



Contracting with USDA 1006 Cooperators

Office of Contracting and Procurement

December 2025

Agenda

- Introduction
- USDA Office of Contracting and Procurement (OCP) Overview
- How Federal Contracting Works
- What USDA Buys
- Contracting with USDA Resources

USDA OFFICE OF CONTRACTING AND PROCUREMENT (OCP) OVERVIEW

What is OCP?

The Office of Contracting and Procurement (OCP), an organization under Departmental Administration (DA) within USDA, serves the Secretary and USDA mission areas by providing oversight, policy, guidance and coordination of acquisition planning, contracting and execution.



What Does OCP Do?

- Oversees over \$11 billion in annual obligations.
- Provides leadership, policy, guidance, and services in the areas of contracting, procurement, category management, procurement systems, and strategic sourcing.
- Serves as the procuring office for the Office of the Secretary, DA staff offices, and USDA agencies, as requested.

OCP Leadership and Structure

Leadership



Hilary Erickson

Senior Procurement Executive

Director, Office of Contracting and Procurement

3 Divisions of OCP

Procurement Operations Division (POD)

- Acquisition leadership, support and guidance on Department-wide acquisition

Procurement Policy Division (PPD)

- USDA-wide procurement policy and regulations
- Acquisition Workforce management and contracting-related reporting

Procurement Systems Division (PSD)

- Solutions, products, and services in support of USDA's acquisition community
- Oversight, guidance, and program assistance to the USDA Purchase Card communities

HOW FEDERAL CONTRACTING WORKS

Federal Contracting Basics

- Federal Government buys all types of products and services and is required by law to provide opportunities for small businesses.
- Acquisition rules are dictated by the Federal Acquisition Regulation (FAR).
- Common rules:
 - [Size standards](#) vary by industry and determine whether or not a business qualifies as small.
 - Legal requirements like the Buy American Act and the Trade Agreements Act must be considered (FAR Part 25).
 - Limits to subcontracting must be considered (FAR 19.108-8).
 - Rules for non-manufacturers / Government prime contractors (13 CFR 121.406)



How Agencies Buy – Purchase Card

Multiple ways that Federal agencies such as USDA buy products and services:

- Typically, requirements up to \$15K for supplies, \$2.5K for services, and \$2K for construction
- Thresholds may vary by organization



How Agencies Buy – Various Contract Types

- Requirements from \$15K to \$25K - competition amongst minimum of 3 sources, unless otherwise justified.
- Above \$25K - posted on SAM.gov and/or use established contract vehicles (Government-wide contract vehicles, Indefinite Delivery Indefinite Quantity (IDIQ) vehicles, Blanket Purchase Agreements (BPAs), etc.)
- Up to \$350K - automatic small business set-aside (unless no small business is capable); usage of simplified acquisition procedures
- \$350K and above – competitive process or may use small business set-aside

GENERAL CONTRACT FOR SERVICES

This Contract for Services (this "Contract") is made effective as of _____, by and between _____ of _____ and Worldwide Technologies, Inc. of 926 Main St, Lexington, MA 02407. In this Contract, the party who is contracting to receive services will be referred to as "_____" and the party who will be providing the services will be referred to as "TurboNet."

1. **DESCRIPTION OF SERVICES.** Beginning on _____, TurboNet will provide to _____ the following services (collectively, the "Services"):

Wireless Internet Service
And/or
Custom Technology Solutions

2. **PAYMENT FOR SERVICES.** In exchange for the Services _____ will pay TurboNet according to the following schedule:

Standard Residential Service - \$42.95 per month
Standard Business Service - \$82.95 per month
Custom Service - _____

3. TERMS AND CONDITIONS:

Residential Service available in coverage area only, 128K aggregate CIR. Service requires in home installation of Wireless equipment, one time equipment and installation fee required. Requires customer commitment to 24 month service agreement and acceptance of all terms and conditions. Unlimited Service implies no limits on access duration.

Commercial Service available in coverage area only, 256K aggregate CIR. Service requires in business installation of Wireless equipment, one time equipment and installation fee required. Requires customer commitment to 24 month service agreement and acceptance of terms and conditions. Unlimited Service implies no limits on access duration.

General Terms and Conditions:

Equipment specials available. Installation within 30-45 days of sign-up, billing to begin upon installation.

Offer(s) available to new TurboNet Wireless customers. Services not available everywhere. Limited time offer(s) subject to change or cancellation without notice. Additional restrictions may apply. Contact TurboNet for details.

TurboNet Wireless 24 Month Promotional Pricing:

TurboNet Wireless promotional and month-to-month pricing varies by market.

