

# *So You Want to do Business with BLM?*

## **What is the Bureau of Land Management?**

The Bureau of Land Management (BLM) is an agency within the U.S. Department of Interior (DOI). We might best be described as a small agency with a big mission and a lot of ground to cover. As the Nation's largest land manager, the BLM is responsible for 262 million acres of public land that is located primarily in 12 Western States.

## **How do I do business with BLM?**

The BLM's headquarters is in Washington, D.C. but our procurement offices are decentralized for procurements less than \$100,000. Procurements over \$100,000 are handled through the National Business Center in Denver, Colorado and in our Portland, Oregon Office. A complete listing of BLM acquisition organization and office contacts are posted on the BLM National Acquisition Internet website.

BLM is committed to increasing contracting opportunities for the small business community. Doing business with BLM requires that you have a great product or service at a competitive price, and have the necessary people and equipment. It also helps if you develop a viable marketing plan for obtaining prime and subcontracts, teaming or joint ventures.

The BLM and the DOI are now acquiring goods and services electronically using the Internet.

To take advantage of future business opportunities with BLM, you must:

1. Obtain a valid Dun & Bradstreet Number (D&B) from Dun & Bradstreet at <http://www.dnb.com/> or call them at 800-333-0505.
2. Register your firm on the Central Contractor Registration (CCR) System at <http://www.ccr.gov>

All federal agencies are required to use the CCR system as a single, government-wide system for storing contractor procurement and payment information.

## **What goods and services does the BLM need by contract?**

The goods and services that the BLM needs by contract are diverse in scope. They include construction, land treatment, professional and nonprofessional services, supplies, Information Technology resources, space leases, environmental studies, wild horse and burro roundups, cadastral surveying, and fire rehabilitation services, supplies, and equipment purchases, and hazardous material management. A more complete list of goods and services that are acquired is located at the BLM National Acquisition Website.

## **How do I respond to a BLM procurement need?**

The first thing you need to know is that the BLM requires a quality product or service, within the required delivery time, and at a reasonable price. If you believe you can fit this basic requirement and can fill a need for BLM, please contact the appropriate BLM



contracting office that is listed on the National Acquisition Web site, or the point of contact listed in the Advanced Procurement Plan (APP), which can be found at the BLM National Acquisition Website.

If two or more Service-Disabled Veteran Owned Small Businesses (SDVOSBs) can supply the required goods or services, the Contracting Officer has the authority to set the procurement aside for SDVOSBs. If you feel that your firm has the capability to meet a need, please request a copy of the solicitation. In many cases, the solicitation can be sent to you electronically. The solicitation will be in the form of an Invitation for Bids (IFB) or Requests for Proposals (RFPs) for needs exceeding \$100,000, or a Request for Quotations (RFQs) for needs less than \$100,000. The source that offers either the best price or the best value in accordance with the provisions, terms, and conditions of the solicitation will be selected for a contract award.

### **Where can I find out more about contracting opportunities at BLM?**

There are a number of sources where you can find out about BLM contracting opportunities:

- <http://www.fedbizopps.gov> is a daily public notification of federal agencies' proposed solicitations and contracts for goods and services valued over \$25,000. All BLM and other federal agencies' solicitations and contracts for goods and services over \$25,000 are required to be posted at this site. If you are unable to access a BLM solicitation electronically, please contact the appropriate BLM contracting office.
- The Advanced Procurement Plan (APP) is the BLM annual forecast of goods and services needed by contract. The APP is on the BLM National Acquisition Home Page at <http://www.blm.gov/natacq>. Just click on the APP and then on BLM or any other Interior Bureau to view. The BLM National Acquisition Home Page also provides a list of goods and services we buy as well as the procurement office contacts.

### **What other groups can help me contract with the federal government ?**

There are many other organizations that have been established to assist small businesses with the federal procurement process.

- The website: <http://www.sba.gov/yourgovt/federal.html> lists federal agencies, nonprofit organizations and other associations that can aid small business firms.
- Procurement Technical Assistance Centers (PTACs) are resources that provide assistance to business firms in marketing products and services to federal, state and local governments. Visit their website at: [www.dla.mil/db/procurem.htm](http://www.dla.mil/db/procurem.htm).
- The Small Business Development Centers (SBDCs) are sponsored by the SBA. They provide business management, technical and research assistance and training. For a complete listing, visit <http://sba.gov/sbdc> to obtain specific geographic information by state.
- The Service Corps Retired Executives (SCORE) is a volunteer program that is also sponsored by the SBA. Retired business executives share their management and technical knowledge with small business owners. The services are free and they provide one-on-one business counseling. To obtain more information on SCORE, as well as other initiatives, please visit <http://www.sba.gov/>.

### **Who can I contact if I have any questions about doing business with BLM?**

Contact Barbara Gaines, Business Utilization Specialist, (202) 785-6586, or visit us for more information at <http://www.blm.gov/natacq>