Department of Defense Subcontracting: The BASICS
BDPA Entrepreneurs DoD Subcontracting Primer — **Page 6**

bdpatoday

**Washington, D.C. Chapter Edition**　　　　　　　　**November 2007**

DoD High Performance Computing Modernization
Joint Educational Opportunities for Minorities
Broader Engagement Provides On-Ramp to SC07

BE Awards 45 Participation Grants for SC07, DoD Provides Critical Support

Reno, NV—JEF students and members of BDPA's Washington, D.C. Chapter are participating in this month's international supercomputing conference, SC07. SC07 is committed to broadening the engagement of individuals from groups that have traditionally been under-represented in high performance computing. Their Broader Engagement (BE) initiative provides a number of opportunities and activities. The inaugural effort of the Broader Engagement initiative at SC07 will make it possible for 45 members of under-represented groups to attend this year's international conference in Reno. When more qualified candidates applied than can be supported with the original funding, the Department of Defense High Performance Computing Modernization
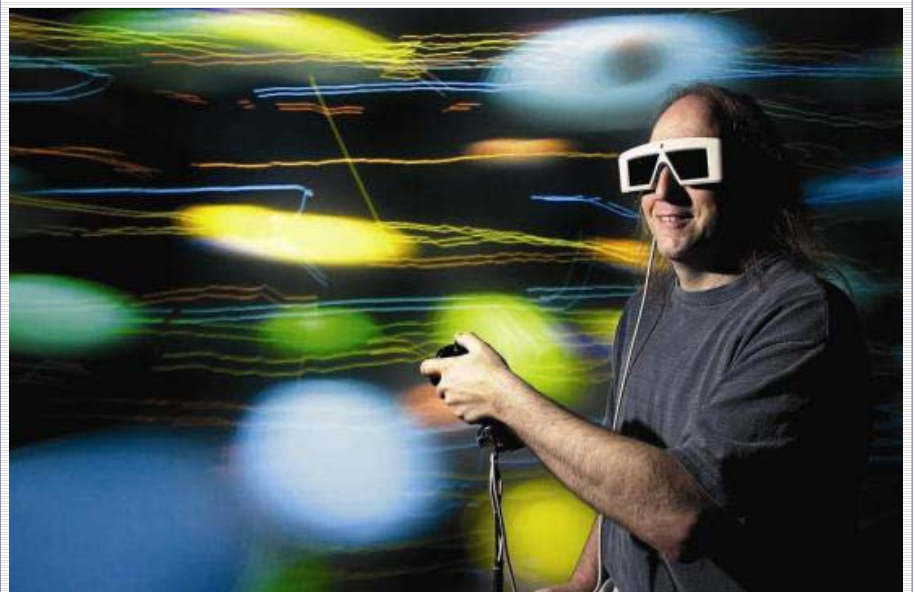
NIST Photo

Modeling, Simulation, Stimulation, and Advanced Gaming
Federal agencies such as Defense Advanced Research Projects Agency (DARPA), National Institute of Standards and Technology (NIST), and the Department of Defense (DoD) are seeking emerging small businesses with innovative ways to leverage next generation computational power and bandwidth. Discover more in 2008 with new programs offered by BDPA
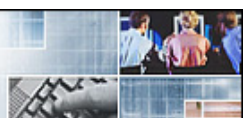
JEF

Serving the District of Columbia and surrounding communities for over 20 years, Joint Educational Facilities (JEF) is an all-volunteer non-profit community-based organization providing instruction, research, and development guidance to Washington, D.C. area middle and senior high school students. Topics in Advanced Computing Sciences, Contemporary Mathematics, Geographical Information Systems (GIS), High-Performance Computing (HPC), Intelligent Technologies, and Robotics are offered. Parent-Student teams are encouraged to enroll this Fall or next Winter and participate on-line via the Internet, in the lab, or during any JEF event.

Now accepting enrollments from Junior and High School students for Fall and Winter 2007 sessions. For more information, call (202) 584-1898 to register as a student. Instructor-mentor, parent-student teams, JEF scholarships and internships with JEF also are available.

Contact: **Dr. Jesse Bemley**
(202) 584-1898
www.jef.org

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SECURING TOMORROW TODAY

BDPA DC

Annual Holiday Dinner
Thursday, December 6th, 2007
6:30 PM – 8:30 PM

B. Smith's

Colonnade Room
Washington, D.C.

