



INTERNATIONAL
T R A D E
ADMINISTRATION



Government Contracting: A Basic Guide and Tutorial

Mary Lynn Landgraf
Senior International Trade Specialist
OTEXA

October 7, 2015

IFAI Expo

Anaheim, CA

Research Assistant and Intern: Catrina Corley

Critical Components of this Presentation

- 1) OTEXA Services**
- 2) Selling to the U.S. Government**
- 3) Manufacturing Innovation Institute**
- 4) Small Business Administration**
- 5) Exporting Guidelines**

U.S. Department of Commerce

Office of Textiles and Apparel (OTEXA)



INTERNATIONAL
TRADE
ADMINISTRATION

OFFICE OF TEXTILES AND APPAREL (OTEXA)

- Develops programs and strategies to improve the domestic and international competitiveness of the U.S. fiber, textile, apparel, footwear, and travel goods industries
- The Deputy Assistant Secretary (DAS) is the Chairman of Committee for the Implementation of Textile Agreements (CITA).
- CITA was established by the President in Executive Order 11651 on March 3, 1972.
- OTEXA provides the staff support for the Committee, monitors all agreements, provides economic analysis, and statistical data upon which the Committee relies in taking action.

<http://otexa.trade.gov>

U.S. Department of Commerce

Office of Textiles and Apparel (OTEXA)



INTERNATIONAL
TRADE
ADMINISTRATION

OFFICE OF TEXTILES AND APPAREL (OTEXA)

- Compiles industry data
- Conducts research and analysis
- Assists in trade negotiations
- Promotes U.S. textile and apparel companies at trade events
- Develops supply chain and sourcing strategies
- Executes U.S. textile and apparel trade policy
- Works to improve exports of U.S. textile and apparel companies in overseas markets
- Evaluates the current state of the domestic fiber, textile and apparel industries, and the impact of import competition

<http://otexa.trade.gov>

U.S. Department of Commerce

Office of Textiles and Apparel (OTEXA)



INTERNATIONAL
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OFFICE OF TEXTILES AND APPAREL (OTEXA)

OTEXA has over 40 years of experience in facilitating exports for small and medium-sized companies:



https://pixabay.com/get/8db094da5ecb36f202fe/1442851601/container-ship-560789_1280.jpg

- Export counseling and assistance
- Market research
- U.S. Pavilions at established overseas trade shows
- Trade missions
- Catalog/sample presentations at overseas trade shows

<http://otexa.trade.gov>

U.S. Department of Commerce

Office of Textiles and Apparel (OTEXA)



INTERNATIONAL
TRADE
ADMINISTRATION

OFFICE OF TEXTILES AND APPAREL (OTEXA)

With increasing demands by consumers, brands and retailers for “Made-in-USA” products, OTEXA has developed an online registry that will showcase domestic manufacturers, suppliers of apparel, textiles, and footwear.

To register as a supplier or manufacturer, or to locate domestic producers and suppliers, contact:

Kim-Bang Nguyen

kim-bang.nguyen@trade.gov

202-482-4805



http://cdn.shopify.com/s/files/1/0177/0548/files/Made-in-USA_large.png?1387

<http://otexa.trade.gov>

U.S. Department of Commerce

Office of Textiles and Apparel (OTEXA)



INTERNATIONAL
TRADE
ADMINISTRATION

[Contact Us](#) | [About OTEXA](#) | [Site Map](#) | [Home](#)

OFFICE OF TEXTILES AND APPAREL (OTEXA)

Wednesday Sept. 30, 2015 4:43:10 PM

▶ Trade Data

Textiles and Apparel
Footwear, Leather & Travel
Goods
The Textile Correlation

▶ Trade Agreements

Free Trade Agreements
CAFTA-DR
TPLs
Cumulation
Trade Preference Programs
AGOA
ATPDEA
CBTPA
Haiti
U.S. Imports/TRQs
Earned Import Allowance
Dom. Rep. 2 x 1
Haiti 2 x 1
Commercial Availability
Australia FTA
Bahrain FTA

Announcements

- ▶ [09/28/2015](#) – Limitations of Duty- and Quota-Free Imports of Apparel Articles Assembled in Beneficiary Sub-Saharan African Countries From Regional and Third-Country Fabric. The AGOA caps for duty-free, quota-free imports are increased for the one-year period from October 1, 2015 to September 30, 2016.
- ▶ [09/11/2015](#) – Increase of Haiti HOPE knit apparel TPL from 70 million SMEs to 200 million SMEs for the annual period from October 1, 2014 to September 30, 2015. In accordance with the Haiti HELP legislation, because imports under the knit apparel TPL exceeded 52 million SMEs during the month of July 2015, the applicable quota level for the 2014/2015 annual period is automatically increased to 200 million SMEs. The quota level for the new annual period, from October 1, 2015 to September 30, 2016, will be 70 million SMEs until such time as imports reach or exceed 52 million SMEs.
- ▶ [09/10/2015](#) – --The Office of the United States Trade Representative (USTR) requests written comments from the public identifying Internet and physical markets based outside the United States that should be included in the 2015 Notorious Markets List. The annual list identifies online and physical marketplaces that reportedly engage in or facilitate substantial copyright piracy and trademark counterfeiting. The deadline for interested parties to submit written comments is October 5, 2015.
- ▶ [09/03/2015](#) – July 2015 Textile and Apparel Import Report
- ▶ [09/01/2015](#) –2015 – U.S. International Trade Commission to hold public hearing on October 14, 2015 related to the investigation "WTO Environmental Goods Negotiations: Advice on the Probable Economic Effect of Providing Duty-Free Treatment, Second List of Articles"
- ▶ [08/19/2015](#) – Request for Public Comments to Compile the National Trade Estimate Report on Foreign Trade Barriers.

<http://otexa.trade.gov>

Made in the U.S.A. Database

MADE IN THE U.S.A. SOURCING DATABASE

Welcome to the Office of Textiles and Apparel (OTEXA) Made in the U.S.A. Sourcing Database! The purpose of this database is to list U.S.A manufacturers, suppliers, and contractors. This self-registered and searchable database is available to the public through OTEXA's website and can be a useful tool for those seeking to locate/source Made-in-U.S.A. textiles, apparel and footwear products.



<http://otexa.trade.gov/MadeInUSA.htm>

Made in the U.S.A. Database

Search with or without keyword by product, type of business, or state.

MADE IN THE U.S.A. SEARCH DATABASE

MUST CHOOSE FROM EACH COLUMN:

Search by keywords:

<p>PRODUCTS:</p> <p><input checked="" type="checkbox"/> All products</p> <p>Apparel</p> <p><input checked="" type="checkbox"/> Men's and Boys'</p> <p><input checked="" type="checkbox"/> Women's and Girls'</p> <p><input checked="" type="checkbox"/> Infants' (0-24 Months)</p> <p><input checked="" type="checkbox"/> Accessories</p> <p><input checked="" type="checkbox"/> Textiles- Soft Furnishings</p> <p><input checked="" type="checkbox"/> Technical Textiles</p> <p><input checked="" type="checkbox"/> Footwear</p> <p>Fabrics</p> <p><input checked="" type="checkbox"/> Cotton Fabrics</p> <p><input checked="" type="checkbox"/> Manmade Fiber & Silk</p> <p><input checked="" type="checkbox"/> Wool</p>	<p>TYPE OF BUSINESS:</p> <p><input checked="" type="checkbox"/> All Types</p> <p><input checked="" type="checkbox"/> Input Supplier</p> <p><input checked="" type="checkbox"/> Manufacturer</p> <p><input checked="" type="checkbox"/> Cut and Sew (Contractor)</p> <p><input checked="" type="checkbox"/> Service Provider</p> <p><input checked="" type="checkbox"/> Vertical</p>	<p>STATE OF BUSINESS:</p> <p><input type="checkbox"/> ALL STATES</p> <p>OR</p> <p><input type="checkbox"/> Alabama</p> <p><input type="checkbox"/> Alaska</p> <p><input type="checkbox"/> Arizona</p> <p><input type="checkbox"/> Arkansas</p> <p><input type="checkbox"/> California</p> <p><input type="checkbox"/> Colorado</p> <p><input type="checkbox"/> Connecticut</p> <p><input type="checkbox"/> Delaware</p> <p><input checked="" type="checkbox"/> District of Columbia</p> <p><input type="checkbox"/> Florida</p>
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<http://otexa.trade.gov/MadeInUSA.htm>

DoD Procurement of Clothing & Textiles (The Berry Amendment)

- Purpose – to maintain an active industrial base in times of war
- Generally applied on a fiber-forward basis
- In FY 2014, the Defense Logistic Agency's sales of clothing, textiles & equipment to military personnel worldwide surpassed \$1.9 billion
- Over 8,000 different items procured, ranging from uniforms, footwear and undergarments to ecclesiastical items, individual equipment, flags, tents
- OTEXA provides match-making services to U.S. companies wishing to sell to the military, both here and overseas

The Department of Defense (DoD) required by law, [10 U.S.C. 2533A in Section 832 of Public Law 107-107](#), to procure domestically-manufactured clothing and textiles.



https://upload.wikimedia.org/wikipedia/commons/a/a8/U.S._Army_service_dress_uniform.jpg

<http://www.otexa.ita.doc.gov/berry.htm>

Contact for The Berry Amendment

Maria D'Andrea

Supervisory International Trade
Specialist

Office of Textiles and Apparel
Industry and Analysis

International Trade Administration
U.S. Department of Commerce

Maria.Dandrea@trade.gov

Telephone: 202-482-1550

The Department of Defense (DoD) required by law, 10 U.S.C. 2533A in Section 832 of Public Law 107-107, to procure domestically-manufactured clothing and textiles.



https://upload.wikimedia.org/wikipedia/commons/a/a8/U.S._Army_service_dress_uniform.jpg

<http://www.otexa.ita.doc.gov/berry.htm>

The Buy American Act of 1933

Federal agencies are required to buy domestic goods/construction materials.

