

# Introduction to Government Procurement



By **John Miller, Procurement Specialist**



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## **41 Years of Federal Government Logistics Experience:**

- 8 Years as Inventory Manager
- 12 Years as Logistician
- 21 Years as Contracts Specialist/ Contracting Officer/Grants Officer



**Does the Federal  
Government want  
to do business  
with your  
company?**

**YES, IF THEY NEED YOUR  
PRODUCT OR SERVICE!**

- **The U.S. Government is the world's largest buyer of goods and services.**
- **Government contracting purchases totaling ~ \$4 trillion a year are awarded to large and small businesses.**
- **Federal agencies are required to establish small business contracting goals.**



## **So how do you get in the Game?**

The first step is to register with the federal System for Award Management (SAM) at

**<https://www.sam.gov>**

# **Before you register in SAM, find the NAICS Codes for your industry...free:**

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<http://www.naics.com/search.htm>

**Be sure to pick all of the North American Industry Classification System (NAICS) codes that define your product or service.**

- EX: If you are an electrical contractor or supplier, you should also register for the general contractor and other construction NAICS codes so you can market to the prime contractors that bid government work.

# EX: A search for “Electrical Contractor” yields:



Home Data Enrichment Business Lists Market Research Products Company Lookup Find Your NAICS Code

+ NAICS Links & Resources

### NAICS/SIC SEARCH RESULTS

[NAICS Search](#)

[SIC Search](#)

NAICS	NAICS Title	Common Keywords	SIC Crosswalk
238210	Electrical Contractors and Other Wiring Installation Contractors	Electrical, electrical wiring, and low voltage electrical work	<a href="#">View SIC</a>
334515	Instrument Manufacturing for Measuring and Testing Electricity and Electrical Signals	Battery testers, electrical, manufacturing	<a href="#">View SIC</a>
336320	Motor Vehicle Electrical and Electronic Equipment Manufacturing	Electrical ignition cable sets for internal combustion engines manufacturing	<a href="#">View SIC</a>
423610	Electrical Apparatus and Equipment, Wiring Supplies, and Related Equipment Merchant Wholesalers	Generators, electrical (except motor vehicle), merchant wholesalers	<a href="#">View SIC</a>
335999	All Other Miscellaneous Electrical Equipment and Component Manufacturing	Mercury arc rectifiers (i.e., electrical apparatus) manufacturing	<a href="#">View SIC</a>
335210	Small Electrical Appliance Manufacturing	Electrically heated bed coverings manufacturing	<a href="#">View SIC</a>
811118	Other Automotive Mechanical and Electrical Repair and Maintenance	Electrical repair shops, automotive	<a href="#">View SIC</a>
238990	All Other Specialty Trade Contractors	Cable splicing (except electrical or fiber optic)	<a href="#">View SIC</a>

#### Need Help?

What are you Searching for? \*

-Choose One-

[Submit](#)

#### Data Services & Products

- [Business Lists](#)
- [Data Appends](#)
- [Data Append API](#)
- [NAICS & SIC Manuals](#)


#### Business Data Blog

- [What is NAICS Code 541310? Full Description & Statistics](#)
- [What is NAICS Code 454110? Full Description & Statistics](#)
- [What is NAICS Sector 23? Full Description & Statistics](#)
- [What is NAICS Code 511210? Full](#)



# System for Award Management (SAM): <https://www.sam.gov>

[View assistance for SAM.gov](#)




**A NEW WAY TO SIGN IN** - If you already have a SAM account, use your **SAM email** for login.gov.

**Log In**

[Login.gov FAQs](#)


[HOME](#) [SEARCH RECORDS](#) [DATA ACCESS](#) [CHECK STATUS](#) [ABOUT](#) [HELP](#)

 **ALERT:** SAM.gov will be down for scheduled maintenance Saturday, 02/15/2020 from 8:00 AM to 3:00 PM


The System for Award Management (SAM) is an official website of the U.S. government. There is no cost to use SAM. You can use this site for FREE to:

- Register to do business with the U.S. government
- Update or renew your entity registration
- Check status of an entity registration
- Search for entity registration and exclusion records

## Getting Started




### Create A User Account




Start by creating a SAM user account.

### Register Entity




After creating your SAM user account, log in to register to do business with the U.S. government.

