



**OUR MILITARY
MEANS BUSINESS
FOR YOUR BUSINESS.**

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MATCHFORCE.ORG**



North Carolina Military Business Center

Military Textiles Conference

November 10, 2009

NORTH CAROLINA MILITARY BUSINESS CENTER



Situation

Defense Procurement

- Six bases, total DoD impact: \$23.4 billion
- Procurement, DoD: \$351 billion FY2008
- Procurement, DoD in North Carolina:
 - FY2005: \$2.95 billion
 - FY2006: \$2.69 billion
 - FY2007: \$2.97 billion
 - FY2008: \$3.64 billion

DoD Procurement in North Carolina

	2007	2008	Increase
Army	\$1,289	\$1,484	\$195
Navy	\$736	\$1,209	\$473
USAF	\$283	\$265	- \$75
DLA	\$444	\$388	- \$56
USSOCOM	\$117	\$104	- \$13
Total DoD	\$2,971	\$3,647	\$676

Dollars in Millions



North Carolina Military Business Center

- Mission: To leverage military and other federal business opportunities for economic development and quality of life in NC
- Goals:
 - Increase military business for NC companies
 - Integrate military/families into workforce
 - Support defense-related recruitment

Services and Metrics

- **Business Development:**
 - Identify, source opportunities and assist businesses

CY2009	177 Contracts	\$904 - \$1,710 million
CY2005-2009	754 Contracts	\$1,973 - \$3,701 million

- **Technology Resources (ncmbc.us, MatchForce.org):**
 - Contract and employment intel, matching, notification

14,751 NC Businesses	30,626 Individuals
6,750 Contract Opportunities	3,790 Job Opportunities

Data as of: 9 NOV 2009

NCMBC Textiles

Bidding Smarter & Working Together
for Higher Profits!



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www.MatchForce.org

Situation: Textile Businesses

Often fail to pursue the military / federal market because they **don't know...**

- It exists
- How to locate potential customers / opportunities
- How the Government makes purchases
- How their business fits into the process
- How they need to team with other businesses

Defense Supply Center Philadelphia

- Supports daily operations and every contingency and humanitarian operation – everywhere soldiers, sailors, Marines guardsmen and airmen serve
- Food, clothing, textiles, medicines, medical equipment, construction supplies/equipment
- FY09: over **\$14.5 billion** in acquisitions
- LPTA, sealed bid and “best value” source selection



DSCP Clothing and Textiles

- FY10 forecast: \$2.4 billion in acquisitions
- Manages over 40,000 line items
- Orders average: 5.6m/year, 460k/month
- Awards to domestic businesses: 58%
- Awards to small business: 45%

\$125m: small disadvantaged	\$341m: HUBZone
\$143m: woman-owned	\$118m: Veteran-owned



DSCP Clothing and Textiles

- Buy full range of textile products: thread, fabric, end items, etc.
- <http://www.dscp.dla.mil/clothingandtextiles>
- Contains list of items in soldier clothing bags, FY09 and FY10

Situation: Berry Amendment

- Requires clothing and material / components of clothing (DoD, USCG, TSA) to be grown, reprocessed, reused or produced in the US
- US Department of Commerce, Int'l Trade:
www.otexa.ita.doc.gov
- www.acq.osd.mil/dpap/paic/dnad.htm



Situation: Federal Agencies

- Identify other agencies buying your product / service
- Consider military bases/activities, VA hospitals, DHS/Coast Guard, Park Service, Forest Service
- Need to research & persevere to find who buys what you sell
- **Use Internet websites to explore!!**



Understand Textile Requirements

- Products being purchased
 - Uniforms, sweaters, boots, socks, body armor, packs, parachutes, sheets, towels, ETC!
- Quantities being purchased
- Ultimate consumer of products
- Priority level of products

Understand Textile Challenges

- Need for lighter weight equipment
- Need for fire retardant fabrics, uniforms (nylon/cotton Army ACU replacement)
- Longer lead times
- Lost production time
- Additional costs
- New items, new issues

Locating Opportunities

- Federal Business Opportunities
- www.fbo.gov
- All federal requirements anticipated over \$25,000
- All opportunities imported nightly into www.MatchForce.org

Locating Opportunities

- Searching FedBizOpps (www.fbo.gov)
- Classification Code 83
 - Textiles, leather, furs, apparel and shoe findings, tents and flags
- Classification Code 84
 - Clothing, individual equipment and insignia
- Keyword searches