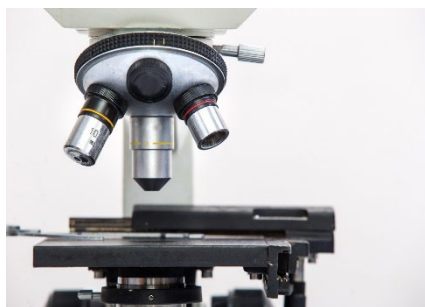
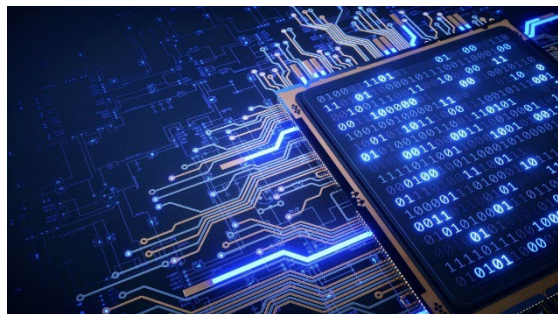
TurboNet Wireless 24 Month monthly rate will apply for 24 consecutive months. After 24 months, the standard month-to-month rate will apply. TurboNet Wireless price does not include voice telephone service charges. Customers who order TurboNet Wireless at the 24 Month promotional price and cancel early will be charged each month for the remainder of the initial 24 month period.

TurboNet Wireless Package Discount:

WHAT USDA BUYS

What USDA Buys - Scope

- USDA buys a lot more than agriculture commodities!
- A wide variety of products and services, ranging from agricultural products and research supplies to information technology and professional services.
- Please visit the “*What does USDA typically buy?*” section on the newly revamped [“Contracting with USDA” webpage](#) for more details on what USDA typically buys.



CONTRACTING WITH USDA RESOURCES

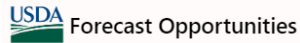
Contracting With USDA – Revamped Webpage!

- [A new and improved webpage!](#)
- Key information on:
 - Why contract with USDA
 - What USDA typically buys
 - Most common ways USDA buys
 - Finding current opportunities to contract with USDA
 - New to Government contracting resources
 - Large and small business resources
 - Contracting policies and procedures
 - Vendor qualification requirements
 - Contracting points of contact



USDA Procurement Forecast

 An official website of the United States government



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Search Opportunities

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ID ↓	Product/Service Description	NAICS	Organization	Price Range	Anticipated FY	Anticipated Qtr	Pre-Decisional Acquisition Method	Contract New Or Expiring	Expiring Contract Number	Expi Venc
10534	Vessel Loading Observation (Domestic)	488390	AMS	\$4,500,001 – \$7,500,000	FY24	Q1, Q2, Q3, Q4	TBD	New		
10533	CSB SUPER CEREAL PLUS BOX-10/1.5 KG	311211	AMS	\$4,500,001 – \$7,500,000	FY24	Q1, Q2, Q3, Q4	Small Business set-aside	New		
10532	EMERGNCY FD, LNS-MQ POUCH-300/50 G	311999	AMS	\$4,500,001 – \$7,500,000	FY24	Q1, Q2, Q3, Q4	TBD	New		
10531	EMERGNCY FD, SF-LNS POUCH-300/50 G	311999	AMS	\$4,500,001 – \$7,500,000	FY24	Q1, Q2, Q3, Q4	TBD	New		
10530	OIL, VEGETABLE PAIL-20 L	311225	AMS	\$4,500,001 – \$7,500,000	FY24	Q1, Q2, Q3, Q4	Small Business set-aside	New		
10529	OIL, VEGETABLE BOTTLE, PLS-6/4 L 670-719	311225	AMS	\$4,500,001 – \$7,500,000	FY24	Q1, Q2, Q3, Q4	Small Business set-aside	New		
10528	OIL, VEGETABLE CAN-6/4 L	311225	AMS	\$4,500,001 – \$7,500,000	FY24	Q1, Q2, Q3, Q4	Small Business set-aside	New		
10527	CORNMEAL, SOY-FORT BAG-HP-25 KG	311211	AMS	\$4,500,001 – \$7,500,000	FY24	Q1, Q2, Q3, Q4	Small Business set-aside	New		
10526	LENTILS BAG-50 KG	311999	AMS	\$4,500,001 – \$7,500,000	FY24	Q1, Q2, Q3, Q4	Small Business set-aside	New		

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[USDA Procurement Forecast](#)

SAM.gov Contract Opportunities

An official website of the United States government [Here's how you know](#) ▼



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Simple Search **Search Editor**