### Search Records



Do a public search for existing entity registration records or exclusion records.

Federal users can log in to see additional information.



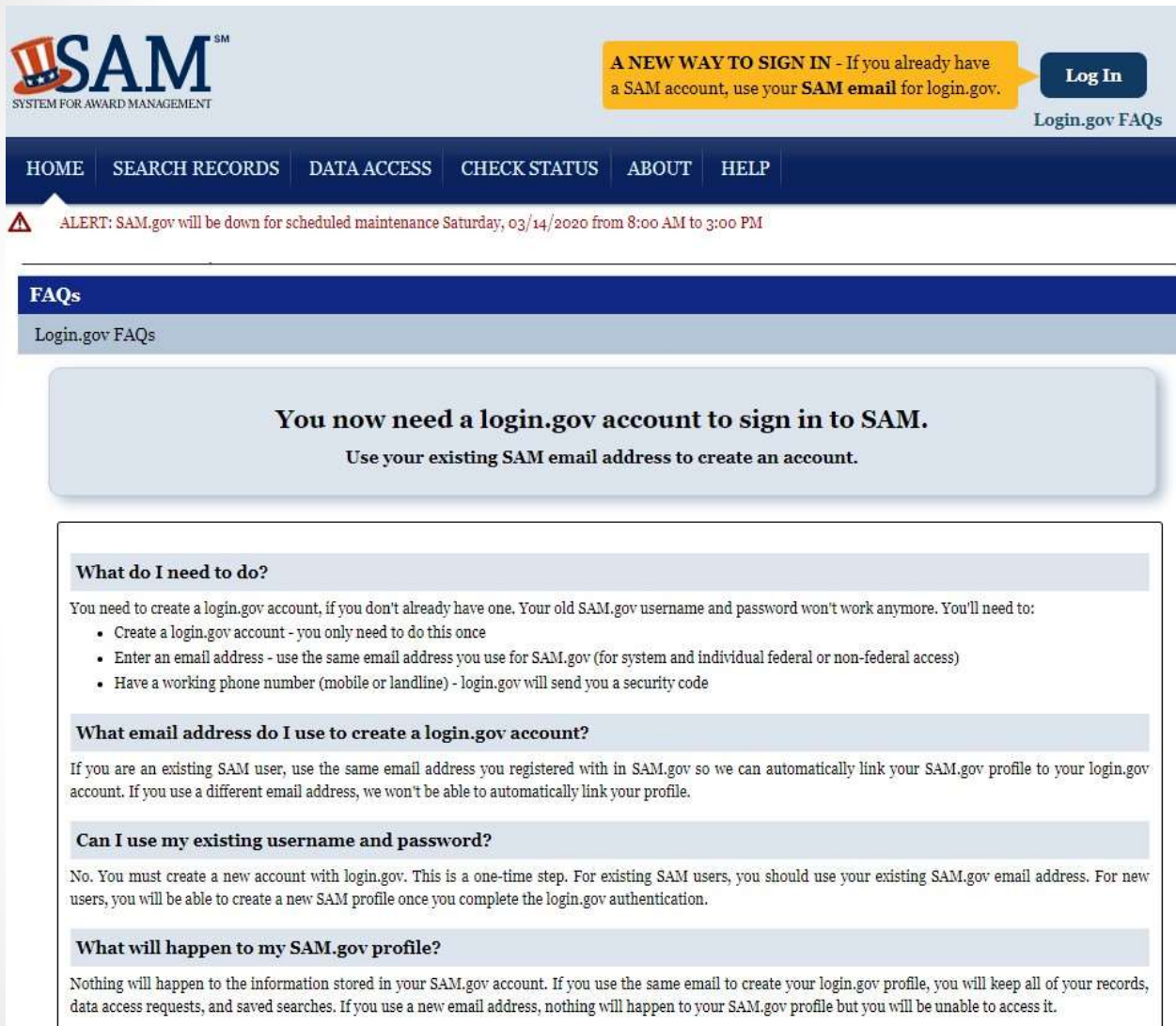
IBM-P-20200124-1615  
WWW8

[Search Records](#)[Data Access](#)[Check Status](#)[About](#)[Help](#)

[Disclaimers](#)[Accessibility](#)[Privacy Policy](#)

[FAPIS.gov](#)[GSA.gov/IAE](#)[GSA.gov](#)[USA.gov](#)

This is a U.S. General Services Administration Federal Government computer system that is "FOR OFFICIAL USE ONLY." This system is subject to monitoring. Individuals found performing unauthorized activities are subject to disciplinary action including criminal prosecution.



