

BUILDING INFRASTRUCTURE FOR GOVERNMENT CONTRACTS

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STATUTORY AUTHORITY

- 48 C.F.R. 26.302: “It is the policy of the Government to promote participation of HBCUs and MIs in Federal procurement.”
- In short, Agencies and Prime Contractors are looking for you because HBCUs/MIs are the same classed the same as minority-owned/disadvantaged businesses.
- MIs = MSIs (Both Terms are Used Throughout Federal Contracting Language)



SO HOW DO YOU BUILD INFRASTRUCTURE?

- Find Partners
- Seek Training
- Start Small



FIND PARTNERS

- Look to alumni. Who among your alumni works for federal contractors large and small?
- Look to small businesses already engaged in federal contracts. Who in your area is already supporting your institution?
- Look to businesses doing work in your area.



SEEK TRAINING

- Building infrastructure means training your people to perform tasks needed by federal contracts.
 - Systems Engineering Certifications
 - Cyber Certifications
 - Development & Integration Certifications
 - C4 Certifications (command, control, communications networking, and computing)
 - Industry-based certifications



START SMALL

- Build infrastructure one brick at a time.
- Work with partners to build capabilities slowly by taking on one capability at a time.
- Test your quality by expanding your capability slowly.



MENTOR-PROTÉGÉ PROGRAMS

- Use existing SBA Mentor-Protégé programs to build relationships and capabilities.
- Use the needs of federal programs to identify curriculum and development programming that can respond to industry needs.



TERMS & ACRONYMS

- **SETA: Systems Engineering and Technical Assistance**
(SETA contractors provide analysis and engineering services in a consulting capacity, working closely with the government's own engineering staff members.)
- **D&I: Developer and Integrator** (Used on any type of development project where either a COTS, GOTS, or custom solution is being developed and then implemented.)
- **COTS: Commercial Off-the-Shelf**
- **GOTS: Government Off-the-Shelf**
- **CPARS: Contractor Performance Assessment Review System**
- **D&B: Dun & Bradstreet** (ratings on companies)
- **ACMIS: Acquisition Career Management Information System**

