

Small Business Teaming

Doing business with General Dynamics IT

Resources

- General Dynamics IT SB registration: www.gdit.com
- Other General Dynamics registration sites: www.gd.com, [Select Company Overview](#), [Click on Supply Chain](#)
- Central Contractor Registration: www.ccr.gov
- Dynamic Small Business Search: http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- Veterans Affairs VetBiz: www.vip.vetbiz.gov/default.asp
- Veterans Corporation: www.veteranscorp.org
- FedBizOpps (FBO): www.fedbizopps.gov
- Online Representations and Certifications Application (ORCA): <https://orca.bpn.gov>
- SBA: www.sba.gov
- Federal Procurement Data Center: <https://www.fpds.gov>
- Government NAICS requirements: www.census.gov/epcd/www/naics.html
- Procurement Technical Assistance Centers (PTAC): www.aptac-us.org/new
- Small Business Development Center (SBDC): www.sba.gov/sbdc
- Federal Offices of Small and Disadvantaged Business Utilization (OSDBU): www.osdbu.gov

General Dynamics Information Technology strives to further develop strong alliances with small businesses (SB) that provide information technology and engineering services. We welcome inquiries from small businesses interested in teaming with General Dynamics Information Technology. The following guidelines are provided to assist in this process:

Teaming Considerations

General Dynamics Information Technology considers different factors when determining team composition. Teaming decisions may vary depending upon priorities and requirements. Consideration may include the following factors:

- Core capabilities
- Market niche
- Past performance
- Personnel experience
- Resource availability and ability to recruit
- Geographic location or customer proximity
- Financial solvency
- Reputation
- Dependability, responsiveness and teamwork
- Organization conflicts of interest (OCI)

Key Differentiators for Your Company

These help your company stand out for teaming considerations:

- **Who** do you know? Have you done research on this customer?
- **What** specific capabilities and past performance does your company bring that relate directly to the requirement?
- **Why** are you interested in this opportunity?
- **Where** do you have experience in this technical area? Do you have experience with the customer?
- **When** did you last do this type of work? When did you last work with this customer? When did you meet with the customer technical and contracting managers? Did you attend industry days or related events?

Tips for Marketing Success

General Dynamics Information Technology's market is primarily focused on the federal government sector. Our web site (www.gdit.com) contains a vast amount of information concerning our experience and customer areas. Recommended marketing activities to support the development and/or identification of opportunities include:

- Research and develop an understanding of government customers
 - The rules (FARS, DFARS, etc.) and the players (government, customers, competitors, major primes, incumbents)
 - Customer mission, technical requirements and challenges
 - Funding and budgets
 - Contracting issues and preferences
 - Opportunity areas and upcoming solicitations:
 - Participate in key events: industry days, pre-solicitation conferences, technical conferences
 - Meet government technical POCs, decision makers, company capture managers, etc.
 - Check the department or agency procurement forecast
- Develop and maintain your business and 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, such as CCR, Dynamic Small Business Search, VetBiz and others listed under Resources. The government and primes use these resources to find qualified small businesses. Tip: Describe capabilities and use accurate keywords to support effective searches.

For more information:

email smallbusiness@gdit.com
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About General Dynamics Information Technology

As a trusted systems integrator for more than 50 years, General Dynamics Information Technology provides information technology (IT), systems integration and engineering and professional services to customers in the defense, intelligence, homeland security, federal civil, international and commercial sectors. With 16,000 professionals worldwide, we manage large-scale, mission-critical IT programs delivering IT services and enterprise solutions.

Interested in a Specific Upcoming Solicitation?

When contacting us, please do the following:

- Contact us as early as possible
- Ensure you have read the RFP, pre-solicitation notice, sources sought, RFI or other documentation publicly available
- If possible, provide a copy of the FedBizOpps, or other relevant documentation; if unavailable, be specific about the opportunity (title, customer, estimated RFP release date, contract value, location, etc.)
- Identify how your company and services are relevant to the specific opportunity
- Indicate why you are interested in the opportunity and in teaming with General Dynamics
- State where your company has relevant past performance or experience