The screenshot shows the SAM.gov homepage. At the top left is the SAM logo with the text 'SYSTEM FOR AWARD MANAGEMENT'. To the right is a yellow callout box with the text: 'A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov.' Next to this is a blue 'Log In' button. Below the callout is a link for 'Login.gov FAQs'. A dark blue navigation bar contains links for HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, and HELP. Below this is a red alert banner: 'ALERT: SAM.gov will be down for scheduled maintenance Saturday, 03/14/2020 from 8:00 AM to 3:00 PM'. A section titled 'FAQs' contains a link for 'Login.gov FAQs'. Below this is a large light blue box with the text: 'You now need a login.gov account to sign in to SAM. Use your existing SAM email address to create an account.' At the bottom is a detailed FAQ section with the following questions and answers:

**What do I need to do?**  
You need to create a login.gov account, if you don't already have one. Your old SAM.gov username and password won't work anymore. You'll need to:

- Create a login.gov account - you only need to do this once
- Enter an email address - use the same email address you use for SAM.gov (for system and individual federal or non-federal access)
- Have a working phone number (mobile or landline) - login.gov will send you a security code

**What email address do I use to create a login.gov account?**  
If you are an existing SAM user, use the same email address you registered with in SAM.gov so we can automatically link your SAM.gov profile to your login.gov account. If you use a different email address, we won't be able to automatically link your profile.

**Can I use my existing username and password?**  
No. You must create a new account with login.gov. This is a one-time step. For existing SAM users, you should use your existing SAM.gov email address. For new users, you will be able to create a new SAM profile once you complete the login.gov authentication.

**What will happen to my SAM.gov profile?**  
Nothing will happen to the information stored in your SAM.gov account. If you use the same email to create your login.gov profile, you will keep all of your records, data access requests, and saved searches. If you use a new email address, nothing will happen to your SAM.gov profile but you will be unable to access it.

**STEP #1:**  
**Create**  
**your SAM**  
**Log-in**  
**using your**  
**email**  
**address**



# Get your DUNS\* Number FREE, if you don't have one already.

**DUNS = Data  
Universal  
Numbering System  
created by Dunn &  
Bradstreet, to  
identify a specific  
business**

<https://fedgov.dnb.com/webform/>

dun & bradstreet

Company Lookup > Search >

## Search

Fill out the following information to search for your company.

Please select the country or territory where your company is physically located, then click continue.

Please DO NOT enter any periods or special characters anywhere in the form, including a + or ( ) in the phone number. Invalid characters include > < ( ) # % { } + ;

For questions regarding the countries listed please contact Dun & Bradstreet at [SAMHelp@dnb.com](mailto:SAMHelp@dnb.com)

UNITED STATES OF AMERICA ▾

**Continue**

Enter the following information for companies located in UNITED STATES OF AMERICA and click the submit button to execute your search.

Business Name \*

Street

City

State \*

Phone



[Click here for a new image](#)  
[Click here to listen to audio](#)  
[Click here to download wav file](#)

Enter the verification code shown:

This is to prevent automated registrations

**Submit**



# SAM Registration


- Detailed guidance is available on-line and by phone from SAM customer service
- Registration typically takes 2-3 business days
- SAM registration is a *Go/No-Go* access requirement to do business with the Federal Government.

**IF YOU DON'T REGISTER, YOU ARE NOT IN THE GAME...SO REGISTER.  
IT'S FREE but it is NOT your only marketing tool.**

# Next, review the Learning Center


<https://beta.sam.gov/help/contract-opportunities>

[Learning Center](#) / [Contract Opportunities](#)

 Library

Keyword Search

Find Glossary, FAQs, and Videos



New to beta.SAM.gov

Data Sets

Assistance Listings

**Contract Opportunities**

Contract Data


Entity Information

Federal Hierarchy

Wage Determinations

Resources

Policies

 What you think matters!