UNION STATION
50 Massachusetts Avenue, N.E.
Washington, D.C. 20002

MENU
Caesar Salad ● Pan Seared Sirloin & Seared Salmon ● NY Cheese Cake

Donation

BDPA MEMBERS: **$45**
NON-MEMBERS: **$55**
2007 HSCC PARENTS/BDPA STUDENTS: **$PONSORED**
SMALL BUSINESS SPONSORS: **$100** (2 Guests)
CORPORATE SPONSORS: **$250** (4 Guests)
CORPORATE TABLE SPONSORS: **$500**

ATTIRE: **Holiday**/**Business** **Casual**
RSVP: **On or before Thursday, November 29th, 2007**
CONTACT: Jamila/Ravenna (202) 659-5367, or Perry (703) 627-8257

ATTENDEE names, GUESTs, and donations mailed to BDPA-DC:
611 Pennsylvania Avenue, S.E., #213 ● Washington, D.C. ● 20003-4303

The American Small Business Coalition (The ASBC) facilitates relationship development and information access for small companies doing business in the government sector. Through the unique and innovative Business-Select Membership program, companies receive industry-specific advisory and technical support as they pursue business opportunities with government agencies and other government contractors. Agency officials can participate with The ASBC for outreach activities and to identify industry partners in support of mission requirements. The ASBC Community consists of small, medium, and large companies located around the United States and the globe, and U.S. Government agencies at the local, state and federal levels. The Washington, D.C. Chapter of BDPA will work closely with The ASBC in 2008 to provide more program meetings for members and help capture larger IT contracts for MBEs.

From Blogosphere to The WhITe House?

Washington, D.C.—*The Washington Post* recently stated launching online campaigns is remaking Internet politics by taking forums that until now had been associated with weekend talking-heads, ideologues, and bitter partisans. Today, anyone with Internet access can use it to start a movement. The 2004 general election proved the Internet can energize politics. Candidates and wannabes went from virtual obscurity to front-runner status almost instantly. They organized -- and contributed money -- over the Internet in ways the political establishment did not anticipate. Now, Internet strategy is central to campaign plans. Its potential is unlimited -- if highly uncertain -- in shaping future elections. Join BDPA and the Washington D.C. Chapter in September of 2008 during the Congressional Black Caucus Foundation (CBCF) Annual Legislative Conference (ALC).

www.bdpa-dc.org

Becoming a BDPA Advocate: Government Relations | PART I

The American Society of Association Executives (ASAE) has a Public Policy Division that maintains a website involving their members directly in the political process. The site, **www.capwiz.com/asae/home**, enables ASAE stakeholders across the country to communicate directly with their elected officials, by sending tailored e-mails on issues of importance for the association community. Other resources offered at the site include an online **Congressional Directory** with photos, bios, committee assignments and staff members; a **Congressional ZIP code matching service**; and a daily schedule of **Congressional events** and committee hearings as well as tracking voting records on association issues for all member of Congress.

What is Lobbying?

Federal tax law defines lobbying as any attempt to influence specific legislation. Legislation means a bill that has been introduced, or a draft bill that may be introduced in any legislative body such as a BDPA Chpater's City or County Council, state legislature or Congress.

Lobbying @ BDPA

Federal tax law allows nonprofits, such as local BDPA Chapters via 501(h) elections, to choose to be covered by a clearly defined set of lobbying rules. This law clarifies those 501(c) (3) nonprofits that elect to fall under these rules may spend up to a defined percentage of their budget for lobbying without threatening their respective tax-exempt status.

Direct vs. Grassroots Lobbying

The distinction between direct and grassroots lobbying is important under the IRS' 501(h) election because of different expenditure limits for grassroots and direct lobbying activities. A Chapter may only spend 25% as much on grassroots lobbying, as on direct lobbying. For example, if a BDPA Chapter's annual permissible lobbying expenditures were $60,000 it could spend only $15,000 on grassroots lobbying by asking the general public to contact representatives on specific legislation. But a BDPA chapter could spend remaining $45,000 on direct lobbying writing position statements and urging BDPA members to support specific legislation. Visit:
  http://www.irs.gov/charities/index.html