- Domestic is defined as being manufactured in the United States and the cost of domestic components must exceed 50 % of the cost of all components.
- Establishes price preferences for domestic. Federal agencies can waive the domestic requirement for reasons of price, non-availability of domestic, and public interest (“public interest” is undefined).
- Under the Trade Agreement Act of 1979, if a procurement is covered under a trade agreement, then the Buy American Act of 1933 is waived.



Betsy Ross 1777 by Jean Leon Gerome Ferris – Public Domain

https://commons.wikimedia.org/wiki/File:Betsy_Ross_1777_cph.3g09905.jpg

The Buy American Act of 1933

- In those situations, Federal agencies can only buy either the domestic products or products from trade agreement countries. Trade agreements include all of our FTA's (except the U.S.-Jordan FTA) or the WTO Agreement on Government Procurement (GPA).
- GPA is a plurilateral agreement that includes 46 countries including the United States. Mostly developed nations such as Canada, the EU member states, Japan, Korea, Singapore, Switzerland.
- Important note: what is “covered” and what is excluded from our trade agreements. For purposes of textiles, there are exclusions that can be found in all our trade agreements.



https://cl.staticlickr.com/5/4112/5061049945_3a1851c6ea_b.jpg

Annex 1 (central government entities) GPA states for the DoD the Agreement doesn't cover:

- **FSC 83 Textiles, Leather, Furs, Apparel, Shoes, Tents, and Flags (all elements other than pins, needles, sewing kits, flagstuffs, flagpoles and flagstaff trucks)**
- **FSC 84 Clothing, Individual Equipment, and Insignia (all elements other than sub-class 8460 – luggage)**

The Buy American Act of 1933 Contact

Brian Woodward

Senior International Trade Specialist
Trade Agreements, Negotiation and
Compliance

Office of Textiles and Apparel
Industry and Analysis

International Trade Administration
U.S. Department of Commerce

Brian.Woodward@trade.gov

Telephone: 202-482-0375



https://commons.wikimedia.org/wiki/File:USA-NYC-Statue_of_Liberty.jpg#/media/File:USA-NYC-Statue_of_Liberty.jpg

<http://www.otexa.ita.doc.gov/berry.htm>

MADE: In America

MADE: In America, headquartered on Capitol Hill in Washington, DC, was established to be a unique voice and advocate for American manufacturers. Since its inception, MADE: In America has created coalitions across the United States to revitalize American small business.

Starting in 2008, MADE: In America has created innovative initiatives in support of the American home furnishings industry. Most recently, MADE: In America, in cooperation with the National Trust for Historic Preservation, launched the highly successful All American House. Over two years in the making, the All American house has provided a new template for interpreting historic house properties and showcasing America's best products.



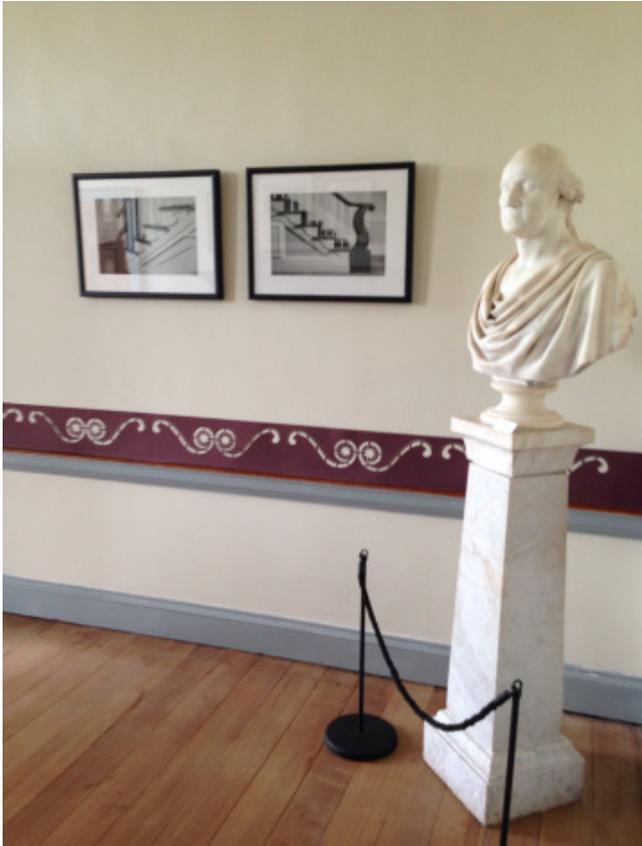
<http://media-cdn.tripadvisor.com/media/photo-s/02/6d/02/9c/charles-carroll-house.jpg>

*Carroll Mansion wins designation as All American House
2016 - Baltimore City to receive first-in-the-Nation All
American City Award*

<http://www.madeinamerica-usa.org>

MADE: In America

The Department of Commerce, Office of Textiles and Apparel, will be cooperating with MADE: In America on the 2016 All American House, which will incorporate the yet to be announced Art of Living initiative. This initiative will include not only U.S. home textile producers, but textile apparel manufacturers will be eligible as well.



[The parlor at the All American House designed by students from UNCG](#)

<http://www.madeinamerica-usa.org>

MADE: In America



For more information about the All American House and the Art of Living program, interested companies are encouraged to contact

MADE: In America Chairman

James De Lorbe

202-543-1573

james.delorbe@madeinamerica-usa.com

<http://www.madeinamerica-usa.org>

Selling to the Federal Government

In order to do business with the Federal Government to include the Department of State, there are required procedures you must follow.



The first and most critical step is online registration with the Federal Government's System for Award Management (SAM).

Once registered, your company will be able to sell to all Federal Agencies that have an interest in your products. Registration enables purchase orders to be sent to your company as well as payments to be made via electronic funds transfer (EFT) for goods received.

- 1) Visit the System for Award Management website at <http://www.sam.gov>
- 2) Acquire your DUNS number at <http://fedgov.dnb.com/webform> or call at 1-866-705-5711.
- 3) Obtain the North American Industrial Classification System (NAICS) industry codes for your business <http://www.census.gov/eos/www/naics/index.html>

<http://www.sam.gov>

Selling to the Federal Government

If you are interested in selling your products to the U.S. Department of State for federal buildings, embassies, ambassador's residences, etc., around the world, please submit your contact details, and summary of your company's products to Mary-Lynn.Landgraf@trade.gov.



Lithuanian Embassy Interior

https://upload.wikimedia.org/wikipedia/commons/e/e6/Lithuanian_Embassy_Interior_-_Flickr_-_Mr._T_in_DC.jpg

The summary will be forwarded to the special office for review. Upon acceptance, you will be contacted, and listed in the U.S. State Department's procurement system.

<http://www.sam.gov>

Contracting Expertise

Teresa Bouchonnet

Business Development Specialist at North Carolina
Military Business Center

Knoxville, Tennessee Area | Management Consulting

Business Development Specialist

North Carolina Military Business Center
August 2006 – Present (9 years 2 months)

Help businesses with government contracts, and work with the textile businesses to understand this market.

President

T & B Bouchonnet Consulting
May 1997 – Present (18 years 5 months)

Help businesses bid on government contracts & act as a contract administrator on a number of contracts to include GSA Contracts.

Contracting Officer

USAF RETIRED
May 1980 – September 1996 (16 years 5 months)

Contracting Officer; retired as Major in the USAFR.; Deputy of Base Contracting at Robins AFB; Mult jobs in the U.S. and Germany in contracting



Focus Areas and Experience:

- Textiles
- Defense Logistics Agency Troop Support Clothing & Textiles
- Defense Logistics Agency Construction and Equipment
- US Army TACOM (NATICK)
- Registered with SAM
 - Has won contracts

Contracting Expertise

Teresa Bouchonnet

Business Development Specialist at North Carolina
Military Business Center
Knoxville, Tennessee Area | Management Consulting

Teresa's web training classes will be free for Small Businesses through the SBA and T&B Bouchonnet Consulting, a subcontractor for Stover & Associates, Inc.