[Provide Feedback](#)

LEARNING CENTER

**Contract Opportunities**

This site is the official source

Organizations within the federal government publish notices on proposed contract actions valued at more than \$25,000. These notices, or contract opportunities, cover announcements through official solicitations in the pre-award process. Anyone interested in doing business with the government can use this system to research active opportunities.

Each contract opportunity found here provides the following information:


- The original notice and any related notices to show the full pre-award acquisition
- A notice history that includes updates and tracking changes
- Any related attachments or external links
- Instructions on how to submit a response, offer, or proposal
- The date on which responses are due

You can search for opportunities by keyword, solicitation ID, or by the name of a federal organization. You can then use a wide variety of filters to narrow results. Related notices are linked together to get a fuller acquisition view.




While you don't need a user account to view contract opportunities, you will need one to access additional capabilities—such as:

- Saving and rerunning searches
- Following opportunities to keep up to date on notices
- Adding yourself to an opportunity's Interested Vendors List
- Downloading search results or display items into .pdf or .csv files
- Running customized reports on opportunities data



Legacy website






**Contractor Resources**

-  [Transition Fact Sheet](#)
-  [Contractor Quick Start Guide](#)
-  [Contract Opportunity for Contractors video](#)





**Federal Opportunities Resources**

-  [FBO Transition guide for Federal Administrators](#)
-  [Contract Opportunity for Federal Users Video](#)

**Federal User Quick Start Guides**

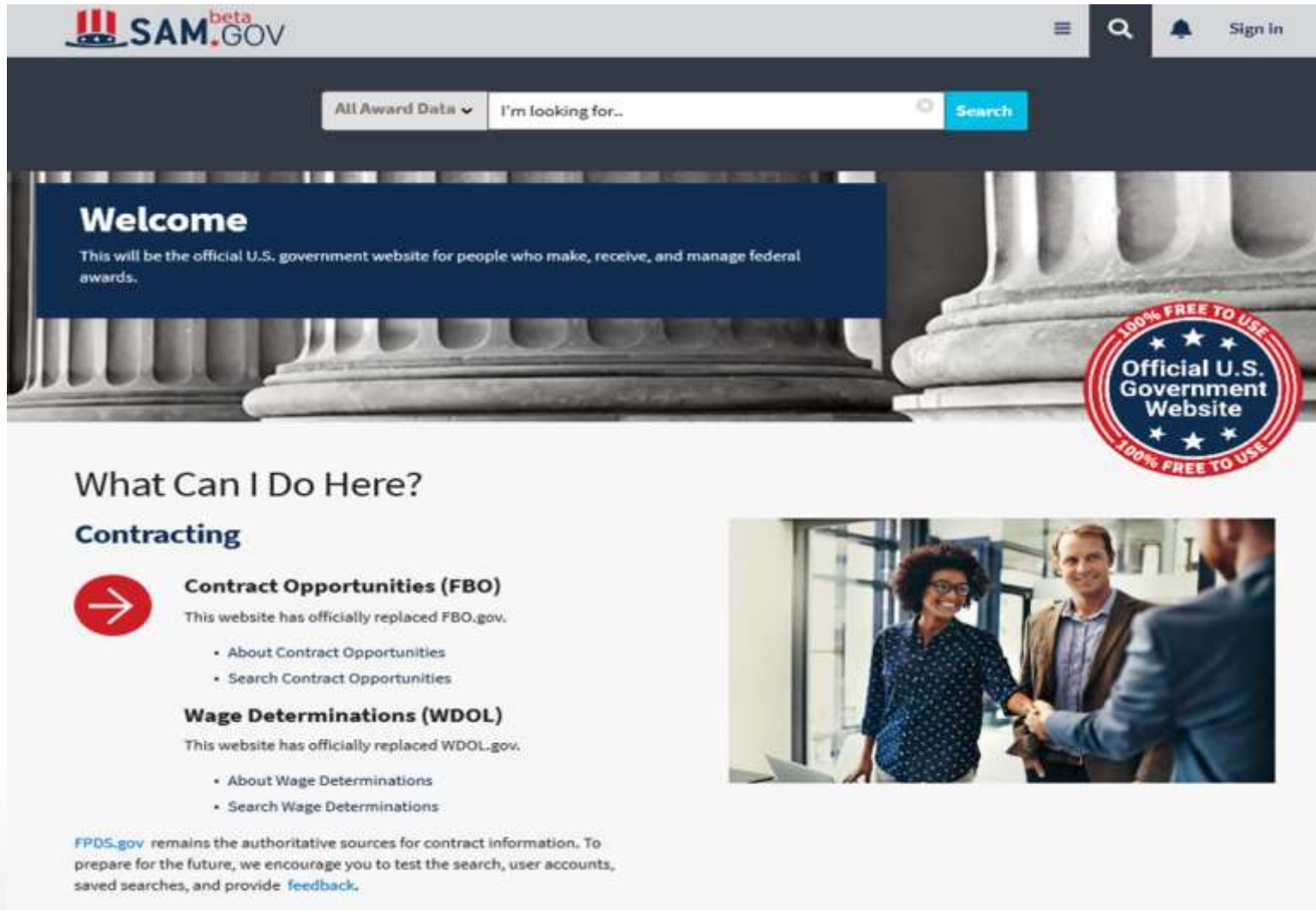
-  [Vol 1 - Preparing \(Roles, etc\)](#)
-  [Vol 2 - Creating and Posting Opportunities](#)
-  [Vol 3 - Managing opportunities and IVL](#)

