

★ THE WINNING TIMES ★

November/December 2005 Volume 1, Issue 5



★YOUR TEAM FOR WINNING
FEDERAL CONTRACTS

IN THIS ISSUE:

CCR AND IRS BEGIN
VALIDATING TAXPAYER
IDENTIFICATION
NUMBERS

NEW IDIQ CONTRACTS
ESTABLISHED BY DHS

BE PREPARED – GSA
FORM 527

CLIENT CORNER:
QUESTIONS FROM OUR
CLIENTS

WORD SEARCH:
OBTAINING A GSA
CONTRACT

CCR AND IRS BEGIN VALIDATING TAXPAYER IDENTIFICATION NUMBERS

On October 30, 2005, the Central Contractor Registration (CCR) began validating the Taxpayer Identification Number (TIN) and Taxpayer Name of every new and updating CCR registrant with the Internal Revenue Service (IRS) records.

This is a joint effort between GSA, DoD and the IRS to improve the quality of data in government acquisition systems. In order for new CCR applicants to complete

their CCR registration and qualify as a vendor eligible to bid for federal government contracts or apply for federal grants, the TIN and Taxpayer Name combination provided in CCR must match exactly to the TIN and Taxpayer Name used in federal tax matters.

Please visit the CCR website at www.ccr.gov for additional information regarding this new process.

NEW IDIQ CONTRACTS ESTABLISHED BY DHS

As many information technology companies are aware, the Department of Homeland Security (DHS) established two new IDIQ contracts for information technology services and products called EAGLE and FIRST SOURCE. EAGLE, the primary services contract, was due earlier in November 2005; however, FIRST SOURCE, the primary products contract that is also a 100% small-business set aside, was released in late November 2005 and will be due on January 10, 2006. The EAGLE contract is a 5-year, with 2 Options, contract that is valued at \$45 billion and FIRST SOURCE is valued at \$3 billion. Currently, it is DHS' intentions to direct most of the Department's IT-spending to these two procurement vehicles once they have been established.

For those that have been following these procurements there have been lots of confusion and uncertainty about the RFPs (especially in the case of EAGLE) and in how DHS expects to use both acquisition vehicles in the future. For example, just

days before the EAGLE RFP was due, Government Executive Magazine was reporting that vendors were confused about the number of proposals they should be submitting. In addition, many experts are concerned that the 100% small-business set-aside status of FIRST SOURCE might not be as appropriate as DHS currently thinks, primarily because there are few small businesses with the management and financial structures in place to handle multimillion-dollar contracts that are typical at DHS. Despite these concerns, DHS is moving forward and potential FIRST SOURCE vendors are currently compiling their proposals. With DHS wanting to direct the majority of its IT-procurement dollars through EAGLE and FIRST SOURCE, the vendors who capture these proposals are planning on an excellent return on their investment.

To learn more about FIRST SOURCE please review the DHS website at www.dhs.gov

FEATURED CLIENTS



www.altum.com



www.mpsrc.com

BE PREPARED – GSA FORM 527

If you haven't already finished the lengthy process of obtaining a GSA Contract Award, you may want to add another item to your GSA Schedule Proposal checklist: Prepare for a GSA Form 527. This form is used whether or not your company is financially solvent to hold a GSA Contract. If your company does not pass this evaluation phase it may prevent you from obtaining a GSA Contract Award.

A GSA Form 527, known as a Contractor's Qualifications and Financial Information, focuses on evaluating your company's financial background in depth. There are eight sections included within the form: Ownership Information, Government

Financial Aid and Indebtedness, Financial Statements, Income Statement, Banking and Finance Company Information, Principal Merchandise or Raw Material Supplier Information, Construction/Service Contracts Information, and a Remarks area.

In our experience this year, ordering this evaluation has become so common we are now advising our clients ahead of time to be prepared for their GSA Contracting Officers to order it during their administrative review phase. Please contact us if you have questions regarding the GSA Form 527.

CLIENT CORNER: QUESTIONS FROM OUR CLIENTS

Our monthly feature that allows you to see examples of the kinds of questions we get from our clients and how we respond to their needs.