Teresa Bouchonnet
T & B Bouchonnet Consulting
E-mail: bouchonnet@frontier.com
Phone: 828-349-3878

Teresa also helps textile businesses in North Carolina through the N.C. Military Business Center.

Teresa Bouchonnet
E-mail: bouchonnett@ncmbc.us
Phone: 828-349-3878
<http://www.ncmbc.us/contact-us/contact-bouchonnett.php>

Defense Logistics Agency (DLA) and DIBBS

DLA Internet Bid Board System (DIBBS)

The screenshot shows the DLA Internet Bid Board System (DIBBS) website. At the top left is the DLA logo and the text "DEFENSE LOGISTICS AGENCY ENTERPRISE BUSINESS SOLUTIONS DLA INTERNET BID BOARD SYSTEM". To the right are navigation links: "FAQ/Help", "Refs", "My Account", and "Log In". Below this is a horizontal menu with tabs: "Home", "Solicitations", "RFQs", "RFP/IFB/Non-Quotable RFQs", "Tech Data", "Downloads", and "Awards". Under the menu are search and navigation fields: "Navigation: Navigation/Documents" with a dropdown arrow and a "GO" button, and "Database Search: Choose Search" with a dropdown arrow, a "Value:" input field, and a "GO" button. A blue notice icon is followed by the text: "Notice: Please read notices posted on the [Notices page](#)." Below the notice is the text "Location: Home". In the top right corner, it says "LOGGED OFF" with a lock icon and the date/time "[273] 9/30/2015 10:08:24 AM". On the right side, there is a red text link "Registered User Log In" next to a key icon.

- Provides access to DLA's solicitations.
- Can search, view, and submit secure quotes on Requests For Quotations (RFQs) for DLA items of supply.
- Can search and view Requests for Proposals (RFPs), Invitations For Bid (IFBs), and other procurement information

<https://www.dibbs.bsm.dla.mil/>

Defense Logistics Agency (DLA) and DIBBS Continued

DLA Internet Bid Board System (DIBBS)

- Search the Awards through the DLA Awards Database.
- Can find all the Mil Specs
 - Go to “Technical Data”
 - Find “ASSIST Quick Search”
 - Search for item via document ID, document number, keyword, etc.



Database last updated: Sep 28, 2015

[Home](#) | [About Quick Search](#) | [ASSIST](#) | [assistdocs.com](#) | [ASSIST Updates](#)

<http://quicksearch.dla.mil>

Defense Logistics Agency (DLA) and DIBBS Continued

Example of ASSIST Quick Search for “Socks”

Quick
Search

ASSIST



Database last updated: Sep 29, 2015

[Home](#) | [About Quick Search](#) | [ASSIST](#) | [assistdocs.com](#) | [ASSIST Updates](#)

Enter search criteria in one or more of three text fields: Document ID, Document Number, Find Term(s). Filter search results by selecting Status or FSC/Area from drop-down lists, or by checking the box and specifying a range of document dates. Click a label for a detailed description and sample search results.

Basic Search

Text Search

Document ID:
Document Number:
Status: All

Find Term1,Term2,... SOCKS **For** All Terms **In** Title or Keywords or Scope

FSC/Area: Select All
 Document Date: 30-Sep-2014 **Through** 30-Sep-2015

Search

Reset

Total records: 28

Filter		Values				
All Terms In Title or Keywords or Scope:		socks				
Img	Document ID	Status	FSC/Area	Doc Date	Title	
Y	MIL-S-48L NOT 1	C	8440	28-Jul-1995	SOCKS, MEN'S, CUSHION SOLE, STRETCH TYPE (S/S BY A-A-55079)	
N	JAN-S-384	C	8440	07-Apr-1952	SOCKS, FELT	
Y	MIL-S-405H NOT 1	C	8440	11-Feb-1999	Socks, Men's, Winter (Wool and Cotton)(S/S by A-A-55302)	
N	MIL-S-3022A	C	8440	14-Jul-1954	Socks, Men's, Woolen, Lightweight (Navy)	
N	MIL-S-4328A	C	8440	02-Jul-1952	SOCKS, WOOL&NYLON, WINTER	
Y	MIL-S-12549H NOT 1	C	8440	19-Sep-1991	SOCKS, MEN'S, NYLON AND COTTON, RIBBED, STRETCH TYPE (S/S BY A-A-50015)	
Y	MIL-S-14210G NOT 1	C	8440	07-Jun-1997	Socks, Men's, Nylon and Cotton, Knee-Length, Stretch-Type (No S/S Document)	

<http://quicksearch.dla.mil>

General Services Administration (GSA)



National Customer Service
Center DSN 465-1416
Phone: (800) 488-3111
E-mail: mashelpdesk@gsa.gov

GSA provides centralized procurement for the federal government, offering billions of dollars worth of products, services, and facilities that federal agencies need to serve the public.

GSA serves the public and makes government easier by offering free access to and information about government programs with these websites:

- USA.gov, official portal to federal government information;
- gobiernoUSA.gov, Spanish counterpart of USA.gov;
- publications.USA.gov, Federal Citizen Information Center;
- Consumer protection on USA.gov, consumer action website;
- Consumer protection in Spanish on gobiernoUSA.gov;
- kids.gov, official kids portal for the U.S. Government.

<http://www.gsa.gov>

General Services Administration (GSA)



U.S. General Services Administration

GSA provides centralized procurement for the federal government, offering billions of dollars worth of products, services, and facilities that federal agencies need to serve the public.

WHAT GSA OFFERS

DOING BUSINESS WITH GSA

LEARN MORE

BLOG

BUILDINGS & REAL ESTATE

- Design & Construction
- Environmental Programs
- GSA Properties
- Historic Preservation
- Facilities Management
- Realty Services
- WorkPlace Innovation

PRODUCTS & SERVICES

- Acquisition Solutions
- Energy & Environmental
- Facilities, Supplies, Equipment, & Tools
- Office Supplies, Equipment, & Furniture
- Professional & Technical Solutions
- Property for Disposal/Sale
- Security, Fire, & Law Enforcement
- Shared Services
- Technology & Telecommunications
- Transportation, Relocation & Vehicles
- Travel

POLICY & REGULATIONS

- Acquisition Policy
- Aviation Management Policy
- Information, Integrity, & Access
- Mail Management Policy
- Personal Property Management Policy
- Policy Performance
- Real Property Management Policy
- Regulations: FMR, FTR, & FAR
- Transportation Policy
- Travel and Relocation Policy
- Vehicle Management Policy

<http://www.gsa.gov>

General Services Administration (GSA)



Doing Business with GSA



GSA developed a Quick Guide with easy steps on how to use the service.

You can download the Quick Guide using the link below:

http://www.gsa.gov/portal/mediaId/169031/fileName/2013_DB_AQuickGuideEnglishFINAL.action

Quick Guide Instructions

Three Easy Steps

Step One: The Quick Guide is a Road Map.

It's best to think of the *Quick Guide* as an easy-to-read road map that can guide you through the GSA web site to find the business opportunities available to your company. Like all good road maps, the *Quick Guide* won't have a lot of words or directions. Instead, the Guide will tell you where to find more information at the *GSA.gov* web site.

Step Two: Charting a Path

On the facing page, the Table of Contents provides you with a dozen "opportunity gateways" that will lead you to more web links where you can find useful information on how to do business with GSA. As a navigational tool, the *Quick Guide* will allow you to map out your own path to the opportunities that await you.

Step Three: Following the Path

Each opportunity gateway has its own page in the booklet. Once you know which

<http://www.gsa.gov>

Common Acquisition Platform (CAP)



GSA, whose singular mission is to deliver the best value in acquisitions to government and the American people, is leading the initiative.

The Common Acquisition Platform (CAP) office develops, manages, and delivers shared services offerings to the government-wide acquisition community.

