General Dynamics Information Technology (GDIT) develops strong alliances with small businesses that provide technology and engineering services. We are committed to the principles and spirit of Public Law 95-507, as amended, and Federal Acquisition Regulation (FAR) Part 19, which establishes requirements for participation in federal contracting opportunities by:

- Small business (SB) concerns, including Native American small businesses
- SBA-certified HUBZone (Historically Underutilized Business Zones) small businesses
- Small disadvantaged business (SDB) concerns
- Veteran-owned small business (VOSB) concerns, including service-disabled veteran-owned small businesses (SDVOSB)
- Women-owned small business (WOSB) concerns
- Historically black colleges and universities/minority institutions (HBCU/MI)
- AbilityOne organizations

Marketing your company to GDIT

Here are a few guidelines to assist you in the marketing process:

- Research and develop an understanding of the government’s specific requirements
- Develop and maintain your business marketing plan
- Focus on what your company does best, and target your efforts and resources
- Ensure you are registered in General Dynamics’ and government databases. Be sure to describe core your core capabilities and differentiators, and use accurate and descriptive keywords to help us locate you.

WHAT WE OFFER

- Outstanding past performance
- Depth of capabilities
- Excellent reputation
- Informal and formal mentoring
- Strong team to meet customer requirements
- Opportunities to expand customer base

PARTNERSHIP APPROACHES

Passive Approach
- Database Registration
- Business Opportunity
- Teaming Consideration

Pro-Active Approach
- Marketing Activities
  - Research, business network, customer knowledge
- Teamng Opportunity
  - Prime or Sub
GDIT Small Business registration

If you are interested in teaming with GDIT, please visit the www.gdit.com/Partners to register your company in our small business searchable database. Our company uses this database to identify teaming partners for future opportunities. Remember to use specific capability and customer area keywords that allow us to easily find your company. We also strongly recommend uploading capability documents that provide additional company information.

While registration does not guarantee a teaming arrangement, your information will be used for consideration in teaming opportunities.

For additional information about teaming with GDIT, call 703-995-5148.

Teaming Considerations

General Dynamics Information Technology considers many factors when determining team composition. Teaming decisions may vary depending upon priorities and requirements. Qualifications may include:

- Core capabilities
- Resource availability and ability to recruit qualified candidates
- Market niche
- Geographic location or customer proximity
- Cost
- Dependability, responsiveness and teamwork
- Personnel experience
- Organizational conflicts of interest (OCI)
- Financial solvency
- Past performance and reputation

Key differentiators

Providing key differentiators helps your company stand out for teaming considerations:

- **Who** do you know? Have you done research on this customer? Met with technical and contracts managers? Have you attended industry days or related events?
- **What** specific capabilities and past performance does your company offer that relates directly to the opportunity’s requirements?
- **When** did you last perform this type of work?
- **Where** is your experience in this technical area and with the customer?
- **Why** are you interested in this opportunity?

When contacting us

- Contact us as early as possible
- Ensure you have read publicly available documentation (draft SOW, RFI, etc.)
- If possible, provide a copy of relevant documentation. If unavailable, provide specific information about the opportunity (title, customer, estimated RFP release date, contract value, location, etc.)
- Clearly state how your company and services are relevant to the specific opportunity and describe company-related past performance
- Indicate why you are interested in the opportunity and teaming with GDIT

Resources

- General Dynamics Information Technology SB registration: www.gdit.com/sb
- Other General Dynamics companies: www.gd.com
- System for Award Management (SAM): www.sam.gov/SAM/
- Vendor Information Pages: www.vip.vetbiz.va.gov/Search/AdvancedSearchForm

Business Research Data

- U.S. Small Business Administration (SBA): www.sba.gov
- Federal Procurement Data System: www.fpds.gov/fpdbng_cms/
- Agency procurement forecasts: www.acquisition.gov/procurement-forecasts
- U.S. government web portal: www.USASpending.gov

Other Resources

- Government NAICS requirements: www.census.gov/eos/www/naics/
- Procurement Technical Assistance Centers (PTAC): www.ptac-us.org
- Business Utility Zone Gateway: www.buzgate.org
- Small Business Development Center (SBDC): www.sba.gov/sbdc