Locating Opportunities

- Marines: www.marcorsyscom.usmc.mil/sites/ctq/
- Air Force: <http://ww3.safaq.hq.af.mil/contracting/>
- Navy: <https://www.neco.navy.mil>
- Army: <https://acquisition.army.mil/asfi/>
- Natick: www3.natick.army.mil
- Coast Guard: <http://www.uscg.mil>
- GSA: www.gsa.gov
- DIBBS: <https://www.dibbs.bsm.dla.mil>
- Specifications: <http://assist.daps.dla.mil/online/start>

Notice: » Update to Domestic Sourcing Conference - DSCP [Read Notice](#)
» DLA Implementation of the Department of Defense (DoD) Past Performance Information Retrieval System (PPIRS) [Read Notice](#)
Please read notices posted on the [Notices page](#).

[246] 09/02/2008 9:36:06 PM

The DLA Internet Bid Board System (DIBBS) is a web-based application that provides the capability to search for, view, and submit secure quotes on Requests For Quotations (RFQs) for Defense Logistics Agency (DLA) items of supply. DIBBS also allows users to search and view Request For Proposals (RFPs), Invitations For Bid (IFBs), Awards and other procurement information related to DLA.

Help

- [Help](#)
 - [Frequently Asked Questions ~ FAQ](#)
 - [DIBBS On-Line Quoting Help](#)
 - [Batch Quoting Help](#)
- [Contact Us](#)

Vendor Registration

- [Vendor Registration](#)
- [Registration Guidelines](#)

Solicitations

- [Requests for Quotation \(RFQ\)](#)
 - [Batch Quoting](#)
 - [Submitted Quote Searching](#)
- [Requests for Proposal \(RFP \) / Invitation For Bid \(IFB\)](#)
- [Other DLA Opportunities](#)

Awards

- [Awards](#)
- [Other DLA Awards](#)
- [Subsistence Blanket Purchase Agreements \(BPAs\)](#)

References

- [Global Search](#)
- [Federal Stock Classes \(FSC\) managed by DLA](#)
- [Master Solicitation Documents](#)
- [Regulation Extracts used for DIBBS quoting](#)
- [Virtual Library](#)
- [Automated Best Value System \(ABVS\)](#)
- [Supplier Requirements Visibility Application \(SRVA\)](#)

NC Textile Resources

- NC Textile Complex Team:
 - Department of Commerce, NCSU, industry, agencies
 - www.nctextileconnect.com
- Hosiery Technology Center: products, testing
- Textile Technology Center: products, testing
- NC Military Business Center:
 - Business development: Teresa Bouchonnet
 - www.MatchForce.org: free opportunity, job matching
 - www.ncmbc.us: industry tab – clothing and textiles

Currently on MatchForce.org

Current Contracts	Current Jobs	Businesses	Individuals
6,351	3,954	14,405	30,251

MatchForce matches North Carolina businesses to government contracts, government purchasers to NC suppliers, and job seekers to NC jobs. Businesses, contracting officers, cardholders and job seekers can register, post, search and receive opportunities - and get results - TODAY!

Not already a member? You can **Sign Up Now!**

Businesses	Government	Individuals
<p>[Register]</p> <p>Create your business profile, access government contracts & purchasing opportunities, and find employees!</p>	<p>[Register]</p> <p>Create your profile, post solicitations and purchase card requirements, and match local businesses.</p>	<p>[Register]</p> <p>Create your personal profile, post your skills, or search area jobs just for you!</p>



What's new?

NCMBC launched a new Defense Machining Program. NC machine shops should register in both MatchForce and the new machining portal,

www.SourceNC.com!

[More]

- Checklist to the federal marketplace
- Calendar of events
- Links to reference documents
- Clothing and Textiles page
- Links to active clothing and textiles bids

NORTH CAROLINA MILITARY BUSINESS CENTER



New! Pursuing a GSA/FSS Contract

NCMBC News click here

Transitioning Military Personnel Data

- ▶ HOME :: ABOUT US :: LOCATIONS :: CONTACT US :: SPEAKER REQUEST :: FEEDBACK :: DOWNLOADS
- ▶ RESOURCES FOR NC BUSINESSES :: NC CONTRACTS :: NC JOBS :: WORKFORCE :: I HIRE MILITARY
- ▶ GET STARTED :: INDUSTRIES :: COMMUNITY COLLEGES :: NEWSLETTER :: IN THE NEWS :: LINKS

The North Carolina Military Business Center (NCMBC) is a business development organization and a collaborative effort between North Carolina business and the North Carolina Community College System. Funded in 2004 by the North Carolina General Assembly and opened in 2005, the NCMBC operates under the supervision of Fayetteville Technical Community College and has offices at eleven Community Colleges across the state.

