

# What Makes a Successful Contractor

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U.S. Department  
of Veterans Affairs



## Presentation Outline

- Presenter Background
- Small Business Contracts Overview FY15
- How to Use the FAR
- Government Roles, Responsibilities, Authorities
- Small Business Regulations
- Federal, State and Private Sector Resources
- Best Practices
- Questions



## Presenter Background

- Residential and light commercial contractor
- US Army SOCOM (Airborne)
- Bachelors Economics, Masters Management
- Building products/tech/small business owner

**2009**

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- Certified Federal Contract Manager (CFCM)
- FAC-C Level III, Level III Warrant
- Top VA small business contracting officer
- Branch Chief, Construction and A-E team



## Small Business (SB) Contracts Overview FY15

- \$75 billion: US Federal Government SB contracts
- \$37 billion: Department of Defense
- \$5 billion: DoD SDVOSB contracts
- \$6 billion: Department of Veterans Affairs
- \$4 billion: VA SDVOSB contracts

Source: Small Business Administration, 11/13/2015  
<http://smallbusiness.data.gov/>



# How to Use the FAR

## Part      Small Business Value

- 1      • CO Authority
- 2      • Definitions
- 12     • Commercial
- 13     • Simplified (RFQ)
- 14     • Bidding (IFB)
- 15     • Negotiated (RFP)
- 19     • Small Business
- 52     • Clauses





# Government Roles, Responsibilities, Authorities

	Role	Responsibility	Authority
End User	Use products and services	Effective and efficient use	Program
Technical Staff	Support end users	Evaluate offers	Systems
Leadership	Management	Budgeting, resource allocation	Supervisory
Contracting Officers Representative	Technical advice, liaison between contractor and contracting officer	Program and project management	Delegated
Contracting Officer	Business advisor	Safeguard interests of US Government	Legal



# Small Business Regulations

<b><u>Marketing</u></b>	<b><u>Employment</u></b>	<b><u>Finance</u></b>
<b><u>Intellectual (IP)</u></b>	<b><u>Online Business</u></b>	<b><u>Privacy</u></b>
<b><u>Environment</u></b>	<b><u>UCC and Bonding</u></b>	<b><u>Safety &amp; Health</u></b>
<b><u>Foreign Workers</u></b>	<b><u>FAR</u></b>	<b><u>VAAR</u></b>

Source: Small Business Administration

<https://www.sba.gov/category/navigation-structure/starting-managing-business/starting-business/business-law-regulations>



# Federal, State and Private Sector Resources

<b>Starting</b>	<b>Growing</b>
<a href="#">Writing a Business Plan</a> <a href="#">Registering a Business</a> <a href="#">Licenses &amp; Permits</a> <a href="#">Laws &amp; Regulations</a> <a href="#">Preparing Business Taxes</a>	<a href="#">Hiring Employees</a> <a href="#">Employee Benefits</a> <a href="#">Employee Incentives</a> <a href="#">Marketing a Business</a> <a href="#">Business Exporting</a>
<b>Financing</b>	<b>Training</b>
<a href="#">Estimating Startup Costs</a> <a href="#">Financing Basics</a> <a href="#">Preparing for Financing</a>	<a href="#">Find a Business Mentor</a> <a href="#">Online Training</a> <a href="#">Find Local Resources</a>
<b>Returning from Military</b>	<b>Selling to Government</b>
<a href="#">Getting Veterans Back to Business Guide</a>	<a href="#">Government Contracting Resources</a> <a href="#">GSA Contracting Guidance</a>





## Best Practices

- Do what you love, know who you are
- Set goals for yourself and your team
- Know your market and environment
- Establish/document/follow defined processes
- Communicate, communicate, communicate ...
- Choose the right people, cherish your team
- Provide excellent customer service
- Wear many hats but own your business



# Questions

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- Best Practices



# Contact Information

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