

GovBidPro.com, Inc.

Research, Training and Government Bidding Consultants



By

Mike Menahem, MBA

GovBidPro.com Founder and Sr. Consultant

Consultant for SBDC

Meet Govbidpro.com's Founder

Mike Menahem, MBA



17 years ago, after a career in sales and finance, I left the Northeast and returned to Florida to be close to family and to better utilize my MBA. At a small, family-owned company, I was able to hone my experience in the government sales sector.

I learned every facet of the public sector contracting space, from marketing to selling to delivering. Through a self-taught method, I learned about the bid process, RFPs and RFQs, the submission process and what and how to submit to the contract officers. In the back office, I learned how to build relationships with suppliers, acquire new credit streams and learned the most efficient and effective methods of invoicing the government.

From only an idea, I built a department with a small staff and we grew the company's government sales from zero to \$2 million in sales. I learned how to work with deals from cradle to grave: from the time the bid was on FBO, Fedbid.com or GSA Ebuy, all the way to the my firm was wired the funds.

In 2015, I decided to go out on my own. I created and founded Govbidpro.com, built a website, and incorporated. The mission of our firm is to consult and sell the private sector on how to navigate the process of doing business with the government. The firm's activities are full service. We have clients that prefer to use only one service, such as research or sourcing bids. And we have clients that use us as their B2G department and "hand us the keys".

Over time and based on sector demands, I've grown our services to include proposal design and writing, including technical writing. I've created and written capability statements and business plans, as well as other marketing materials for small business owners to provide contracting officers in various government agencies.

We hope you come on board, join us and begin your B2G journey with Govbidpro !

More about Mike:

Residence: Albuquerque, NM.

Hometown:
Buffalo, NY
Clearwater, FL

Education:
UCF, BS-- Business

CW Post College of
Management, NY,
MBA, Finance

Fun Fact:
Worked at Disney World at Wilderness
Lodge Resort as Valet

Favorite Travel Destination:
Las Vegas

Our goal today: To introduce and get you organized !



What we **will** talk about today !

The Business of Government Procurement –

Bids, processes, strategies, purchase orders and contracts, set-asides, terms, subcontracting and more.

What (WHO) we **will NOT** talk about today !



The Business to Government Market



** Federal, State and Local Government Agencies

** SLED- Airports, Schools, Police, and more.

** **Registration is Free – CAGE code
-DUNS number**

** **Today's focus will be on Open Market Bids –
Gov. does not want emails or phone calls.**

** GSA, SBIR, Seaport-e, other programs

**Federal
Budget for
2022 is
\$1.5 Trillion**

**Trillion with a
“T”**

Bullet points on Bids



Types:

RFI -- Also called presolicitation, sources sought, market research

RFQ

RFP

** FFP or IDIQ

** Due Date

** Set- Asides:

Woman-owned, Veteran-owned, 8a, HUBzone, others – certification with the SBA.

** NAICS Codes

** Complete package

** Modifications/ Cancellations

B2G Process



Front office-

Business Development, Bid Capture

Find –

Research and find the right bid for your business to respond to:

- Time to respond – due date
- Documents to submit
- Requested information
- Type of submission

Sourcing –

Finding suppliers, credit facilities, vendors, sub-contractors, logistics to structure the deal.

Submission-

- Submit on time, request receipt.
- Follow up.

Back office-

Post-award, contract support

- Order fulfillment
Financing, credit, tax certificate, UID labeling

- Contract modification:
One party has to change or cancel.
F.A.R. – may get a cancellation fee.
(Entire module)

- Logistics
 - Fedex, UPS, DHL

- Invoicing the Government

More to know !



Terms:

- Net 30 – SLED can be net 45
- 30 days ARO
- FOB Destination or Origin
- All products NEW
- Price valid until “3/24/2022”

Other:

- ** Working with Contract officer
End-user is someone else.
- ** Background check for staff working on Gov.
property – bases, hospitals.
- ** RFP may have a max on page amount
- ** Gov. retains right to exercise future years.

Strategies

- ** Prime contracting
 - Purchase order, Contract
- ** Subcontracting
 - Vendor registration
- ** Buying Surplus