The **mission** of the Military Business Center is to leverage military and other federal business opportunities for economic development and quality of life in North Carolina. Organizational **goals** are:

- Contracts - To increase military and federal business for existing North Carolina companies
- Employment - To integrate transitioning military personnel and family members into the workforce
- Recruitment - To support recruitment and development of defense-related businesses in North

STRATEGIC PROGRAMS

[Federal Construction](#)

[The American Recovery and Reinvestment Act](#)

[Subcontracting](#)

[Service Contracts](#)

[Economic Development](#)

[Emerging Opportunities](#)

[Aerospace Alliance](#)

CALENDAR OF EVENTS

Upcoming Events:

- [2009 NC Military Construction Summit](#), October 27, 2009
- [Clayco, Inc - Subcontractor Meet & Greet](#), November 10, 2009
- [NC DoC Military / Performance Textiles Conference](#), November 10, 2009
- [Congressman Larry Kissell Federal Contracting Symposium in Stanly County](#), November 16, 2009

Currently on MatchForce			
Current Contracts	Current Jobs	Businesses	Individuals
6,815	3,784	14,737	30,619

MatchForce.org is a web-based tool provided by the State of North Carolina and the North Carolina Military Business Center to individuals and government purchasers worldwide and to companies in North Carolina. The tool matches: government purchasers to NC suppliers; individuals to job opportunities with NC companies; and NC companies to government business opportunities, potential business partners, and potential employee profiles. To visit MatchForce.org, [click here](#).

**Clayco, Inc -
Subcontractor Meet &
Greet**

**2009 Military
Construction (MILCON)
Summit**

FEDBIZ BUZZ

[NCMBC Offers Staffing Matrix](#)

The NCMBC has added a Staffing Services Matrix to the resources available to NC firms on its website. The NCMBC's goal is to eliminate obstacles to...

Posted on 9 November 2009 | 11:38 am

[Recent Contract Awards to NC Firms](#)

Diesel Equipment Company, Greensboro, NC, Guilford County, has won a \$39,712.00 contract from the Defense Logistics Agency for parts. BEARING, BALL, A...



MATCH FORCE

New! Pursuing a GSA/FSS Contract

NCMBC News click here

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[Aerospace Alliance](#)

NC BASE LINKS

[Fort Bragg](#)

[Pope Air Force Base](#)

[Seymour Johnson Air Force Base](#)

[Camp Lejeune](#)

CLOTHING AND TEXTILES

****New**** [NC Department of Commerce Military / Performance Textiles Conference](#)

Recently Posted:

U.S. Department of Commerce, Office of Textiles and Apparel (OTEXA), USA Sample Pavilion at MILPOL Paris 2009, November 17-20, 2009, [click here](#) for more information.

U.S. Department of Commerce, Office of Textiles and Apparel (OTEXA), USA Sample Pavilion at Defense Systems & Equipment International (DSEi) 2009, September 8-11, 2009, [click here](#) for more information.

General. Federal government agencies are major consumers of clothing and textile products. Note that statutory requirement 10 U.S.C. 2533a better known as the Berry Amendment. "Restricts the Department of Defense from using funds appropriated or otherwise available to DoD for procurement of: food, clothing, tents/tarpaulins/covers, cotton and other natural fiber products, woven silk or woven silk blends, spun silk yarn for cartridge cloth, synthetic fabric or coated synthetic fabric, canvas products, or wool (including in manufactured articles), any item of individual equipment containing any of the restricted fibers or fabrics, or hand or measuring tools " that are not grown, reprocessed, reused, or produced in the U.S."

NC Textile Business Links. The website link [NC Textile Connect](#) will give you information for building teaming and subcontracting relationships. To view the matrix click **Value Chain** to reach the **Textile Connect Value Chain**. You may also view textile Events & Trade Data on this site.

For information regarding the Berry Amendment, [click here](#).

The table below reflects information about current textile opportunities. NCMBC updates this information on a regular basis, however, cannot guarantee its accuracy at any given time. Please see www.FedBizOpps.gov for a complete listing of textile opportunities.

[Click here](#) for an explanation of the Types of Competition

[Camp Lejeune](#)

[Cherry Point Air Station](#)

New! [Link to small opportunities with NAVFAC at MCAS Cherry Point](#)

Complete listing of current opportunities

[Click here](#) for an explanation of the Types of Competition

You may limit the solicitations that appear below by selecting the Competition Type from the drop down list and clicking on "Filter".