To enable these capabilities, CAP is designing and implementing these shared services:

- Analytics as a Service (AaaSSM)
- TurboFARSM
- eBuy Open

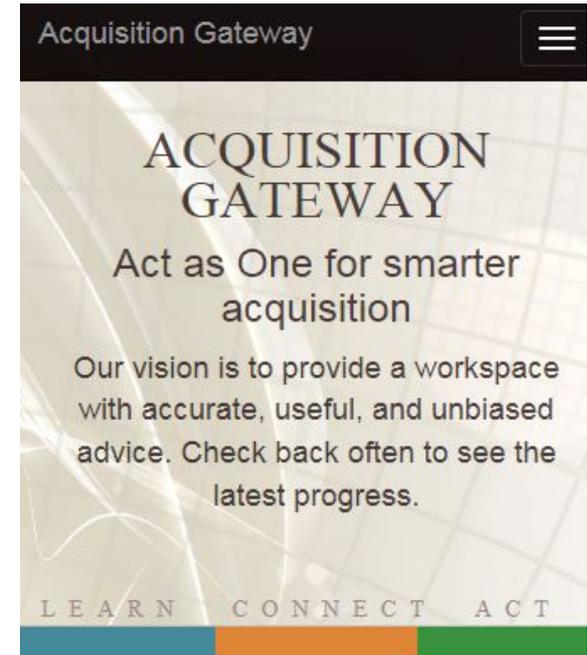
www.gsa.gov/cap



A comprehensive, user-friendly hub for contracting officers (COs), that allows them to electronically search past and present versions of the Federal Acquisition Regulation (FAR) and GSA Acquisition Manual (GSAM), and stay-up-to-date on the latest developments in federal acquisition.

In addition, the new website organizes other acquisition resources (i.e. Supplemental Regulations, Acquisition Systems, Training) into clear, comprehensive categories – providing easy access to the resources that COs use most often.

<https://www.acquisition.gov/>



Federal Employees Sign-in

Non-Government Sign-in

<https://hallways.cap.gsa.gov/login-information>

Procurement Technical Assistance Center (PTAC)



DEFENSE LOGISTICS AGENCY
THE RIGHT SOLUTION - ON TIME, EVERY TIME

Procurement Technical Assistance Centers (PTACs) provide local, in-person counseling and training services for you, the small business owner. They are designed to provide technical assistance to businesses that want to sell products and services to federal, state, and/or local governments. PTAC services are available either free of charge, or at a nominal cost. PTACs are part of the Procurement Technical Assistance Program, which is administered by the Defense Logistics Agency.

What can a PTAC do for you?

- Determine if your business is ready for government contracting.
- Help you register in the proper places.
- See if you are eligible in any small business certifications.
- Research past contract opportunities.

<http://www.dla.mil/smallbusiness/pages/ptac.aspx>

Procurement Technical Assistance Center (PTAC)

Find your local PTAC:

- To find your local PTAC visit <http://www.dla.mil/smallbusiness/pages/ptac.aspx>
- Click on your state or by using the dropdown list below
- For some states, you will also need to select a county

DEFENSE LOGISTICS AGENCY
THE RIGHT SOLUTION - ON TIME, EVERY TIME

9/30/2015

Home News Team DLA Customer Support Business Operations Careers Directory FOIA-Privacy

DLA Home > Small Business > Procurement Technical Assistance Centers (PTAC)

Find your local PTAC

Find your local PTAC by clicking on your state or by using the dropdown list below. For some states, you will also need to select a county. If you are a reservation-based business, use the Department of the Interior, Bureau of Indian Affairs regional map at the bottom of this page to find a PTAC specializing in service to reservations.

State or United States Territory Map

WA OR ID MT ND MN WI MI NY NH VT ME RI CT NJ DE MD DC PA WV VA NC SC GA FL TX OK AR MS AL LA TN KY VA WV PA NY NH VT ME RI CT NJ DE MD DC

HI GUAM AK PR

HQ DLA Operating Status

BETTER BUYING POWER 3.0

SEXUAL ASSAULT PREVENTION AND REPORTING

f YouTube G+ in S P

DEFENSE LOGISTICS AGENCY Hotline Program
(800) 411-9127
for reporting suspected fraud, waste, abuse, or mismanagement.

<http://www.dla.mil/smallbusiness/pages/ptac.aspx>

National Contract Management Association (NCMA)

If you are serious about government consulting, become a member of NCMA.



What is NCMA?

The National Contract Management Association (NCMA), founded in 1959, is the world's leading professional resource for those in the field of contract management. The organization, which has over 20,000 members, is dedicated to the professional growth and educational advancement of procurement and acquisition personnel worldwide. NCMA strives to serve and inform the profession it represents and to offer opportunities for the open exchange of ideas in neutral forums.

<http://www.ncmahq.org/>

National Contract Management Association (NCMA)

ABOUT NCMA



56+ Years Strong



20,000+ Members



100+ Chapters



300+ Hours of Education Offered Annually



35+ Partners & Sponsors



10+ Awards & Honors



3,000+ People Attend Events Per Year



<http://www.ncmahq.org/>

The Federal Funding Accountability and Transparency Act of 2006 (FFATA) was signed into law on September 26, 2006. The legislation required that federal contract, grant, loan, and other financial assistance awards of more than \$25,000 be displayed on a searchable, publicly accessible website, USASpending.gov, to give the American public access to information on how their tax dollars are being spent. As a matter of discretion, USASpending.gov also displays certain federal contracts of more than \$3,000.

Federal agencies are required to report the name of the entity receiving the award, the amount of the award, the recipient's location, the place of performance location, as well as other information.

OVERVIEW OF AWARDS - FY 2015

The federal agencies distribute funding through federal contracts, grants, loans, and other financial assistance. See the [Overview of Awards by Fiscal Year](#) trend graph for spending by all Fiscal Years.



<https://www.usaspending.gov>

America's Seed Fund - SBIR

Small Business Innovation Research (SBIR)

The Small Business Innovation Research (SBIR) program is a highly competitive program that encourages domestic small businesses to engage in Federal Research/Research and Development (R/R&D) that has the potential for commercialization.

Through a competitive awards-based program, SBIR enables small businesses to explore their technological potential and provides the incentive to profit from its commercialization.



The program's goals are four-fold:

- Stimulate technological innovation
- Meet Federal research and development needs
- Foster and encourage participation in innovation and entrepreneurship by socially and economically disadvantaged persons
- Increase private-sector commercialization of innovations derived from Federal research and development funding

<https://www.sbir.gov>

America's Seed Fund - STTR

Small Business Technology Transfer (STTR)

The programs' goals are to:

- Stimulate technological innovation
- Foster and encourage participation in innovation and entrepreneurship by socially and economically disadvantaged persons
- Increase private-sector commercialization of innovations derived from Federal research and development funding



SBIR·STTR
America's Seed Fund™
POWERED BY SBA

The Small Business Technology Transfer (STTR) is another program that expands funding opportunities to include the joint venture opportunities for small businesses and nonprofit research institutions in the federal innovation research and development (R&D) arena.

STTR's most important role is to bridge the gap between performance of basic science and commercialization of resulting innovations.

<https://www.sbir.gov/about/about-sttr>

The Internet of Things: Game Changers

THE INTERNET OF THINGS



— — — WHAT WE KNOW — — —

Source: *Stained Glass Labs*

The Internet of Things: Game Changers



Multimedia

Avegant
Oculus Rift
castAR

Digital

Pebble
Omate
Samsung Gear

Fashion

Clothing+
Radiate Athletics
CuteCircuit

SUPPORTING SERVICES

Gestures

Kinect/MSFT
Leap Motion
GestureWorks

AR

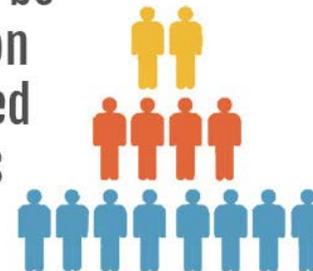
Infinity AR
Metaio
Wikitude

Voices

Nuance
SpeakWithMe
Siri

BY 2020

There will be
24 Billion
Connected
Devices



Totaling an
estimated
revenue of
\$1.2 Trillion

SOURCES

<http://www.businessinsider.com/wearable-devices-create-a-new-market-2013-8>

http://www.juniperresearch.com/whitepapers/smart_wearables_beyond_mobile

Created By:



Source: *Stained Glass Labs*

Manufacturing Innovation Institute



Manufacturing Day

See manufacturing in action across America



- The National Network for Manufacturing Innovation (NNMI) consists of multiple linked Institutes for Manufacturing Innovation with common goals but unique technological concentrations.
- Institutes catalyze the development of new technologies, educational competencies, production processes, and products via shared contributions from the public, private sectors, and academia.

<http://www.manufacturing.gov>

Manufacturing Innovation Institutes

The screenshot shows the homepage of manufacturing.gov. At the top, there is a navigation bar with the text "Welcome to manufacturing.gov" and a search box. Below the navigation bar, there are links for "Home", "About", "Agency Partners", "News", "Publications", and "Connect". On the right side, there are social media icons for Twitter and LinkedIn, and a "SHARE" button with icons for Facebook, Twitter, and Email. The main content area features a "Frequently Asked" section with four questions: "What is Advanced Manufacturing?", "What is the National Network for Manufacturing Innovation?", "How NNMI Works", and "What is a Manufacturing Innovation Institute?". Below this is an "NNMI Institutes" section with two items: "America Makes - 3D/Additive" and "DMDII - Digital Mfg. & Design". To the right of the "Frequently Asked" section is a large image of a manufacturing facility. Below the image is a caption: "DOD announces new Flexible Hybrid Electronics Manufacturing Innovation Institute, Headquartered in San Jose, CA. Photo credit: Shawn Hempel/Fotolia." There are also four small numbered icons (1, 2, 3, 4) at the bottom right of the image area.