**User Resources**

-  [Role Management Quick Start Guide](#)
-  [Role Management video](#)
-  [Login and Role Migration Quick Start Guide](#)
-  [Login and Role Migration Video](#)

# Search for Federal Contract Opportunities at:


<https://beta.sam.gov/> *formerly fbo.gov*



The screenshot shows the SAM.gov beta website. At the top is the SAM.gov logo with a 'beta' tag. To the right are navigation icons for a menu, search, and notifications, along with a 'Sign in' link. Below this is a search bar with a dropdown menu set to 'All Award Data' and a placeholder text 'I'm looking for..'. A blue 'Search' button is to the right of the search bar. The main content area features a large blue banner with the word 'Welcome' and the text 'This will be the official U.S. government website for people who make, receive, and manage federal awards.' The background of the banner is a grayscale image of classical columns. In the bottom right corner of the banner is a circular red seal with white stars and the text '100% FREE TO USE' and 'Official U.S. Government Website'. Below the banner, the heading 'What Can I Do Here?' is followed by the 'Contracting' section. This section includes a red circular icon with a white arrow pointing right. Under this icon, the heading 'Contract Opportunities (FBO)' is followed by the text 'This website has officially replaced FBO.gov.' and a list of links: 'About Contract Opportunities' and 'Search Contract Opportunities'. Below this, the heading 'Wage Determinations (WDOL)' is followed by the text 'This website has officially replaced WDOL.gov.' and a list of links: 'About Wage Determinations' and 'Search Wage Determinations'. At the bottom of the page, a paragraph states: 'FPDS.gov remains the authoritative sources for contract information. To prepare for the future, we encourage you to test the search, user accounts, saved searches, and provide [feedback](#).' To the right of the 'Contracting' section is a photograph of three people in an office setting: a woman with curly hair and glasses, a man in a brown jacket, and another person whose back is to the camera.

**What Can I Do Here?**

**Contracting**

 **Contract Opportunities (FBO)**  
This website has officially replaced FBO.gov.

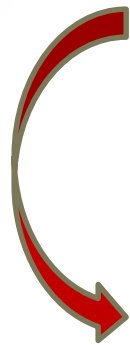
- [About Contract Opportunities](#)
- [Search Contract Opportunities](#)

**Wage Determinations (WDOL)**  
This website has officially replaced WDOL.gov.

- [About Wage Determinations](#)
- [Search Wage Determinations](#)

FPDS.gov remains the authoritative sources for contract information. To prepare for the future, we encourage you to test the search, user accounts, saved searches, and provide [feedback](#).

# Keyword search for federal business opportunities at <https://beta.sam.gov>



## Contract Opportunities

[Change Filters](#) [Clear All](#)

### Status

☒ Active Only

### Keywords

logistics x

[Clear All](#)

### Inactive Date

From

Month

Day

Year

To

Month

Day

Year

[Clear](#) [Filter](#)

### Published Date

From

Month

Day

Year

To

Month

Day

Year

[Clear](#) [Filter](#)

## Search Results

Showing 1 - 10 of 25,232 results

Sort By 

Relevance

### Logistics Roundtable with NGCV CFT

OVERVIEW:

The Next Generation Combat Vehicles Cross Functional Team (NGCV CF

...