View All

You may sort the solicitations in the table by number by clicking on the column heading "Solicitation Number"

Project Description	Solicitation Number	Competition Type	Status	Notes
Shirt, Man's, Army White 1 will be 21,850ea/min and for item 2 the quantities will be 25,000ea/min per term, with a 730,750ea/max	SPM1C1-09-R-0139	8(a)	SOLICITATION DUE: ? NAICS CODE: 315223	POSTED IN DIBBS; BASE PLUS 4 YRS
Socks, Boots Army, Green Sock w/ silver coated yarn	SPM1C1-09-R-0064	Small Business	SOLICITATION DUE: ? NAICS CODE: 315119	SOL POSTED DIBBS PAST PRICE \$1.97 PR
Shirt, Man's, Army White item 1 will be 54,600ea/min for item 2 the quantities will be 62,300ea/min per term with a 1,826,250ea/max	SPM1C1-09-R-0138	Small Business, REVERSE AUCTION	SOLICITATION DUE: ? NAICS CODE: 315223	POSTED IN DIBBS; four (4) 12 month option years.
TROUSERS, MC, GREEN P/W TROUSERS POLY/WOOL	SPM1C109R0183	Small Business	PRESOLICITATION DUE: 17 NOV. 09 NAICS CODE: 315211	
LCBPG DRAFT RFP LIGHTWEIGHT CHEMICAL BIOLOGICAL PROTECTIVE GARMENT	W911QY09RLCBPG	Unrestricted	SPECIAL NOTICE DUE: NAICS CODE: 315222	
COAT, MEN'S P/W, GREEN POLY/WOOL MEN'S COAT	SPM1C109R0176	Small Business	PRESOLICITATION DUE: NAICS CODE: 315211	BEST VALUE



Trousers, MC, Gab, Green, P/W, Shade #2212

Solicitation Number: SPM1C109R0183
 Agency: Defense Logistics Agency
 Office: DLA Acquisition Locations
 Location: Defense Supply Center Philadelphia - Clothing & Textiles

Notice Details

Packages

Interested Vendors List

Print Link

Note: There have been modifications to this notice. You are currently viewing the original synopsis. To view the most recent modification/amendment, [click here](#)

[Complete View](#)

Original Synopsis
 Jul 01, 2009
 11:07 am

[Changed](#)
 Jul 09, 2009
 9:47 am

[Changed](#)
 Aug 19, 2009
 12:46 pm

[Changed](#)
 Aug 25, 2009
 7:27 am

[Changed](#)
 Aug 25, 2009
 3:06 pm

[Changed](#)
 Oct 08, 2009
 11:17 am

[Return To Opportunities List](#) [Watch This Opportunity](#)
[Add Me To Interested Vendors](#)

Solicitation Number: SPM1C109R0183
Notice Type: Presolicitation

Synopsis:

Added: Jul 01, 2009 11:07 am

This information is for solicitation SPM1C1-09-R-0183. The item is Trousers, Poly/Wool Gabardine Green, Marine Corps Shade 2212. The applicable NSN for this procurement is 8405-01-279-7671. The military specification is MIL-T-29452A (MC), Dated March -18-1994 Pattern date is listed as May -30-1986. The purchase quantity for the base year and four option periods is a minimum of 39,830 and an annual order limitation quantity of 124,425. The first delivery order is due 120 days after the date of award. The destination for this item is VSTZ, Travis. The first Delivery Order will be for 3 deliveries of 41,475 each.

The solicitation will issued as a total Small Business Set-Aside

ALL FILES

- [Solicitation 1](#)
 Oct 08, 2009
[SPM1C1-09-R-0183 Sol...](#)

- [Amendment 1](#)
 Nov 03, 2009
[SPM1C1-09-R-0183 AME...](#)

GENERAL INFORMATION

Notice Type:
 Presolicitation

Posted Date:
 July 1, 2009

Response Date:
 Aug 07, 2009 11:59 pm Eastern

Archiving Policy:
 Automatic, on specified date

Archive Date:

What you need to do: Get Started!

- Become web-enabled
- Use checklist on www.ncmbc.us
- Get in www.MatchForce.org!
- ID your product/service (FSC/PSC)
- ID your business (**NAICS codes**)
- Determine if your firm is a SB and qualifies for other **socioeconomic programs** – certify!
- Complete registrations (DUNS, CCR, ORCA)
- Market and team for success!