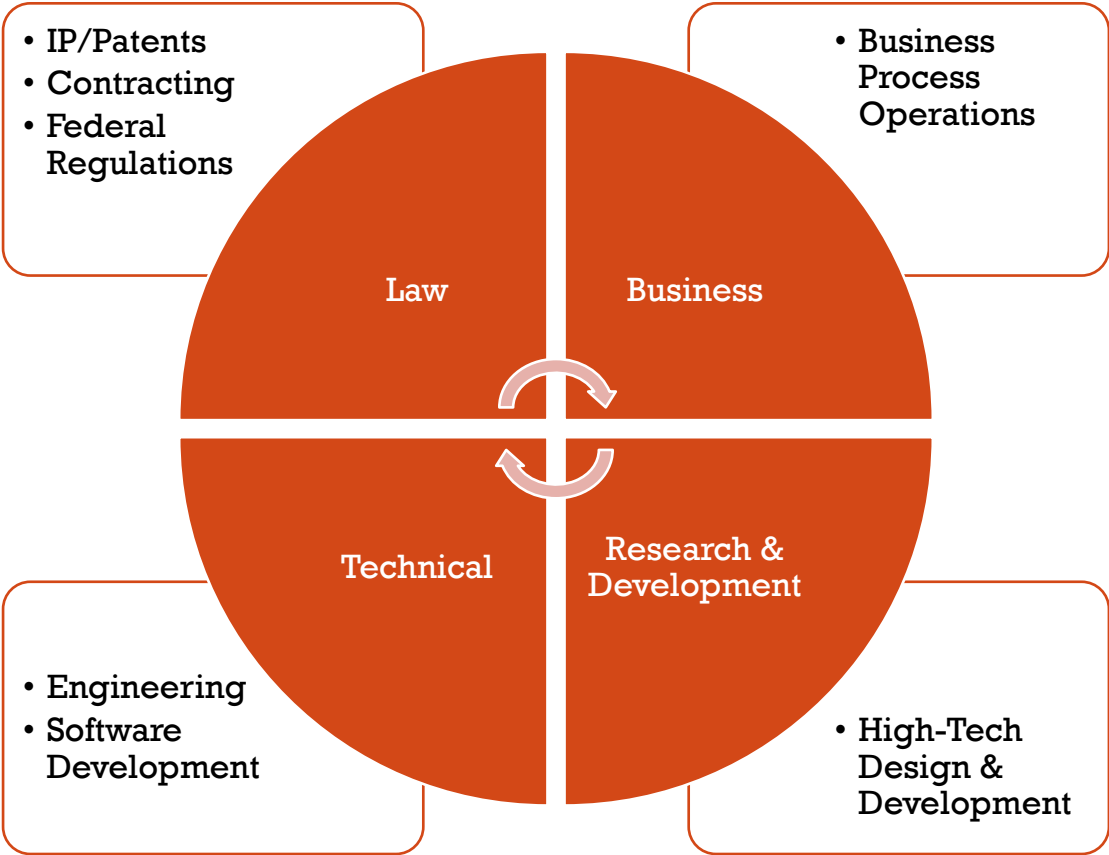


FEDERAL INDUSTRIES & SCHEDULES

- Audio and Video Solutions | GSA Schedule 58
- Automotive Superstore | GSA Schedule 23 V
- Buildings and Building Materials | GSA Schedule 56
- Facilities Maintenance and Management (03FAC) | GSA Schedule 03FAC
- Furniture | GSA Schedule 71
- Hardware SuperStore | GSA Schedule 51 V
- Human Resources and EEO Services | GSA Schedule 738 X
- Information Technology | GSA Schedule 70
- Office Imaging and Document Solutions | GSA Schedule 36
- Office Products and Supplies | GSA Schedule 75
- Professional Services Schedule (PSS)
- Advertising and Integrated Marketing Solutions (AIMS) | GSA Schedule 541
- Engineering Services (PES) | GSA Schedule 871
- Environmental Services | GSA Schedule 899
- Financial and Business Solutions (FABS) | GSA Schedule 520
- Language Services | GSA Schedule 738 II
- Logistics Worldwide (LOGWORLD) | GSA Schedule 874 V
- Mission Oriented Business Integrated Services (MOBIS) | GSA Schedule 874
- Scientific Equipment and Services | GSA Schedule 66
- Security and Law Enforcement | GSA Schedule 84



WORK ACROSS YOUR CAMPUS



INTELLECTUAL PROPERTY

- Institutions can develop and patent their intellectual property used to compete for government projects.
- Commercial products developed by Universities (i.e., Gatorade), but many universities have intellectual property that can be used for government projects. These assets can be branded and protected for marketing across government sectors.
- Examples include Business Process Improvements (BPI), Lean/Six Sigma Projects, Process Engineering.



SULC CASE STUDY

- SULC offers a series of patent courses including Intellectual Property and Patent Law.
- Technology & Entrepreneurship Clinic offers seminars on helping small and emerging businesses develop their intellectual property.
- We've helped small businesses, campus units, and others cover topics such as the legal protection available for creative works, ideas, discoveries, and inventions.
- We've worked with the School of Business to develop approaches to contract services.
- We are leveraging alumni relationships with a large federal contractor to provide training to build our capabilities.
- We are aligning curriculum programs, such as our joint JD/MBA program to position students to engage in this work.



FINAL THOUGHTS

- **Be creative:** Look for opportunities by working across campus units.
- **Build relationships:** Business development is about building relationships.
- **Infrastructure and IP development takes time:** Don't expect this to grow overnight.
- **Commit dedicated people to your infrastructure.**



USEFUL LINKS

- <http://www.hbcucontracting.org>
- www.fbo.gov
- <http://gsa.federalschedules.com/resources/govcon-glossary/>



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- This presentation available at <http://tinyurl.com/NSPAA17>