DOD SUBCONTRACTING PROGRAM: *THE BASICS*
August 2007

Regulatory Requirements

Authority:	• Section 8(d) Small Business Act – 15 USC 637(d)	Specifies that small businesses will have maximum practicable opportunity to participate in contract performance consistent with efficient performance
	• Section 15(g) Small Business Act – 15 USC 644(g)	Specifies government-wide goals for contracts and subcontracts awarded to small business concerns
Regulations:	• FAR 19.7 / DFARS 219.7, Small Business Subcontracting Program • FAR 52.219-8, Utilization of Small Business Concerns • FAR 52.219-9, Subcontracting Plan	• Small businesses will have maximum practicable opportunity to participate in contract performance consistent with efficient performance • Subcontracting Plan requirement • Comply in good faith with subcontract plan requirements • Imposition of liquidated damages

	Utilization of SBs (FAR 19.7 / 52.219-8)	Subcontracting Plan (FAR 19.7 / 52.219-9)

When?	• Contracts > Simplified Acquisition Threshold (SAT) ($100K) AND
	• Subcontract opportunities exist
		• Contracts > $550K ($1M construction) AND subcontract opportunities exist
		• Modifications > $550K ($1M construction) with new work AND subcontract opportunities exist
		• Multi-year contracts / contracts with options
		  ○ Cumulative value of base contract & all options
		  ○ SEPARATE goals for base & each option

Who?	• ALL business concerns **(including small businesses)**	**ALL** other than small business: • Large business • State & local government • Non-profit organizations May **also** include: • Public utilities • Educational institutions • Foreign-owned firms
When not required?	• For personal services contracts • For contracts / modifications performed entirely outside US & outlying areas	• From small businesses • For personal services contracts • For contracts / modifications performed entirely outside US & outlying areas • For modifications to contracts within general scope of the contract that do not contain FAR 52.219-8 (or equivalent prior clauses, e.g., contracts awarded before enactment of PL 95-507)

Types of Subcontracting Plans (FAR 19.7 / 52.219-9)

Individual	Master	Commercial	Comprehensive

• 1 contract – 1 plan
• Goals support planned subcontracting for 1 contract
• Covers entire contract period (including options)
• Contains mandatory elements
• Submit Subcontracting Reports
  ○ ISR* or SF 294 (semiannually)
  ○ SSR** or SF 295 (semiannually)
 	
* Individual Subcontracting Report (electronic version)
** Summary Subcontracting Report (electronic version)
	• Boilerplate info – contains same elements as individual plan minus goals
	• Goals negotiated for each applicable contract
	• Effective for 3 years after approval of Contracting Officer
	• May be developed on a Plant / Division basis
	• Submit Subcontracting Reports
	  ○ ISR or SF 294 (semiannually)
	  ○ SSR or SF 295 (semiannually)
		• Preferred for commercial items
		• Based on Contractor's FY
		• Annual plan (applies to all government contracts in effect during that period)
		• May be on a Plant / Division basis
		• Submit Subcontracting Reports
		  ○ SSR or SF 295 (Annually)
			• DoD Test Program for Negotiation of Comprehensive SB Subcontracting Plans
			• Similar to a commercial plan
			  ○ May be on a Plant / Division / Corporate basis
			  ○ Annual plan (applies to all DoD contracts in effect during the period)
			• **ONLY** DCMA is delegated authority to negotiate Plan & perform surveillance review functions (with input from MILDEPS / Defense Agencies)
			• Submit Subcontracting Reports
			  ○ SSR or SF 295 (semiannually)

Note: Plan and Goals must be approved *PRIOR* to contract award

Mandatory Elements Included in Subcontracting Plan (FAR 19.7/52.219-9)

- Goals (% based on total planned subcontracting $ for each SB category)
- Total $ to be subcontracted (overall & by category)
- Description of principal types of supplies/services to be subcontracted (total & by category)
- Description of method used to develop subcontract goals
- Description of method used to identify potential SB sources
- Indirect Costs (included/not included) & methodology used to determine proportionate share of indirect costs for each category
- Name of individual administering subcontracting program & description of duties. *(Where are they located organizationally?)*

- Description of efforts to ensure SB has an equitable opportunity to compete for subcontracts
- Assurances
  - Cooperate in studies / surveys
  - Submit reports, as required
  - Submit SF 294 / SF 295 (or ISR / SSR) as required
- Record-keeping: description / procedures / process
- "Flow down" clauses & reporting requirements
  - 52.219-8 (Utilization of SB Concerns)
  - 52.219-9 (Subcontracting Plan)
  - SF 294 / 295 (or ISR / SSR)