- Individual institutes serve as a regional hub in their area
- Bridges gap between applied research and product development
- Encourages investment and production in their region and in the United States.
- Designed to foster innovation

<http://www.manufacturing.gov>

America Makes



Date Launched: Aug. 16, 2012

Focus Area: Additive Manufacturing

<http://americamakes.us/>

Capsule Summary: America Makes focuses on helping the United States grow capabilities and strength in 3D printing, also known as additive manufacturing. America Makes facilitates collaboration among leaders from business, academia, nonprofit organizations and government agencies, focusing on areas that include design, materials, technology and workforce and help our nation's three-dimensional (3D) printing industry become more globally competitive.

<http://www.manufacturing.gov>

Digital Manufacturing and Design Innovation Institute (DMDII)



DMDII

DIGITAL MANUFACTURING AND
DESIGN INNOVATION INSTITUTE

Date Launched: Feb. 25, 2014

Focus Area: Integrated Digital Design and Manufacturing

<http://dmdii.uilabs.org>

Capsule Summary: The DMDII is the nation's flagship research institute for applying cutting-edge digital technologies to reduce the time and cost of manufacturing, strengthen the capabilities of the U.S. supply chain and reduce acquisition costs for the U.S. Department of Defense (DoD). The DMDII develops and demonstrates digital manufacturing technologies, and deploys and commercializes these technologies across key manufacturing industries. The goal is to create product and manufacturing process definitions simultaneously. Design innovation is the ability to apply these technologies, tools and products to re-imagine the manufacturing process from end to end.

<http://www.manufacturing.gov>

LIFT: Lightweight Innovations For Tomorrow



Date Launched: Feb. 25, 2014

Focus Area: Lightweight Technology

<http://lift.technology/>

Capsule Summary: LIFT is part of a national network of research institutions and industrial companies geared toward advancing America's leadership in manufacturing technology. The center will speed development of new lightweight metal manufacturing processes from laboratories to factories for products using lightweight metal, including aluminum, magnesium, titanium and advanced high-strength steel alloys. An equally important mission is to facilitate the training of the workers who will use these new processes in factories and maintenance facilities around the country.

<http://www.manufacturing.gov>

Power America



Date Launched: Jan. 15, 2015

Focus Area: Wide Bandgap Semiconductors

<http://www.poweramericainstitute.com/>

Capsule Summary: The mission of PowerAmerica is to develop advanced manufacturing processes that will enable large-scale production of wide bandgap (WBG) semiconductors, which allow electronic components to be smaller, faster and more efficient than semiconductors made from silicon. WBG semiconductor technology has the potential to reshape the American energy economy by increasing efficiency in everything that uses a semiconductor, from industrial motors and household appliances to military satellites.

<http://www.manufacturing.gov>

The Institute of Advanced Composites Manufacturing Innovation (IACMI)



Date Launched: Jan. 19, 2015

Focus Area: Advanced Fiber-Reinforced Polymer Composites

<http://www.iacmi.org/>

Capsule Summary: Advanced composites are currently used for expensive applications like satellites and luxury cars. Researchers at IACMI will work to develop lower-cost, higher-speed, and more efficient manufacturing and recycling processes for them. Bringing these materials down the cost curve can enable their use for a broader range of products including lightweight vehicles with record-breaking fuel economy; lighter and longer wind turbine blades; high pressure tanks for natural gas-fueled cars; and lighter, more efficient industrial equipment

<http://www.manufacturing.gov>

Manufacturing Innovation Institute for Integrated Photonics



Date Launched: July 27, 2015

Focus Area: Integrated Photonics

<http://www.aimphotonics.com/>

Capsule Summary: Just as integrated electronic circuits allowed for advanced processing in computers and cellphones, integrated photonic components can pack even more processing power into a single chip, creating new possibilities for computing and telecommunications. An emerging technology for carrying light-waves, integrated photonics has the potential to revolutionize entire industries; ¹/₂ from increasing the carrying capacity of broadband communications ten-fold, to creating needle-free tests for common conditions like diabetes, and to improving imaging capabilities in defense operations.

<http://www.manufacturing.gov>

Flexible Hybrid Electronics Manufacturing Innovation Institute

FHEMII

Date Launched: August 28, 2015

Focus Area: Flexible Hybrid Electronics

<http://www.fhemii.com/>

<http://www.fhemii.com/>

Capsule Summary: Flexible hybrid electronics manufacturing describes the innovative production of electronics and sensors packaging through new techniques in electronic device handling and high precision printing on flexible, stretchable substrates. The potential array of products range from wearable devices to improved medical health monitoring technologies, and will certainly increase the variety and capability of sensors that already interconnect the world. The technologies promise dual use applications in both the consumer economy and the development of military solutions for the warfighter.

<http://www.manufacturing.gov>

Manufacturing Innovation Institute for Smart Manufacturing



[Home](#) » [Energy Department Announces \\$70 Million for Innovation Institute on Smart Manufacturing](#)

Energy Department Announces \$70 Million for Innovation Institute on Smart Manufacturing

- \$70 million in funding
- Aims to support research and development advancements that can reduce the cost of deployment by 50%
 - advanced sensors, controls, platforms, modeling
- Goal to increase energy efficiency by at least 15 percent
- Improve energy productivity by at least 50 percent
- Enabling businesses to manufacture more while using less energy and spending less

Manufacturing Innovation Institute for Smart Manufacturing Continued



DE-FOA-0001263

Manufacturing Innovation Institute for Smart Manufacturing: Advanced Sensors, Controls, Platforms, and Modeling for Manufacturing

Department of Energy

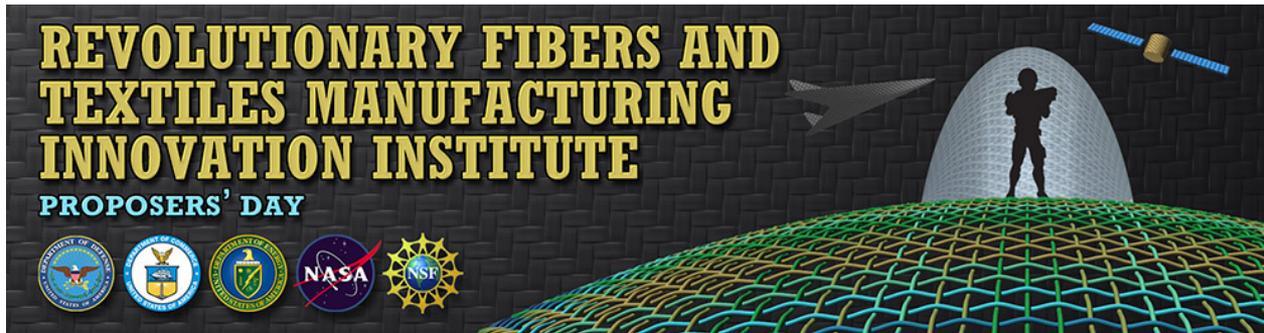
Golden Field Office

General Information

Document Type: Grants Notice	Posted Date: Sep 15, 2015
Funding Opportunity Number: DE-FOA-0001263	Creation Date: Sep 23, 2015
Funding Opportunity Title: Manufacturing Innovation Institute for Smart Manufacturing: Advanced Sensors, Controls, Platforms, and Modeling for Manufacturing	Original Closing Date for Applications: Jan 29, 2016 A mandatory Concept Paper is due 11/04/2015 at 5:00pm ET.
Opportunity Category: Discretionary	Current Closing Date for Applications: Jan 29, 2016 A mandatory Concept Paper is due 11/04/2015 at 5:00pm ET.
Funding Instrument Type: Cooperative Agreement	Archive Date: Apr 30, 2016
Category of Funding Activity: Energy	Estimated Total Program Funding: \$70,000,000
Category Explanation:	Award Ceiling: \$70,000,000
Expected Number of Awards: 1	Award Floor: \$35,000,000
CFDA Number(s): 81.087 – Renewable Energy Research and Development	
Cost Sharing or Matching Requirement: Yes	

<http://www.grants.gov/web/grants/view-opportunity.html?oppId=279015>

Revolutionary Fibers and Textile Manufacturing Innovation Institute



- More than \$150 million in public and private investment funds
- Ensures that America leads in the manufacturing of new products from leading edge innovations in fiber science, commercializing fibers and textiles with extraordinary properties
- To support an end-to-end innovation ‘ecosystem’ in the U.S. for advanced fibers and textiles manufacturing
- This investment drives the application of smart textiles to not only revitalize the domestic textile supply chain, but also creates global export opportunities