Department/Ind. Agency

DEPARTMENT OF DEFENSE

Sub-tier

DEPT OF THE ARMY

Office

W4GG HQ US ARMY TACOM

### Logistics Modernization Integration Support (LMIS) for Defense Logistics Agency (DLA) Distribution

Logistics Modernization Integration Support (LMIS) for Defense Logistics Agency (DLA) Distribution.

...

Department/Ind. Agency

DEPARTMENT OF DEFENSE

Sub-tier

DEFENSE LOGISTICS AGENCY (DLA)

Office

DLA DISTRIBUTION

Contract Opportunities

Notice ID

logisticsroundtable

Current Response Date

Nov 7, 2019

Last Updated Date

Oct 31, 2019 (2)

Last Published Date

Oct 31, 2019

Type

Updated Special Notice

Contract Opportunities

Notice ID

SP3300-20-R-5002

Current Date Offers Due

Feb 28, 2020

Last Updated Date

Jan 21, 2020 (6)

Last Published Date

Jan 21, 2020

Type

Updated Solicitation

# Research Opportunities

- Research government and prime contractor targets to determine which agencies or companies that do business with the government are most likely to buy the products or services that you provide.
  - *You can search them out by NAICS codes, zip codes, city, state or keywords in the SAM database, whether you are registered or not!*
- Research trade publications and attend industry seminars and trade shows to contact potential business prospects.



# Networking

- **Talk to the Small Business Representatives at your local government activities.**
- **Develop a list of 5-10 target customers, starting with ones that are most likely to do business with you.**
- **Lead with your ability to solve their problems and meet their needs.**
- **Most Government Agencies have restrictions on direct marketing efforts, due to security requirements.**

# Marketing to the Federal Government



The point of contact for federal contract marketing is the Agency's **Small Business Representative, NOT** the Agency's Contracting Officer.

## Find an Office of Small and Disadvantaged Business Utilization

Many federal agencies have a dedicated office to help small businesses search and compete for contract opportunities within the agency. These offices are known as either an Office of Small and Disadvantaged Business Utilization (OSDBU) or an Office of Small Business Programs (OSBP). They may hold informational trainings and outreach events, or provide contact information for businesses to use to ask questions about contracting with their agencies.

### Sell to the Military

Find out how your small business can get a contract with the military. Follow these links to visit the OSDBUs or OSBPs for each branch of the military:

- [Department of the Air Force](#)
- [Department of Defense \(DOD\)](#)
- [Department of the Navy](#)
- [National Guard](#)
- [U.S. Army](#)
- [U.S. Department of Veterans Affairs \(VA\)](#)
- [United States Coast Guard](#)
- [United States Marine Corps](#)

### Sell to a Federal Agency

Find out how your small business can get a contract with a specific federal agency. Follow these links to visit the OSDBUs or OSBPs within top federal agencies:

- [Defense Contract Management Agency \(DCMA\)](#)
- [Defense Information Systems Agency \(DISA\)](#)
- [Defense Logistics Agency \(DLA\)](#)
- [Department of Commerce \(DOC\)](#)

**How to find  
the Small  
Business  
Rep:  
*Every  
Federal  
Agency has  
one!***

**<https://www.usa.gov/expand-business#item-213433>**

# Your Capability Statement

- Describes to potential government clients what products and/or services you and your organization offer with applicable NAICS codes.
- Highlights your company's past accomplishments and future capabilities.

Mailing a hard copy with original signature on a cover letter is the most effective way to communicate.

- **Be sure to include:** what you do with all appropriate NAICS codes, your company history, your staff capabilities, your equipment and resources (use photos when possible), locations, your contact information (email, phone, website), and client testimonials, if you have them, especially from other government agencies.