Categories Included in Goals of a Subcontracting Plan
(as defined in FAR 19/26 and DFARS 252.219-7003)

Small business (SB) – located in U.S., organized for profit, including affiliates is independently owned & operated, not dominant in field of operations in which it is bidding on Government contracts, AND meets Small Business Administration (SBA) size standards included in solicitation. The size standard is based upon the North American Industrial Classification System (NAICS) assigned to the specific procurement dependent upon product/service purchased. **Self-certify** DFARS 252.219-7003 also includes subcontracts awarded to workshops approved by the Committee for Purchase from People Who Are Blind or Severely Disabled under Javits-Wagner-O'Day Act (JWOD) (41 USC 46-48) and 10 U.S.C 241d and Section 9077 of P.L. 102-396.

Woman-owned Small Business (WOSB) – Small Business, at least 51% owned by ≥ 1 women, AND management & daily business operations controlled by ≥ 1 women. **Self-certify**

Historically Underutilized Business Zone (HUBZone) – Small Business, owned & controlled 51% or more by ≥ 1 United States citizens, **AND SBA-certified** as a HUBZone concern (principal office located in an economically-distressed HUBZone area AND ≥ 35% of employees live in any designated HUBZone).

Veteran-Owned Small Business (VOSB) – Small Business, veteran-owned as defined in 38 USC 101(2), ≥ 51% owned by ≥ 1 veterans, AND management & daily business operations controlled by ≥ 1 veterans. **Self-certify**

Service-Disabled Veteran-Owned Small Business (SD-VOSB) – Small Business, veteran-owned, ≥ 51% owned by ≥ 1 service-disabled veterans, AND management & daily business operations controlled by ≥ 1 service-disabled veterans OR in the case of veteran with permanent & severe disability, the spouse or permanent caregiver of such veteran, AND with 0% - 100% service-connected disability as defined in 38 USC 101(16) & documented on DD 214 or equivalent. **Self-certify**

Small Disadvantaged Business (SDB) – Small Business unconditionally owned & controlled by ≥ 1 socially & economically disadvantaged individuals who are in good character & citizens of the U.S. **AND SBA-certified**.

DFARS 252.219-7003, SDB includes:

- **Historically Black Colleges & Universities / Minority Institutions (HBCI/MI)** – (except for a Commercial Subcontracting Plan) HBCU is an accredited institution established before 1964 whose principal mission is education of black Americans. MIs are institutions meeting requirements of Higher Education Act of 1965 and Hispanic-serving institutions defined at 20 USC 1059. Includes any nonprofit research institution that was an integral part of such a college or university before 11/14/1986. The Secretary of Education must designate HBCUs/MIs. A list can be located at http://www.ed.gov/about/offices/list/ocr/edlite-minorityinst.html
- Work performed on Indian lands or joint venture with Indian tribe / tribally-owned corporation & meets requirements of 10 USC 2323a.
- Subcontracts awarded by a mentor firm, under the DoD Pilot Mentor-Protégé Program, to (1) protégé firms which are qualified organizations employing severely handicapped and (2) former protégé firms that meet the criteria in Section 831(g)(4) of P.L 101-510 (not more than 2 times SBA-specified maximum size & previous mentor-protégé agreement was not terminated for cause).

Subcontracting Resources

- Procurement Technical Assistance Centers (PTAC) http://www.dla.mil/db/procurem.htm
- DefenseLink ≥ $5M award notices http://www.defenselink.mil/contracts
- Electronic Subcontracting Reporting System (eSRS) http://www.esrs.gov/
- SBA Subnet http://web.sba.gov/subnet

- Companies Participating in DoD Subcontracting Program Report (P14) http://siadapp.dmdc.osd.mil/procurement/historical_reports/statistics/procstat.html
- DAU Small Business Community of Practice (SB COP) https://acc.dau.mil/smallbusiness
- FEDBIZOPPS http://www.fedbizopps.gov/
- SBA Subcontracting Opportunities Directory http://www.sba.gov/aboutsba/sbaprograms/gc/contacts/index.html

(DoD HPCMP) Joint Educational Opportunities for Minorities (JEOMs) program provided extra funding so that all qualified applicants could attend SC07 under the BE program. This generous contribution has allowed the SC07 BE committee to accept all qualified applicants for BE grants to support the participation of groups that have traditionally been under-represented in high performance computing. The breadth and depth of the Supercomputing (SC) conference provide unparalleled opportunities for discovering and exploring innovations in high performance computing, networking, storage, and analysis.