Revolutionary Fibers and Textile Manufacturing Innovation Institute Continued



W15QKN-15-R-0074

Revolutionary Fibers and Textiles–Manufacturing Innovation Institute (RFT-MII)

Department of Defense

Dept of the Army -- Materiel Command

Launch Date: December 2015

General Information

Document Type: Grants Notice	Posted Date: May 12, 2015
Funding Opportunity Number: W15QKN-15-R-0074	Creation Date: Jun 4, 2015
Funding Opportunity Title: Revolutionary Fibers and Textiles– Manufacturing Innovation Institute (RFT- MII)	Original Closing Date for Applications: See Funding Opportunity Announcement (FOA) for further explanation
Opportunity Category: Discretionary	Current Closing Date for Applications: See Funding Opportunity Announcement (FOA) for further explanation
Funding Instrument Type: Cooperative Agreement Other	Archive Date:
Category of Funding Activity: Science and Technology and other Research and Development	Estimated Total Program Funding:
Category Explanation:	Award Ceiling:
Expected Number of Awards:	Award Floor:
CFDA Number(s): 12.630 – Basic, Applied, and Advanced Research in Science and Engineering	
Cost Sharing or Matching Requirement: Yes	

<http://www.grants.gov/web/grants/view-opportunity.html?oppId=276514>

Small Business Administration Programs



The U.S. Small Business Administration (SBA) was created in 1953 as an independent agency of the federal government to aid, counsel, assist, and protect the interests of small business concerns, to preserve free competitive enterprise, to maintain and strengthen the overall economy of our nation.

Through an extensive network of field offices and partnerships with public and private organizations, SBA delivers its services to people throughout the United States, Puerto Rico, the U. S. Virgin Islands and Guam.

<https://www.sba.gov>

Small Business Administration Programs



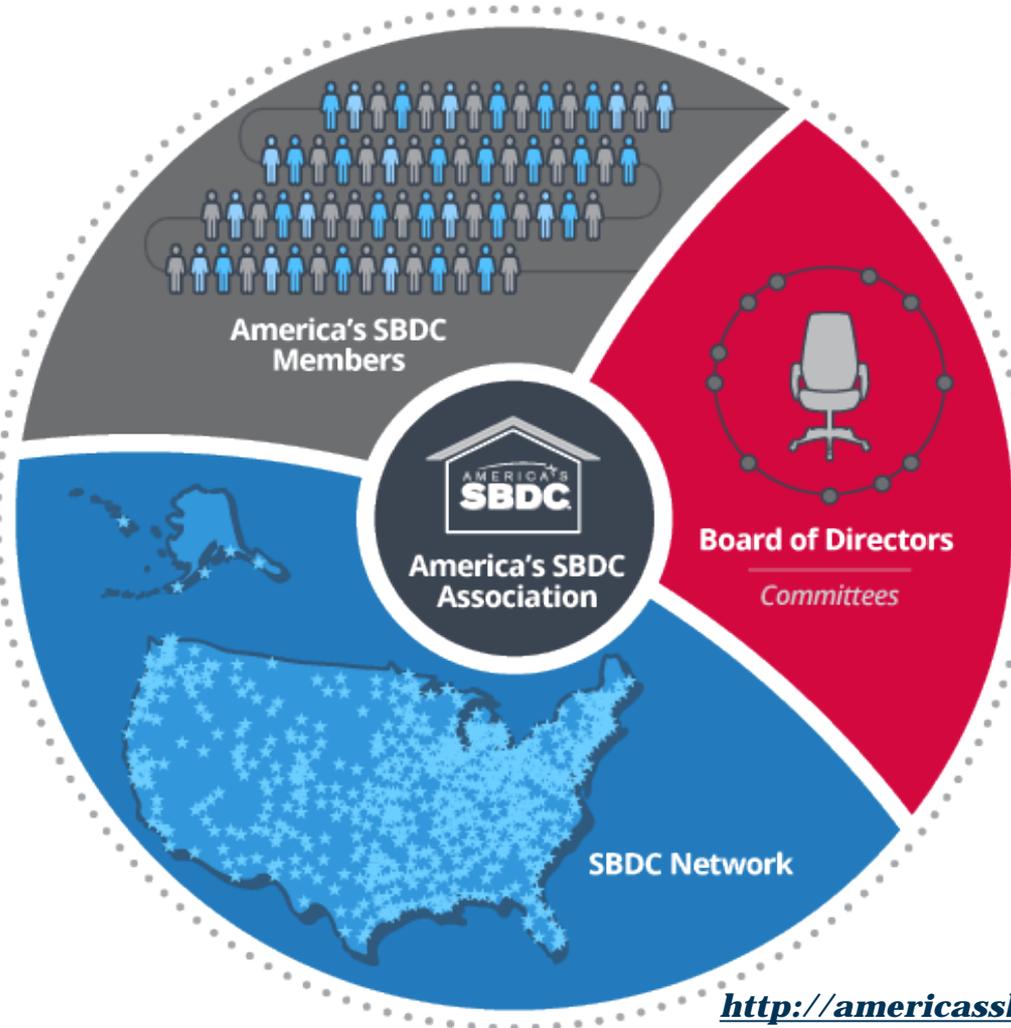
America's SBDC represents America's nationwide network of Small Business Development Centers (SBDCs).

The mission of America's nationwide network of SBDCs is to help new entrepreneurs realize the dream of business ownership, and to assist existing businesses to remain competitive in the complex marketplace of an ever-changing global economy.

Hosted by leading universities, colleges and state economic development agencies, and funded in part by the United States Congress through a partnership with the U.S. Small Business Administration, nearly 1,000 service centers are available to provide no-cost business consulting and low-cost training.

<http://americassbdc.org>

Small Business Administration Programs



Small business owners and aspiring entrepreneurs can go to their local SBDCs for FREE face-to-face business consulting and at-cost training, on topics including:

- Writing business plans
- Accessing capital
- Marketing
- Regulatory compliance
- Technology development
- International trade

<http://americassbdc.org>

Small Business Administration Programs



SBDCs provide services through professional business advisors such as:

- development of business plans
- manufacturing assistance
- financial packaging and lending assistance
- exporting and importing support
- disaster recovery assistance
- procurement and contracting aid
- market research services
- aid to 8(a) firms in all stages
- healthcare information.

SBDCs serve all populations, including:

- minorities
- women
- veterans
 - reservists
 - active duty
 - personnel with disabilities
 - and those returning from deployment
- people with disabilities
- youth and encore entrepreneurs
- individuals in low and moderate income urban and rural areas

<https://www.sba.gov/tools/local-assistance/sbdc>



FOR THE LIFE OF YOUR BUSINESS

- SCORE is a nonprofit association dedicated to helping small businesses get off the ground, grow and achieve their goals through education and mentorship. We have been doing this for over fifty years.
- Because SCORE is supported by the U.S. Small Business Administration (SBA) with a network of 11,000+ volunteers, services are delivered at no charge or at very low cost.

Volunteer **MENTORS** who share their expertise across 62 industries

Free, confidential business **COUNSELING** in person or via email

Free business **TOOLS**, templates and tips here online

Inexpensive or free business **WORKSHOPS** (locally) and webinars (online 24/7)

<https://www.score.org>

4 Easy Steps



SEARCH

Search for a mentor or let your local chapter pair you with a mentor.



CONNECT

Submit a mentoring request to share your business question(s) with an expert.



WORK TOGETHER

Start working on your business goals with help from your mentor.



FOLLOW UP

Continue working with your mentor throughout the life of your business.

Get Online and Local Business Training



LIVE WEBINARS

Learn from the experts in live presentations on popular business topics.



ONLINE WORKSHOPS

Access self-directed training from your home or office. Available 24/7.



LOCAL WORKSHOPS

Attend workshops led by local experts. Meet other entrepreneurs.



COMMUNITY EVENTS

Participate in seminars, roundtables, and sponsored events in your community.

<https://www.score.org>

HUBZone

How the HUBZone Program Works

The SBA regulates and implements the HUBZone program. SBA does the following:



- Determines which businesses are eligible to receive HUBZone contracts
- Maintains a listing of qualified HUBZone small businesses that federal agencies can use to locate vendors
- Adjudicates protests of eligibility to receive HUBZone contracts
- Reports to the Congress on the program's impact on employment and investment in HUBZone areas.