Numerous samples of Capabilities Statements and guidance on creating one are available online, or you can contact a Veterans Business Outreach Center or your local Procurement Technical Assistance Center for help: [www.SBA.gov/tools/local-assistance](http://www.SBA.gov/tools/local-assistance)

Company logo (if any) Company name Company address Company website Contact information (Name, phone, email)		CAPABILITY STATEMENT	
<b>CORE COMPETENCIES</b> THIS IS YOUR SALES PITCH: Short introduction of the company's core competencies tailored to the customer's/ agency's specific needs, followed by strong keyword bullet points.			
<b>PAST PERFORMANCE</b> List past customers for whom you have done <u>similar</u> work. If past projects do not relate to the targeted agency's needs, do not list them. Prioritize by related agency (i.e. federal, state, local, then commercial). Include specific contact information for references: Name, title, email, phone. If your company does not have relevant experience, highlight your team member's experience that indicates your ability to perform		<b>DIFFERENTIATORS (BULLETS)</b> Identify what makes you different from your competitors and how this benefits the agency. What is unique about your business and why is that <u>important to the customer</u> ? Why you can do it better, faster, cheaper, on time? DO YOUR RESEARCH!	
<b>COMPANY DATA</b> Very brief company description detailing pertinent data. (American-owned/ Date established/Business entity (Florida LLC 2013) Customers will visit your website for additional information. Make sure your website is always up-to-date and demonstrates a government or business focus.		<b>LIST PERTINENT CODES</b> <ul style="list-style-type: none"> <li>• Special Certifications: 8(a); HUB Zone; Woman Owned Small Business (WOSB); Veteran Owned Small Business (VOSB); Service-Disabled Veteran Owned Small Business (SDVOSB); etc.</li> <li>• Dun &amp; Bradstreet (DUNS)</li> <li>• NAICS codes for your primary service or product</li> <li>• CAGE Code, if you have one</li> <li>• GSA Schedule Contract Number(s)</li> <li>• Other federal contract vehicles</li> <li>• State/Local Contract Numbers</li> <li>• Payment requirements, if applicable (Major credit cards accepted)</li> </ul>	

**Your Capability Statement can be one page. Two pages should suffice. Use your website for more details.**

***Find this template on [www.VBOC.org](http://www.VBOC.org) 's Basic Training Page under Government Contracting***

**<http://vboc.org/basic-training/>**

# Doing Business with the Department of Defense (DoD)

DoD is a major purchaser of goods and services. In Fiscal Year 2020, the DoD budget will be \$738 Billion.

**“23% of the total value of all prime contracts is required to be awarded to eligible small businesses.”**



Source: <https://business.Defense.gov/>






OFFICE OF SMALL BUSINESS PROGRAMS  
 DEPARTMENT OF DEFENSE

Search Office of Small Bu

ABOUT HOME PROGRAMS SMALL BUSINESS ACQUISITION EVENTS CONTACT BLOG

HOME > SMALL BUSINESS > MARKETING TO DoD



## Guide to Marketing to DoD

Are you a small business interested in working for DoD? Pursuing DoD contracts is not for everyone; it requires patience, persistence and an in-depth understanding of federal acquisition rules.

It typically takes at least 18 months of planning before a government contractor wins their first contract. Plan to invest significant time and resources becoming procurement ready, identifying potential opportunities, marketing to potential clients, developing proposals, implementing your first DoD contract and complying with DoD rules.

While it's not easy, several government resources and tools can help you win your first DoD contract. This step-by-step guide explains how to get started.

### Step 1: Enlist Your Support Network

DoD's support network serves you. In 1985, DoD created the Procurement Technical Assistance Program (PTAP), which is administered by the Defense Logistics Agency, for the specific purpose of helping small businesses that want to learn about doing business with DoD.

The PTAP's **Procurement Technical Assistance Centers** (PTACs) help small businesses compete for and execute contracts with DoD and other federal agencies. Most PTAC services are free. You can find your local PTAC [here](#).

**Small Business Development Centers** (SBDCs) provide aspiring entrepreneurs and small business owners free one-on-one training in business plan development, finance and marketing. SCORE holds events and workshops across the country to match entrepreneurs with local, volunteer mentors. You can find your local SCORE business office [here](#).

A list of public and private programs that support veteran entrepreneurs is [here](#).

#### LINKS

##### Tariffs

The Department of Commerce implemented tariffs on steel and aluminum imports for national security reasons. The U.S. Trade Representative announced tariffs to combat unfair trade practices on certain Chinese goods. Additional tariffs on a larger list of goods from China are expected in the future. Small businesses should become familiar with what imported products are affected to make informed business decisions as tariffs could increase the total cost of certain imported goods.