Broader Engagement will host a kiosk at the Reno/Sparks Convention Center, staffed with volunteers who can answer questions and provide guidance to first-time SC attendees, to support them in determining which conference events and resources best fit their needs and interests. Print materials will also be available, designed especially for first-time SC attendees.

For more information, send emails to BE: **be@sc07.supercomputing.org**

November 10-16, 2007
Reno, Nevada
sc07.supercomp.org

Minority Business Executive Programs | 2007

The Minority Executive Business Program (MEBP) Alumni Strategic Consortium was created by participating executives in the Darden Minority Business Executive Program (DMBEP) of the University of Virginia, Amos Tuck School of Business at Dartmouth College (Hanover, New Hampshire), and Kellogg School of Management at Northwestern University (Evanston, Illinois). The objective of the Consortium is to develop an association of MBEP alumni that facilitates growth in new business opportunities for small minority-owned businesses and supporters of small minority-owned businesses.

The idea was conceived in August 2006 when Darden participants saw the need to join together and pursue business together. Dr. Joyce Pinkney and others moved the idea to reality by securing the necessary sponsors and funding so that registration was complimentary for all. Merrill Lynch hosted the two-day retreat for MBE executives during BDPA's Annual Technology Conference in Washington, D.C. last August.

Renowned speaker and guest lecturer, Dr. Gregory Fairchild, Associate Professor of Business Administration, University of Virginia Darden School of Business, facilitated the two-day session, approaching the Consortium objectives from an intensely intellectual framework – assigning Harvard Business School cases for analysis.

The overriding framework for the Consortium sought to answer the following questions:
1. What does strategic leadership look like?
2. Are we creating a living plan or book shelving?
3. What would success look like? For you the individual? For the organization (e.g., new contracts)?
4. What will be the greatest challenges and why—time, teamwork?

The Consortium was developed to bring together thought-leaders to determine what form this, and other partnerships like it, should take. The MEBP Consortium hopes to leave a legacy for model executive business programs to emulate and a roadmap for corporate growth.

Building a High Performing Minority Business
December 2-7, 2007 | Registration Deadline: November 7, 2007

Growing the Minority Business to Scale (For MBEP Alumni)
November 11-16, 2007 | Registration Deadline: October 17, 2007

Paula Graves Tuck Executive Education at Dartmouth	Tel: 603-646-3740 Fax: 603-646-1773 Email: paula.e.graves@dartmouth.edu

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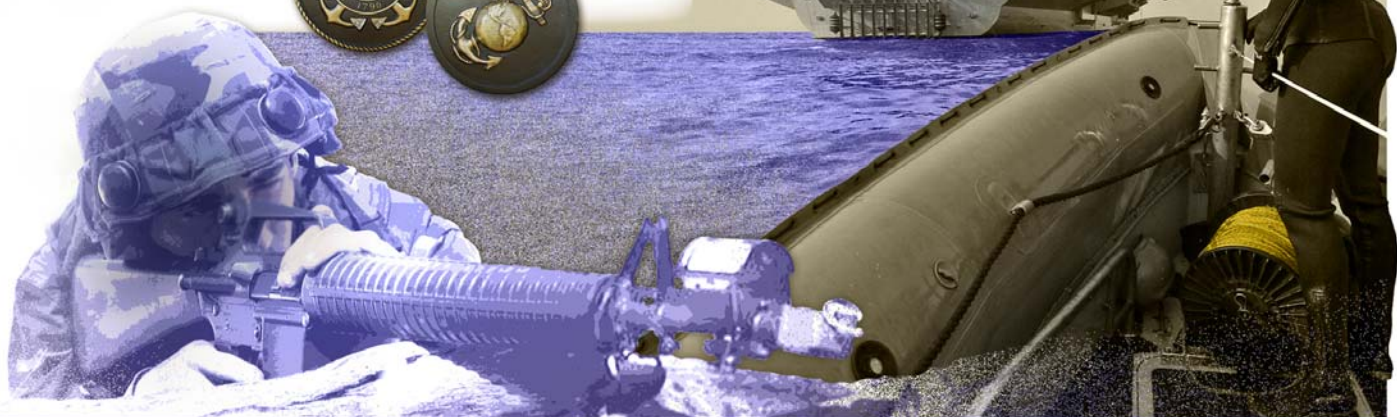**www.tecmasters.com**
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careers@bdpa.org

BDPA's career center has an updated resume databank to post resumes and career vitaes for exposure to the best companies in the world for Information Technology positions at all levels. We have an excellent search facility in the form of a Job Bank that allows one to search for the perfect position for matching a specific skill set.