<http://www.sba.gov/hubzone>

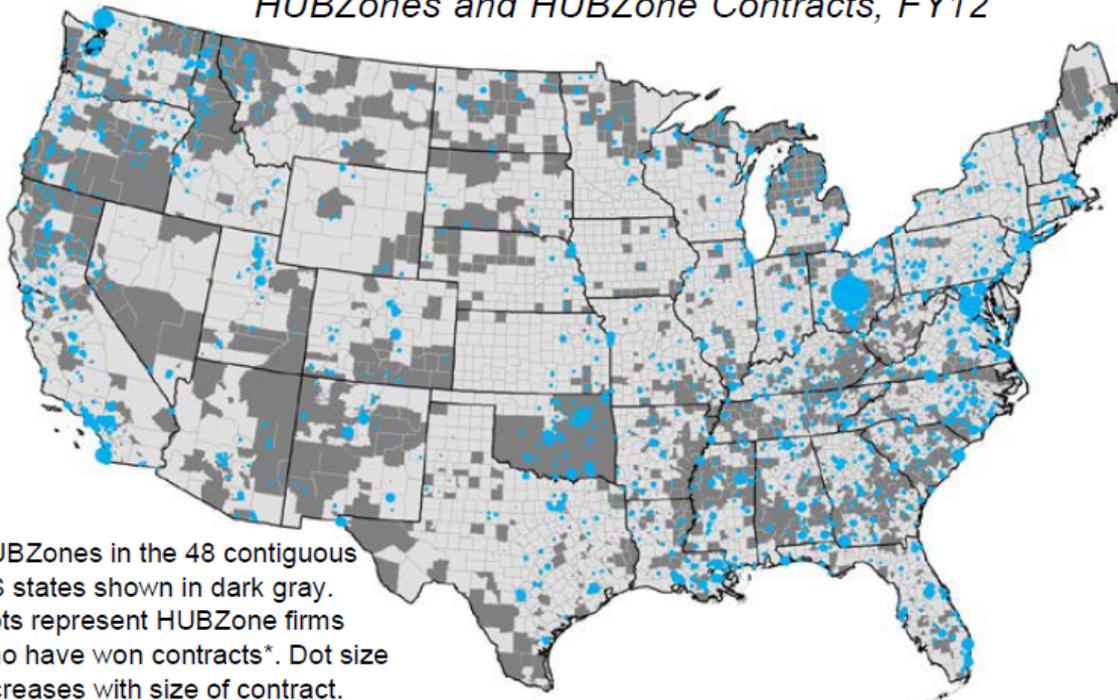
HUBZone Benefits



The federal government is required by statute to award 3% of all dollars for federal prime contracts to HUBZone-certified small business concerns.

SBA's HUBZone program is in line with the efforts of both the Administration and Congress to promote economic development and employment growth in distressed areas by providing access to more federal contracting opportunities.

HUBZones and HUBZone Contracts, FY12



HUBZones in the 48 contiguous US states shown in dark gray. Dots represent HUBZone firms who have won contracts*. Dot size increases with size of contract.

Benefits

-  10% price evaluation preference in full and open contract competitions
-  Eligibility for HUBZone set aside and sole source contracts
-  Help create jobs where they are needed most!

<http://www.sba.gov/hubzone>

The Eligibility Requirements



The business must be small by SBA standards according to the firm's North American Industry Code System (NAICS code)



It must maintain a principal office in a HUBZone. The firm's principal office is the one where the greatest number of employees work (unless the firm is in services or construction).



It must be owned and controlled at least 51% by U.S. citizens, or a Community Development Corporation, an agricultural cooperative, or an Indian tribe



At least 35%, rounded up, of all of its employees must reside in a HUBZone.

If you are eligible, visit [Applying for the HUBZone Program](#), as well as [Maintaining the HUBZone Certification](#).

<http://www.sba.gov/hubzone>

Federal Business Opportunities

The screenshot shows the FedBizOpps.gov website. At the top, there is a navigation bar with links for Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area features a search bar with a magnifying glass icon and the text "Search more than 37,800* active federal opportunities." Below this are several dropdown menus for filtering: Posted Date (Last 90 Days), Set-Aside Code (Any), Place of Performance (Any State or Territory), and Type (Any). There are also input fields for Keyword / Solicitation # and Agency. A "Search" button is located below the input fields. To the right of the search bar, there is a "RECOVERY" section with a button for "SEARCH RECOVERY OPPORTUNITIES" and another for "SEARCH RECOVERY AWARDS". Below this is a section for "FBO RECOVERY REPORTS" with links for "Click here for Opportunities" and "Click here for Awards". At the bottom of the search bar area, there is a "Search" button and a note: "Additional criteria and multiple selections are available on the [advanced search form](#). * Notices posted within the last 90 days." Below the search bar, there is an "ATTENTION" icon (a lightbulb) and a warning: "ATTENTION: Agency users are responsible for properly uploading controlled, unclassified materials to FBO using the access control procedures for document packages and attachments detailed in the [FBO Buyers Guide](#). Do not upload ANY classified materials to FBO."

FedBizOpps.gov is the single government point-of-entry for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

<https://www.fbo.gov/>

United States: A Global Leader



- A strong and diverse textile industry producing a range of high-quality products.
- An important economic sector in terms of output and investment with a highly productive workforce:
 - Output of \$71 billion in 2014;
 - \$1.8 billion on capital expenditures in 2014
 - Up \$300 million from 2013
 - 372,400 employees in 2014, 3% of the total manufacturing workforce
- **Fourth largest single country exporter of textiles**, with \$14.3 billion in exports in 2014¹.
- **Largest single country importer of apparel**, with imports of \$93.1 billion in 2014, 18% of total global imports².

¹Following China, India and Germany. Source: Time Series on International Trade, WTO.

²Source: Time Series on International Trade, WTO

Why Export?

U.S. manufactured products are in high demand around the world and a U.S. 'brand' means quality:

- ***“there is not a stronger brand we have than made in the USA...This is our competitive edge”²***

Fred P. Hochberg, Chairman and President of Export-Import Bank

According to the U.S. Export-Import Bank, “overall financing for the first time exceeded \$35.7 billion and supported \$50 billion in exports and approximately 255,000 export related American jobs at more than 3,400 U.S. companies. Small business financing rose over 70% from \$3.3 billion in FY 2008 to \$6.1 billion in FY 2012.”



<http://ashtonandpartners.com/wp-content/uploads/brooks-brothers-main.jpg>

Earl Richards, “Made in the U.S.A’ The Strongest Brand We Have & We Should Export it Globally,” Export Issue No. 20 (Riverside County, California): p. 9.

Why Export?

Over 95% of the world's consumers live outside the U.S. – by 2030, the number of people considered middle class will triple to 1.2 billion with the global economy growing to \$72 trillion. Exporting is a great way to reach the global market and these consumers to:



https://upload.wikimedia.org/wikipedia/en/d/da/Container_ship_New_Orleans.jpg

- 1) Grow your bottom line Level your business cycle**
- 2) Use production capabilities fully**
- 3) Strengthen your domestic market**
- 4) Increase competitiveness across all markets**

Source: *A Basic Guide to Exporting 6*
<http://export.gov/basicguide/>

Why Export?

By entering new markets, you will have the opportunity to learn how to compete more successfully, while making more money. In fact, 60% of small companies that engage in exporting derive 20% of their annual profits from export sales. While exporting can be challenging, it provides firms with new opportunities for growth.

“Nationally only 15% of U.S. manufacturers export. That means 85% of U.S. manufacturers could develop a global market strategy to increase market share.”

“Exporting Globally May Not Be Just a Good Growth Strategy But an Essential One,” Export Issue No. 20 (Riverside County, California): p. 4



https://upload.wikimedia.org/wikipedia/commons/thumb/c/c3/Otavalo_Artisan_Market_-_Andes_Mountains_-_South_America_-_photograph_001.JPG/800px-Otavalo_Artisan_Market_-_Andes_Mountains_-_South_America_-_photograph_001.JPG

Source: *A Basic Guide to Exporting 6*
<http://export.gov/basicguide/>

National Export Initiative



NATIONAL EXPORT INITIATIVE NEXT

The word "NEXT" is written in a large, bold, blue, sans-serif font. To the right of "NEXT" is a graphic consisting of three overlapping blue arrow shapes pointing to the right, each containing a white outline of a world map.

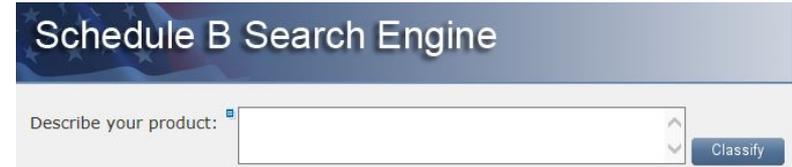
To strengthen America's economy, support additional jobs here at home, and ensure long-term, sustainable growth, President Obama launched a government-wide strategy to promote exports. The National Export Initiative (NEI) is one essential component of that strategy.

