

374th Airlift Wing

Integrity - Service - Excellence



米国政府との取引について

**Doing Business With
the U.S. Government**



概要 Outline

1. 米国政府との契約
2. 契約形態と凡例
3. 入札準備
4. 調達情報の閲覧方法

1. Contracting with the US Government
2. Types and Examples of Contracts
3. Preparing to Do Business
4. Accessing Procurement Information



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主な在日米軍施設

Major U.S. Installations in Japan

- 三沢飛行場
- 横田飛行場
- 横須賀海軍施設
- 厚木海軍飛行場
- 岩国飛行場
- 佐世保基地
- 嘉手納基地
- 普天間基地

- Misawa Air Base
- Yokota Air Base
- Yokosuka Navy Base
- Atsugi Navy Base
- Iwakuni Air Base
- Sasebo Air Base
- Kadena Air Base
- Futenma Air Base





米政府の調達の流れ

US Government Procurement Flow

1. 市場調査

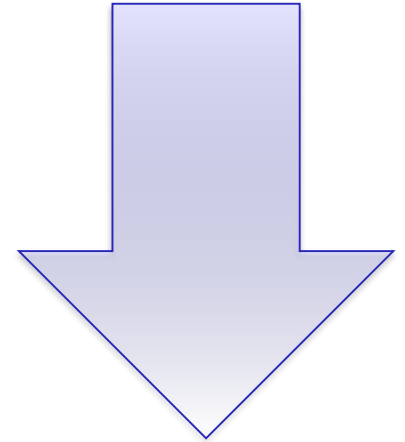
- 調達の対象となる市場の調査

2. 契約締結

- 米国購買規則に基づく公平かつ公正な取引

3. 契約管理

- 契約修正・完遂に関する事務処理



1: Market Research

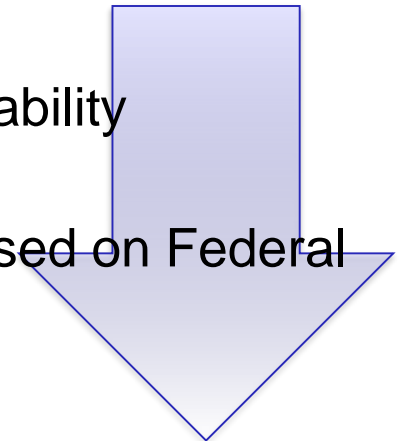
- Research market conditions and commercial availability

2: Contract Execution

- Full and free competition with fair opportunities based on Federal Acquisition Regulation

3: Contract Administration

- Contract administration for modification/ close-out





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主要な契約形態

Primary Types of Contracts

■ 固定価格契約

- 契約価格又は単位出来高当たりの固定単価

■ 数量未確定契約

- 契約内で規定された範囲内において調達時期，数量ともに未確定で包括的

■ Firm Fixed-Price (FFP) Contracts

- Price is firm and cannot change w/o equitable adjustment

■ Indefinite-Delivery Indefinite-Quantity (IDIQ) Contracts

- Comprehensive contract with uncertain delivery/quantities within ceiling value prescribed by the contract



Types and Examples of Purchases

■ 主な調達対象

1. 物品
2. サービス
3. 建設施工

■ 3 Primary Types of Requirements/Purchases

1. Supplies
2. Services
3. Construction



契約形態と凡例

Types and Examples of Purchases

■ 物品/ Supplies





契約形態と凡例

Types and Examples of Purchases

■ サービス/ Services





契約形態と凡例

Types and Examples of Purchases

- 建築施工/ Construction





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General Requirements

1. 米国政府の商取引に関する方針及び手続の確認
2. インターネット環境
3. 業者登録

1. US Government Contract Policy Compliance
2. Internet Access
3. Participant Registration



Registration Process Overview

■ 業者登録プロセス

1. D-U-N-Sの申請・登録



2. ケージコードの取得



3. SAMにて企業情報の登録



4. WAWFにて口座情報の登録

■ Registration Process

1. Obtain D-U-N-S Number



2. Obtain CAGE (NCAGE) Code



3. Register Vendor Info in SAM



4. Register Bank Account Info in WAWF



ダンズナンバーの申請・登録 D-U-N-S Number Registration

■ ダンズナンバーの取得

1. How can JP companies access free form themselves? Online website requires payment...3000 yen. Does this link work:
https://www.navfac.navy.mil/navfac_worldwide/pacific/fecs/far_east/about_us/co_ntractors_information.html
2. 指定の申請用紙に必要事項を記入
3. 記入した用紙を（株）東京商工リサーチプロダクトサポート部宛へFAXにて送信（FAX番号：03-5221-0712）

