

# Small Business Teaming

Doing Business with General Dynamics Information Technology

FACT SHEET

www.gdit.com



Approaching General Dynamics IT to do business

## 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

General Dynamics Information Technology develops strong alliances with small businesses that provide information technology and engineering services. We welcome inquiries from small businesses interested in teaming with the company and 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

General Dynamics Information Technology encourages personnel throughout the company to work with our Small Business Center to identify companies that offer potential value to a General Dynamics Information Technology effort. This affords small businesses the opportunity to team or become a supplier with the company.

## Marketing Your Company to General Dynamics Information Technology

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 (see Resources section). Tip: Describe core capabilities and differentiators, and use accurate and descriptive keywords to help us locate you.

## Resources

### Databases:

- General Dynamics Information Technology SB registration: <http://www.gdit.com/sb>
- Other General Dynamics companies: [www.gd.com](http://www.gd.com)
- System for Award Management (SAM): <https://www.sam.gov/portal/public/SAM/>
- Dynamic Small Business Search: [http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)
- Veterans Affairs VetBiz Registry: [www.vip.vetbiz.gov](http://www.vip.vetbiz.gov)

### Business Research Data:

- FedBizOpps (FBO): [www.fedbizopps.gov](http://www.fedbizopps.gov)
- U.S. Small Business Administration (SBA): [www.sba.gov](http://www.sba.gov)
- Federal Procurement Data System: [https://www.fpds.gov/fpdsng\\_cms/](https://www.fpds.gov/fpdsng_cms/)
- Agency procurement forecasts: [www.acquisition.gov](http://www.acquisition.gov)
- FedSpending: [www.fedspending.org](http://www.fedspending.org)
- U.S. government web portal: [www.usa.gov](http://www.usa.gov)

### Other Resources:

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

## General Dynamics Information Technology Small Business Registration

If you are interested in teaming with General Dynamics Information Technology, please visit the Partners section of [www.gdit.com](http://www.gdit.com) to register your company in our small business searchable database. Our managers use this database to identify teaming partners for future opportunities. Remember to use specific core 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.

### 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 About An Opportunity

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 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 General Dynamics Information Technology

### About General Dynamics Information Technology

As a trusted systems integrator for more than 50 years, General Dynamics Information Technology provides information technology (IT), systems engineering, professional services and simulation and training to customers in the defense, federal civilian government, health, homeland security, intelligence, state and local government and commercial sectors. Headquartered in Fairfax, Va., with major offices worldwide, the company delivers IT enterprise solutions, manages large-scale, mission-critical IT programs and provides mission support services. General Dynamics Information Technology is one of two business units that comprises the General Dynamics Information Systems and Technology business group.

6533 - 12/12/17

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