The Obama Administration has made it a top priority to improve the conditions that directly affect the private sector's ability to export, working to remove trade barriers abroad, help firms of all sizes and farmers overcome hurdles to entering new markets, and assist with financing. In addition, we have renewed and revitalized our efforts to promote American exports abroad.

<http://www.trade.gov/nei/>

Exporting: Essential Steps to Success

U.S. Schedule B



Schedule B Search Engine

Describe your product:

Classify

- A Schedule B number is a 10-digit number used in the United States to classify physical goods for export to another country. The Schedule B is based on the international Harmonized System (HS) of 6-digit commodity classification codes. There is a Schedule B number for every physical product, from paperclips to airplanes.
- You can find your Schedule B number using the free online Schedule B Search accessible through <http://www.census.gov/scheduleb>. If you need export classification assistance, email ftd.scheduleb@census.gov or call 1-800-549-0595, Menu Option #2.
- The Schedule B is revised once annually.
- New Codes are usually effective January 1.

www.census.gov/scheduleb

Exporting: Essential Steps to Success

Harmonized Tariff System (HTS)



The international Harmonized System (HS) is administered by the World Customs Organization and serves as the foundation for the import and export classification systems used in the United States. The United States (U.S.) import classification system, the **Harmonized Tariff Schedule (HTS)** is administered by the U.S. International Trade Administration Commission (USITC).

<http://hts.usitc.gov>

Exporting: Essential Steps to Success

Harmonized Tariff System (HTS)

GLOBAL AIRMAIL Customs Declaration Dispatch Note - CP 72
PARCEL POST UNITED STATES POSTAL SERVICE®

CP 079 791 285 US

US POSTAGE \$18.75
10/19/2005
2:5:0-04
10/19/05

SAMPLEN

From: JOHN DOE
10 MAIN ST
ANYWHERE PA 18700-1310
USA

To: JANE DOE
10 MAIN ST
MELBOURNE
AUSTRALIA

Insured Number:
Insured Amount (US \$): \$08 Value
Importer's Telephone/Fax/Email
Phone: 01157000000000000000

Detailed description of contents	Qty	Weight lb. oz.	Value (US \$)	HS Tariff Number	Country of Origin
kit	1	1 0	1.00		

Contents: Gift Commercial Sample Other
 Documents Natural Goods Exemption

Total Wt. 2 0 Total Value \$1.00 Postage and Fees \$18.75

Comments (e.g., goods subject to quarantine, sanitary/phytosanitary inspection, or other restrictions)

Sender's Customs Reference (if known) Importer's Customs Reference (if local or IAT number of the address, if known)

License Number(s) Certificate Number(s) Invoice Number

Return to Sender (Note: items subject to return (charges at sender's expense)

Return Office Date Stamp

Sender's signature Date

PS Form 2876-A-GAPP Do not duplicate this form without USPS approval. The International may be opened officially. 1 - Customs Declaration

---Fold along line---

https://about.usps.com/postal-bulletin/2005/html/pb22167/internationalmail_gap10.gif

The Harmonized Tariff System (HTS) assigns a number to each product that is traded internationally to insure that Customs officers and statisticians around the world are referring to the same thing when classifying a product. Almost all countries now use the harmonized tariff system.

The Harmonized Tariff Schedule is only harmonized internationally to 6 digits, while the U.S. HTS goes to 10 digits. HS numbers and Schedule B numbers will be the same up to the first 6 digits as the importing country's classification code.

<http://hts.usitc.gov>

Exporting: Essential Steps to Success

Why you need to know your product's Schedule B and HS numbers:

DEPARTMENT OF HOMELAND SECURITY
U.S. Customs and Border Protection

OMB No. 1651-0098
Exp. 10-31-2016

**NORTH AMERICAN FREE TRADE AGREEMENT
CERTIFICATE OF ORIGIN**
19 CFR 181.11, 181.22

1. EXPORTER NAME, ADDRESS AND EMAIL		2. BLANKET PERIOD			
TAX IDENTIFICATION NUMBER:		FROM (mm/dd/yyyy)			
		TO (mm/dd/yyyy)			
3. PRODUCER NAME, ADDRESS AND EMAIL		4. IMPORTER NAME, ADDRESS AND EMAIL			
TAX IDENTIFICATION NUMBER:		TAX IDENTIFICATION NUMBER:			
5. DESCRIPTION OF GOOD(S)	6. HS TARIFF CLASSIFICATION NUMBER	7. PREFERENCE CRITERION	8. PRODUCER	9. NET COST	10. COUNTRY OF ORIGIN

- 1) To determine applicable import tariff rates and whether a product qualifies for a preferential tariff under a Free Trade Agreement;
- 2) To file the Electronic Export Information in the Automated Export System (AES); and
- 3) To complete shipping documents, such as certificates of origin.

[How to identify your product's Schedule B number Video](#)

http://www.export.gov/logistics/eg_main_018119.asp

Exporting: Essential Steps to Success

Legal Aspects of Market Preparation

- Be familiar with US export laws and necessary documentation:
 - Foreign Corrupt Practices Act
 - <http://www.justice.gov/criminal-fraud/foreign-corrupt-practices-act>
 - Anti-Boycott Act
 - Export Controls
 - Free Trade Agreement Requirements
 - Export Restrictions
 - Harmonized Tariff Schedule
 - Office of Foreign Asset Controls - List of Specially Designated Nationals and Blocked Persons
 - <http://www.ustreas.gov/offices/enforcement/ofac/>

<http://www.export.gov>

Protecting Intellectual Property (IP)

If you've got a great idea, logo, business name, or even an invention, you need to protect it. The steps involved in filing for patents, trademarks or copyrights are covered in this section, along with additional resources that can help you safeguard your intellectual properties, such as having employees or vendors sign non-disclosure agreements.



[Understand Intellectual Property and How to Protect your Business](#) – This business guide from [STOPfakes.gov](#) is an essential starting point for understanding your intellectual property rights and finding the right protection for your business.

[Applying for a Patent](#) – Learn more about how to apply for a patent through the U.S. Patent and Trademark Office (USPTO).



<https://www.sba.gov/content/intellectual-property-law>

Protecting Intellectual Property (IP)

SM **TM** **®**

Registering a Trademark or Service Mark – Find out how to file for trademark or service mark protection for your business name, symbols and logos.

Copyright your Work – Books, movies, digital works, and musical recordings are all examples of copyrighted works. Refer to this guide from U.S. Copyright Office for more information on what protection copyright affords and the process of copyrighting your work.



ipAwarenessAssessment

Beta II

A business and inventors IP evaluation tool

This web-based IP Awareness Assessment tool developed by the U.S. Patent and Trademark Office (USPTO) and the National Institute of Standards and Technology (NIST) is designed to help manufacturers, small businesses, entrepreneurs and independent inventors easily assess their knowledge of intellectual property (IP).

<https://www.sba.gov/content/intellectual-property-law>

Exporting: Essential Steps to Success

Summary For Success In Exporting

- Small and medium-sized companies fear foreign markets due to language barriers, currency transfers, a lack of education in shipping procedures, and a fear of taking a chance
- How can this change?
 - Invite a freight forwarder to your company for an informational exchange
 - Invite an international banker to your company for discussions
 - Attend educational seminars
 - Hire a graduate student intern to help with research/strategy
 - Read, research – develop a country strategy

<http://www.export.gov>

Exporting: Essential Steps to Success

Basic Guide to Exporting eBook

A Basic Guide to Exporting addresses virtually every issue a company looking to export might face. Numerous sections, charts, lists and definitions throughout the book's 19 chapters provide in-depth information and solid advice about the key activities and issues relevant to any prospective exporter, including:

- Getting things rolling
- Delivering your product
- Financial issues
- Overseas activities
- Legal issues

A Basic Guide to Exporting

Exporting for the first time?

Exported before, but things have changed?

Need answers, but not sure how or where to get them?

This is the book you need!



**CLICK HERE
DOWNLOAD
THE BOOK**

<http://www.export.gov>

Conclusion

- Take advantage of all the information and helpful data on the OTEXA website: www.otexa.trade.gov
- Exporting is critical to the bottom-line all companies.
- Export assistance is given throughout this presentation. Please note the U.S. Department of Commerce has offices in each state that can also provide assistance and support.
- Selling to the federal government can be financially advantageous and relatively simple. You can achieve both domestic and international exposure, branding, and an enhanced revenue stream.
- Your website is a window to the world for your business. You are selling a lifestyle concept. Make sure your website reflects your state-of-the-art design and best technology so that you broadcast your company's message and image.

Amelia Earhart's Quote On Courage

“The most difficult thing is the decision to act. The rest is merely tenacity. The fears are paper tigers. You can do anything you decide to do. You can act to change and control your life and the procedure. The process is its own reward.”



https://commons.wikimedia.org/wiki/File:Amelia_Earhart_LOC_hec.40747.jpg

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