■ D-U-N-S Number Registration

1. Pending Top
2. Complete the request form
3. Submit the form via FAX (FAX Number: 03-5221-0712)



ケージコードの取得 Cage Code Registration

■ ケージコード(エヌケージコード) の取得

1. 下記URLへアクセスし“Organization Name”に会社名を入力後Enterボタンをクリック
2. “Not Found”と表示されることで過去の登録の有無を確認
3. ページ下部に“Request New CAGE”をクリックしガイダンスに従い新規登録を開始

取得用URL : <https://eportal.nspa.nato.int/AC135Public/scage/CageList.aspx>

■ Obtaining Cage Code (NCAGE Code)

1. Go to the registration link below and search your company name
2. If you see “Not Found” on the screen, your company has not yet been registered
3. Click the “Request New CAGE” button on the bottom of the page to commence registration and follow on-screen instructions

Registration URL: <https://eportal.nspa.nato.int/AC135Public/scage/CageList.asp>



企業情報の登録

Vendor Information Registration

■ SAMにて企業情報の登録

- 登録はSAMのサイト (<https://www.sam.gov/>) にて行う
- 確認事項：
 - ✓ ダンズナンバーを取得済み
 - ✓ ケージコードを取得済み
 - ✓ (米国に税金を納める必要がある場合) 納税者認証番号を確認済み
 - ✓ 振込先銀行のABA Routing Numberを銀行に確認済み

■ Registration of Vendor Information to SAM

- Registration process is available at <https://www.sam.gov/>
- Requirements:
 - ✓ Registered D-U-N-S Number
 - ✓ Registered Cage Code
 - ✓ Tax Identification Number if your firm is tax payer in the U.S.
 - ✓ ABA Routing Number for your bank account



SAMに関する注意事項

SAM Additional Info

■ SAMのアカウント登録に関する注意事項

- 登録料・更新料は無料
- 登録 ≠ 契約受注
- 年次更新

■ Additional Information regarding SAM Registration

- Account Creation/ Renewing is FREE
- SAM Registration does NOT guarantee contract award
- Annually renew registration to keep your account active



WAWFの登録

WAWF Registration

■ WAWFにて口座情報の登録

- 契約上、約款に基づき契約金額が口座間での取引に限定される場合、口座情報の登録が必須。
- 口座情報は<https://wawf.eb.mil/>上で登録可能

■ Registration of Account Information in WAWF

- Billing information (bank account information) must be registered in WAWF in accordance with the contract clauses
- Registration procedures are available at: <https://wawf.eb.mil/>



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Accessing Procurement Information

- **FBO (Federal Business Opportunities)**
 - <https://www.fbo.gov/>
- **NECO (Navy Electronic Commerce Online)**
 - <https://www.neco.navy.mil/>
- **AsiaNECO**
 - <https://asia.neco.navy.mil/>
- **GSAeBuy**
 - <https://www.ebuy.gsa.gov/ebuy/>
- **CHESS (Computer Hardware Enterprise Software and Solutions)**
 - <https://asc.army.mil/web/portfolio-item/eis-chess/>



Accessing Procurement Information

- **FBO (Federal Business Opportunities)**

- <https://www.fbo.gov/>

- **NECO (Navy Electronic Commerce Online)**

- <https://www.neco.navy.mil/>

- **AsiaNECO**

- <https://asia.neco.navy.mil/>

- **GSAeBuy**

- <https://www.ebuy.gsa.gov/ebuy/>

- **CHES (Computer Hardware Enterprise Software and Solutions)**

- <https://asc.army.mil/web/portfolio-item/eis-chess/>



調達情報の閲覧方法 FBO Search Portal

■ Federal Business Opportunitiesの一例

■ One Example of Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **28,100*** active federal opportunities.

Posted Date: Set-Aside Code:

Place of Performance: Type:

Keyword / Solicitation #: Agency:

Additional criteria and multiple selections are available on the [advanced search form](#).

* Notices posted within the last 90 days.

i BUY AMERICAN ACT
View historical agency spend data regarding exceptions to the Buy American Act.
[Download Excel file](#)

i FBO RECOVERY REPORTS
▪ [Click here for Opportunities](#)
▪ [Click here for Awards](#)
Learn more [about FBO recovery](#)



調達情報の閲覧方法

FBO Keyword Search

■ 閲覧・検索方法

- 機関名 (空軍・陸軍・海軍)
- DoDAAC
 - FA5209 横田基地
 - FA5205 三沢基地
 - FA5270 嘉手納基地...等
- キーワード (Painting 等)
- 入札案件番号

■ Search by:

- Agency Type (AF, Army, Navy)
- DoDAAC
 - FA5209 = Yokota
 - FA5205 = Misawa
 - FA5270 = Kadena
- Keyword (e.g. painting)
- Solicitation Number



調達情報の閲覧方法 Types of Posts in FBO

■ 調達情報の種類

- 情報要請
- 事前公示
- 入札公示
- 落札情報

■ Types of Procurement Posts in FBO

- Sources Sought
- Pre-solicitation
- Combined Synopsis/ solicitation
- Award notice



質問 Questions?



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