☐ Any Words 
☒ All Words 
☐ Exact Phrase 

Federal Organizations 

Federal Organizations

012 - AGRICULTURE, DEPARTMENT OF  Dept./Ind. Agency

Dates 

Showing 1 - 25 of 1,081 results

Nevada - GHMC Aerial Insecticide Application

Notice ID: NVGHMC2024

THIS IS A PRESOLICITATION NOTICE FOR UPCOMING REQUEST FOR QUOTES (RFQs). THIS IS NOT A REQUEST FOR QUOTE. INTERESTED CONTRACTORS ARE RESPONSIB

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Department/Ind.Agency
AGRICULTURE,
DEPARTMENT OF

Subtier
ANIMAL AND PLANT
HEALTH INSPECTION
SERVICE

Office
MRPBS MINNEAPOLIS MN

Contract Opportunities

Current Response Date
August 01, 2024 at 11:00 AM EDT

Notice Type
Original Presolicitation

Updated Date
May 2, 2024

Published Date
May 2, 2024

Siuslaw NF, Oregon Dunes National Recreation Area Landscaping Services

Notice ID: 1240BK24Q0070

This is a combined synopsis/solicitation for commercial items prepared in accordance with the format in Subpart 12.6 of the Federal Acquisition Reg

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Department/Ind.Agency
AGRICULTURE,
DEPARTMENT OF

Subtier
FOREST SERVICE

Office
SIUSLAW NATIONAL
FOREST

Contract Opportunities

Current Date Offers Due
May 08, 2024 at 05:00 PM EDT

Notice Type
Updated Combined
Synopsis/Solicitation

Updated Date
May 2, 2024 (1)

Published Date
May 2, 2024

Camp Creek Road Gravel Spreading, Jackson County, CO

Notice ID: 1240LT24Q0043

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Department/Ind.Agency
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FOREST SERVICE

Office
SIUSLAW NATIONAL
FOREST

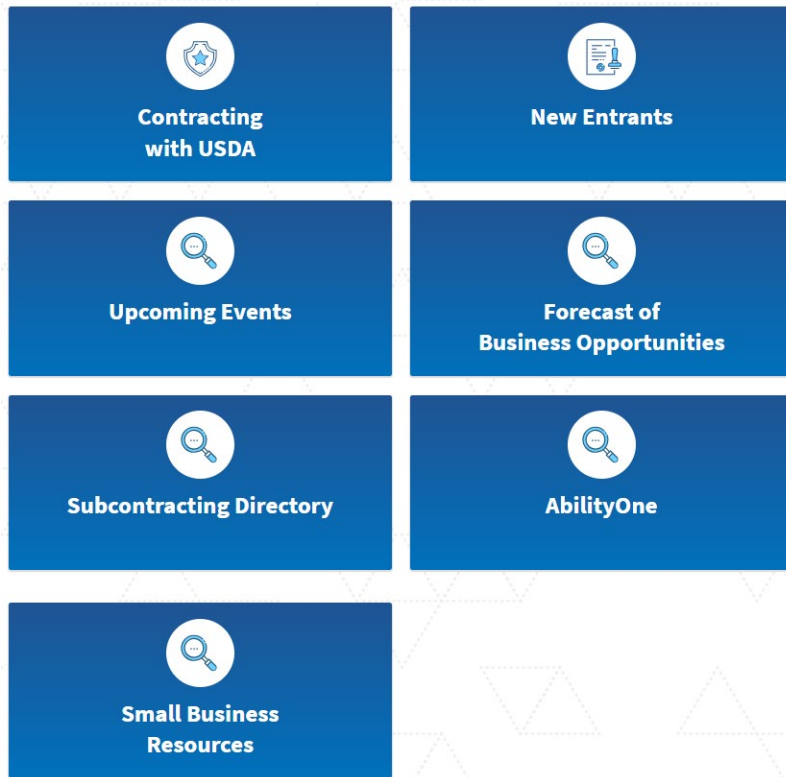
Contract Opportunities

Current Date Offers Due
May 30, 2024 at 06:00 PM EDT

Your company **MUST** be registered in SAM to do business with the Government!

Small Business Resources

[Office of Small and Disadvantaged Business Utilization \(OSDBU\) | USDA](#)



Quick OSDBU Links:

[Small Business Specialists | USDA](#)

[Vendor Capability Submission Portal |
USDA](#)

Other Links:

[Forest Service VIPR](#)

Vendor Communication Plan



DEPARTMENT OF AGRICULTURE VENDOR COMMUNICATION PLAN

[USDA Vendor
Communication Plan](#)

Q&A

