

SDV Teaches Government Contracts

A series of business topics and how they specifically pertain to US government medical sales

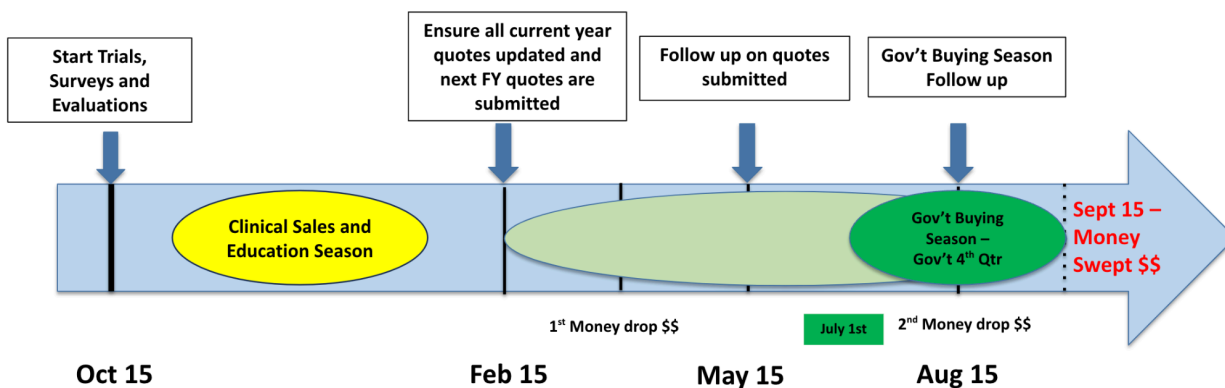
3 Types of Government Contracts

- ★ Supply (tangible)
- ★ Service
- ★ Construction

- ★ Chosen category has to reflect the “majority” of the purchase intention.
- ★ There can be a CLIN for service on a supply
- ★ There can be a CLIN for supply on a service

Snapshot of Government Fiscal Year

Oct 1st - Sept 30



Note: This includes all VA, DoD, Indian Health and Federal Bureau of Prison hospitals

Government Buying Process

- ★ Strategic Equipment Planning Guide (SEPG) Submitted (for Budgeting in advance)
 - ★ Equipment Request Submitted (EER/CER)
 - ★ Funding Request Submitted
 - ★ Equipment Committee Meeting Date
 - ★ Equipment Committee Approved
 - ★ Funded
 - ★ IFCAP 2237/GFERS Transaction Submitted
 - ★ Contracting Officer/Ordering Officer Assigned (submitted to ECMS/PDSquared)
 - ★ Estimated Closing
 - ★ RFI (If Applicable)
 - ★ Solicitation (RFQ/IFB/RFP)
 - ★ Special Set Aside Conditions (If Applicable)
 - ★ Awarded
 - ★ Award Date
- CR stalls progress here
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