Q: *It seems that there are a lot of different ways out there to get assistance writing proposals for federal government contracts. Do you provide proposal development and support, and if so, how do you work with my small business to put together the best proposal submission possible?*

A: There certainly are many different avenues your business can pursue when looking for assistance with proposal development, and Global Services can definitely work with you to create a winning proposal. Almost 10 years of experience with proposal development and support has resulted in a 100% award rate with GSA-issued solicitations and an over three-quarters win rate with solicitations released from other government agencies. Our approach is as collaborative as possible; we want to team with you every step of the way to unite our strengths and work together to create a customized proposal writing solution tailored to your company's specific needs.

If you have a solicitation for a government contract and you are looking for assistance, the first step is to email the RFP to Elizabeth Murray at Global Services, who will forward it to our proposal writing group for review and to provide a price estimate. The proposal writing group will read the RFP looking for several factors- does this solicitation read as though it has already been wired to another company? What relationship does your business have with the program manager and contracting officer who released the RFP? Do we have adequate time to prepare a quality, accurate end product? If we determine that we can help you, we will create a cost based a range of hours required to complete the proposal with a not-to-exceed ceiling. Since we charge a flat hourly rate for proposal support, we want to make sure that small businesses are able to accurately budget for the project to keep costs under control.

Since we collaborate with our clients to create a customized solution, there are several different levels of assistance we can provide when working together on



GLOBAL SERVICES

1401 14th Street, NW
3rd Floor
Washington, DC 20005

PHONE:
202.234.8933

FAX:
202.234.8935

E-MAIL:
global@globalservicesinc.com

We're on the Web!
See us at:

www.globalservicesinc.com

CLIENT CORNER: QUESTIONS FROM OUR CLIENTS - CONTINUED

creating proposals. We can create the entire proposal together, perform a compliance review after your business completes the proposal and discuss how the final product could be improved, work with you in team edits- whatever we establish together is the best solution for your business. Working as a team with your company is our cornerstone to creating winning proposals, and this teamwork has proven successful for our clients time and again.

To find out more about how Global Services can be of assistance to your business with proposal development and support, please contact [Elizabeth Murray](#) at 202.234.8933.

WORD SEARCH: OBTAINING A GSA CONTRACT

D L S M C C J B L F F T M M A A N E S T
 Z E V O S O T N E M N R E V O G O D C G
 S X L F L N N D O U G G V N V I I O H W
 G G X B W I B T O I A Q Y A E T T C E B
 N Q N G A I C C R T T I O S T N C E D U
 B E N I Z S S I N A A C M H E E U G U H
 E Z E O T I I A T C C A E K R M D A L Y
 J B P R D A V D Q A R T R S A E E C E T
 T P U M G D R U E T T O O K N R R W T O
 S E B Y A R I N P C W I D R O U E X E D
 U R X A D S E A E F I K O Y W C C D R I
 Q Y S R I U Y V O P M V O N N O I U H H
 J G A T M C S E E V O U R G E R R N Q Q
 U W I F O B P O I N T O L E D P P S R K
 A O D E R O V A F T S O M T S O K N O N
 N F C V C E N O Z B U H N A I C S U D I
 Y X X S V F Z J P R K X B L G P Y M N U
 C O M M E R C I A L X Q L Q W Y L B E G
 T I W K S N Q R Q U T R R T A D C E V W
 V Y M O D I F I C A T I O N C S A R Q W

- | | | |
|-------------|-------------------------|------------------|
| Acquisition | FOB Point | Price Reduction |
| Award | Government | Procurement |
| CAGE code | GSA Advantage | Schedule |
| Commercial | GWAC | Scope of Work |
| Contractor | Hub-Zone | Section (508) |
| Discount | Modification | Service Disabled |
| DUNS Number | Most Favored (Customer) | SmartPay |
| E-Buy | Multiple (Award) | Solicitation |
| Evergreen | NAICS | Vendor |
| FedBizOpps | Open Ratings | Veteran owned |

Global Services wishes you and your loved ones, a safe and wonderful Holiday Season.

May your contracting efforts be prosperous in the New Year.