

Small Business Teaming

Doing Business with General Dynamics Information Technology



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:

- Do the research to discover where your company best fits within the Federal workspace
- Know the competitive landscape and customer needs
- Develop and maintain your business marketing plan
- Focus on what your company does best, and target your efforts and resources to how your company would best fit in providing the solution
- Register in General Dynamics' supplier database. Be sure to describe your core capabilities and differentiators. Use accurate and descriptive keywords to allow your company to pop in searches.

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
↓
Teaming 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 Enterprise Supplier Registration Portal. GDITy

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, email smallbusiness@gdit.com.

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 or attended industry days and/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 in the procurement process
- Be prepared. Know the opportunity and competitive landscape. Ensure you have read publicly available documentation (draft SOW, RFI, etc.)
- Provide relevant documentation or specific information about the opportunity (title, customer, estimated RFP release date, contract value, location, etc.)
- Clearly state how your company and services are technically relevant to the specific opportunity
- Provide a value prospectus to include how teaming with your company will supplement GDIT's knowledge and strengthen the overall team

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
- Dynamic Small Business Search: http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm

BUSINESS RESEARCH DATA

- Contract Opportunities (formerly FedBizOpps): <https://sam.gov/content/opportunities>
- U.S. Small Business Administration (SBA): www.sba.gov
- Federal Procurement Data System: www.fpds.gov/fpdsng/cms/
- Agency procurement forecasts: www.acquisition.gov/procurement-forecasts
- U.S. government web portal: www.USASpending.gov

OTHER RESOURCES

- Government NAICS requirements: <https://www.census.gov/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