excellence Program (BPEP)

Policy Statement

It is the policy of the United States, as stated in the Small Business Act, that “all” small businesses have the maximum practicable opportunity to participate in providing goods and services to the Government.





- The Federal Government spends billions of dollars annually on products and services – from paperclips to complex instruments and systems
- The Government is made up of agencies, and each agency is broken down into various components (Bureaus, field units, or districts, for example)
- Most entities are decentralized in their buying activities, each with its own mission, budget, contracting shop, and small business specialist - decide where you best fit!

What does NIST buy?



- ❖ Information Technology
- ❖ Telecommunications
- ❖ Construction Services
- ❖ Professional, Scientific, Technical, and Research Services
- ❖ Laboratory Equipment (Lasers, Spectrometers, Microscopes, Vacuum Pumps, antennas, etc.)
- ❖ Office, Cleaning, and Safety Supplies
- ❖ Office Equipment (purchase, maintenance, supplies)
- ❖ Security Equipment
- ❖ Hazardous Materials – Testing and Removal
- ❖ OTHER!!!

Communication/Meaningful Exchanges with Industry/Government

- Phone calls
- Web-based searches and follow-up calls/interactions
- Sources Sought Notices
- Request for Information
- Notices of Intent
- Presolicitation and Preproposal conferences
- Industry Days
- One-on-One meetings
- RFP questions and answers

SOURCES SOUGHT

- May not be every aspect of the requirement
- Focus on the core requirement(s)
- Allows contracting personnel to learn about what's available on the market (the state of the industry) – is the solution feasible?
- Allows contractors to see what the Government needs – and to let the Government know they are capable
- Should have a clear response required

WHY RESPOND TO A SOURCES SOUGHT?

- Let the Government know you are interested and capable.
- The Government makes set-aside determinations based on information received.
- It's a chance to help define the acquisition strategy! The requirement, contract type, terms and conditions, evaluation criteria, past performance information, schedule, proposal instructions, feasibility of the requirement, availability of reference materials, etc.

Communication with Industry/Government

- Sources Sought Notices
- Request for Information
- Site visits
- One-on-one meetings
- Public hearings
- Phone inquiries (from web-based searches?)
- Draft Request for Proposals
- Presolicitation and Preproposal conferences
- Industry Days or small business conferences
- RFP questions and answers
- Agency Forecasts (for upcoming/future requirements)



<https://faaps.commerce.gov/>

What works to get my business working?

- ✓ Do your homework (Agency websites, USASpending.gov, FPDS.gov)
- ✓ Know your core competencies; know your niche
- ✓ Get involved (industry groups, chamber of commerce, SBA programs)
- ✓ Work hard for GREAT experience and past performance (references)
- ✓ Share information (mentor, partner, work together, network, foster relationships)
- ✓ Be prepared (register at SAM.gov and keep your profile updated)
- ✓ Patience
- ✓ Persistence
- ✓ Participation!

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Visit www.nist.gov often!