The career center has support services from career coaches that will assist users in getting careers back on track or reaching the next levels of advancement. These support services also extend to salary surveys thus allowing users to see how competitive a salary is in relation to other parts of the country and to other IT positions. These services allow users to view the fastest growing positions in the [IT] industry and connect with resources for a full job outlook.

The career center also supports IT college students with a Student Internship Program to include resources to assist first-time workforce entrants in securing desired college internships over the summer or any time during the course of a school year. BDPA should be one of the first stops in fulfilling all of your career goals and meeting IT professionals in every industry sector.

The next opportunity to network and interface with business leaders and hiring managers is **November 29, 2007** in Washington, D.C. before and after the Chapter's program meeting. More information is available by visiting:

www.bdpa-dc.org. BDPA DC

Send IT job announcements and web banner links to: info@bdpatoday.org

"The most complete and detailed account of the telematics industry. Provides a very good introduction and insight to the history and possibilities for the future of technology enhanced driving."

– Jonathan Loretto, Cap Gemini Ernst & Young
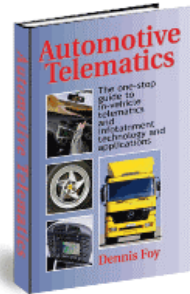
Telematics | IT Careers in Transportation

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Washington DC Resident Resource Center
http://dcop.dc.gov/services/employmt_opp/index.shtm

Maryland Department of Transportation Jobs
http://www.mdot.state.md.us/Employment_Jobs/index.html

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For nearly 15 years, with the guidance and vision of our President and CEO, Rodney P. Hunt, RS Information Systems, Inc. has effectively leveraged business process re-engineering, information technology, engineering management, and scientific applications to become a leading African-American-owned federal service provider.

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One of RSIS' most important resources has always been our diversified talent base. Our workforce is comprised of 65% minorities, women, veterans, or disabled individuals, currently supporting 100 prime contracts with a wide range of defense, civilian, intelligence and law enforcement agencies.

A hallmark of Mr. Hunt's visionary leadership is his continual commitment to the company's mission, business niche, and our corporate values and ethics, which include supporting, honoring, and when possible, improving our employees, customers, partners, and communities.

As we continue to build a broad-based legacy of excellence in the world of technology services, we are proud to honor and celebrate the success of like-minded organizations such as the Black Data Processing Associates. Keep up the good work.
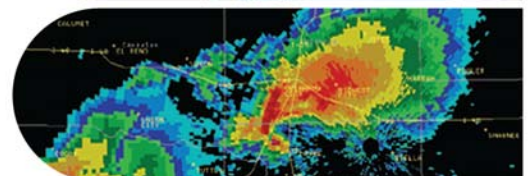
RS Information Systems, Inc.
1651 Old Meadow Road
McLean, VA 22102   www.rsis.com

FEDERAL EMPLOYEES

Your new Combined Federal Campaign (CFC) Number for BDPA's Education and Technology Foundation (BETF) has changed from ~~1629~~ to **11174**. BDPA's advanced technology programs, community outreach, and national High School Computer Competition (HSCC) teams welcome your continued contributions throughout FY-08. Thank you and a wonderful Holiday Season!

The December issue and Holiday Edition of bdpatoday will list BDPA's Washington, D.C. Chapter planned calendar of events for 2008 and National BDPA's new Executive Teams and Board of Directors.

For the latest Holiday Season and professional IT networking events, visit: www.bdpatoday.org

**bdpatoday DECEMBER 2007
in next month's edition:**

- BDPA DC Holiday Edition
- BDPA-DC 2008 Calendar of Events

Copy Deadline: Nov. 20, 2007
Ad Deadline: Nov. 25, 2007

Send to: **info@bdpatoday.org**

**AUGUST 6-9, 2008
HYATT REGENCY
ATLANTA, GA**

WWW.BDPA.ORG

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