ID Your NAICS Codes

- North American Industry Classification System (NAICS)
- ID **all NAICS codes** that may apply to your product / service:
 - Wholesaler, dealer, distributor, manufacturer
- NAICS Lookup:
 - Link on www.ncmbc.us
(<http://www.census.gov/epcd/naics02>)



Textile NAICS Codes

315191	OUTERWEAR KNITTING MILLS
315991	HAT, CAP, & MILLINERY MFG.
315992	GLOVE & MITTEN, MFG.
315192	UNDERWEAR & NIGHTWEAR KNITTING MILLS
313113	THREAD MILLS
313111	YARN SPINNING MILLS
313112	YARN TEXTURIZING, THROWING & TWISTING MILLS
314991	ROPE, CORDAGE, & TWINE MILLS
337910	MATTRESS MANUFACTURING
314129	OTHER HOUSEHOLD TEXTILE PRODUCT MILLS
314121	CURTAIN & DRAPERY MILLS
314912	CANVAS & RELATED PRODUCT MILLS
314911	TEXTILE BAG MILLS
332618	OTHER FABRICATED WIRE PRODUCT MFG.
339999	ALL OTHER MISC. MFG
313320	FABRIC COATING MILLS
313312	TEXTILE & FABRIC FINISHING (EXCEPT BROADWOVEN FABRIC) MILLS
313311	BROADWOVEN FABRIC FINISHING MILLS
314999	ALL OTHER MISC.TEXTILE PRODUCT MILLS
313221	NARROW FABRIC MILLS
313230	NONWOVEN FABRIC MILLS
313210	BROADWOVEN FABRIC MILLS
315292	FUR & LEATHER APPAREL MFG
316110	LEATHER & HIDE TANNING & FINISHING
316999	ALL OTHER LEATHER GOOD & ALLIED PRODUCT MFG
316213	MEN'S FOOTWEAR (EXCEPT ATHLETE) MFG
316214	WOMEN'S FOOTWEAR (EXCEPT ATHLETE) MFG
316219	OTHER FOOTWEAR MFG
339113	SURGICAL APPLIANCE & SUPPLIES MFG
333292	TEXTILE MACHINERY MFG
339993	FASTENER, BUTTON, NEEDLE & PIN MFG
541430	GRAPHIC DESIGN SERVICES
424590	OTHER FARM PRODUCT RAW MATERIAL MERCHANT WHOLESALERS
424310	PIECE GOODS, NOTIONS & OTHER DRY GOODS MERCHANT WHOLESALERS



Textile NAICS Codes

315211	MEN'S & BOY'S CUT & SEW APPAREL CONTRACTOR
315228	MEN'S & BOY'S CUT & SEW OTHER OUTERWEAR MFG
315223	MEN'S & BOY'S CUT & SEW SHIRT (EXCEPT WORK SHIRTS) MFG
315225	MEN'S & BOY'S CUT & SEW WORK CLOTHING MFG
315221	MEN'S & BOY'S CUT & SEW UNDERWEAR & NIGHTWEAR MFG
424320	MEN'S & BOY'S CLOTHING & FURNISHINGS MERCHANT WHOLESALERS
315299	ALL OTHER CUT & SEW APPAREL MFG
315999	OTHER APPAREL ACCESSORIES & OTHER APPAREL MFG
448150	CLOTHING ACCESSORIES STORES
315291	INFANT'S CUT & SEW APPAREL MFG
315212	WOMEN'S, GIRL'S & INFANT'S CUT & SEW APPAREL CONTRACTORS
315232	WOMEN'S & GIRL'S CUT & SEW BLOUSE & SHIRT MFG
315231	WOMEN'S & GIRL'S CUT & SEW LINGERIE, LOUNGEWEAR & NIGHTWEAR MFG
424330	WOMEN'S, CHILDREN'S & INFANT'S CLOTHING ACCESSORIES WHOLESALERS
812320	DRYCLEANING & LAUNDRY SERVICES



Make Socio-Economic Programs Work for You!

- Socio-Economic Programs
 - Small Business program
 - Small Disadvantaged Business program
 - SBA 8a Small Disadvantaged Business program
 - Service Disabled Veteran Owned and Veteran Owned Small Business program
 - HUBZone program
 - Woman-owned small business program
- Leverage teaming opportunities – as prime or sub!

Successful Strategies

- Understand the Market: how the government buys
- Understand the product and the customer's requirements
- Educate the customer as you educate yourself
- Develop or be involved in development process
- Develop a long term plan
- Revise Long term plan as the market changes -
AGAIN!



Contact Information

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- All NCMBC Staff (“Contact Us”, www.ncmbc.us)