##### FBO.gov

Federal government sources-sought notices, Requests for Information and unclassified solicitations are released on FedBizOpps.

##### FPDS.gov

The Federal Procurement Database

This is the "how-to" section of working with the Department of Defense. Information includes guides on marketing to the DoD, government contracting basics and subcontracting fundamentals.

You'll find the detailed contact information for:

- Prime Contractors
  - The DoD's Small and Disadvantaged Business Specialists (SADBUS)
  - Non-Appropriated Fund Activities, such as the base Commissary, Exchanges, Marinas, Service Member Clubs, etc.
  - Procurement Technical Assistance Centers
- [www.aptac-us.org](http://www.aptac-us.org)**

**<https://business.defense.gov/Small-Business/Marketing-to-DoD/>**

# **Marketing to Prime Contractors for Subcontract Work is an excellent way to get in the game.**

**After receiving a Notice of Award from Contract Opportunities at *www.beta.SAM.gov* that a contract has been awarded,**

- Send your Capabilities Statement and cover letter offering to subcontract a portion of the work required by the contract.
- State in the cover letter that you also wish to be considered for future business opportunities.

**You may also search SAM for current and prior contract awards.**

- You can contact the successful companies for upcoming and potential subcontracting opportunities.

# **HINT:** There is no central clearing house of subcontracting opportunities.

Some are posted at beta.SAM.gov, but the best place for small businesses to inquire is with the Agency's **Office of Small & Disadvantaged Business Utilization (OSDBU)**:

**Office of Small and Disadvantaged Business Utilization of major contracting agencies:**

Select the Govt. department that you wish to contact.

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- [Department of Defense \(DOD\)](#)
- [Department of the Navy](#)
- [National Guard](#)
- [U.S. Army](#)
- [U.S. Department of Veterans Affairs \(VA\)](#)
- [United States Coast Guard](#)
- [United States Marine Corps](#)

### **Sell to a Federal Agency**

Find out how your small business can get a contract with a specific federal agency. Follow these links to visit the OSDBUs or OSBPs within top federal agencies:

- [Defense Contract Management Agency \(DCMA\)](#)
- [Defense Information Systems Agency \(DISA\)](#)
- [Defense Logistics Agency \(DLA\)](#)

**<https://www.usa.gov/expand-business#item-213433>**

Find the DoD Prime Contractor Directory...for free:

<https://business.defense.gov/Acquisition/Subcontracting/Subcontracting-For-Small-Business/>



## Subcontracting for Small Business

### DoD Prime Contractor Directory

Our fiscal year 2017 *DoD Prime Contractor Directory* identifies large prime contractors that are required to establish subcontracting plans with goals. The list includes company names, prime contract numbers, contract periods of performance, NAICS codes, company points of contact (POCs), POC phone numbers and POC email addresses. You can use this directory to find the contact information of prime contractors for potential subcontracting opportunities. The directory is generated from data contained in Individual Subcontract Reports (ISRs) reported by prime contractors in the Electronic Subcontracting Reporting System (eSRS) and data contained in the Federal Procurement Data System (FPDS).

All contracts with "N/A" listed for periods of performance are Indefinite-Delivery-Indefinite-Quantity (IDIQ) contracts that have task orders with their own periods of performances; the task orders are not listed; only the IDIQ contract.

### DoD PRIME CONTRACTORS

- BAE
- CACI
- General Dynamics
- Kirin Builders
- Lockheed Martin
- Northrop Grumman
- SAIC
- Textron



# Find a state-by-state listing of federal government prime contractors:

## <https://www.sba.gov/document/support--directory-federal-government-prime-contractors-subcontracting-plans>

 U.S. Small Business Administration

Translate SBA en Español For Partners Newsroom Contact Us

Business Guide Funding Programs Federal Contracting Learning Center Local Assistance About SBA

SUPPORT

## Directory of federal government prime contractors with subcontracting plans

DOWNLOAD .XLSX

*The directory lists federal government contractors with requirements to subcontract to small businesses.*

**Disclaimer:**

The data within the report is generated from data contained in the [Federal Procurement Data System-Next Generation \(FPDS-NG\)](#). The Federal Government Agency who awarded the contract is the owner of and has all rights to this data. SBA cannot provide you any information about the contract award or assist you with receiving subcontracts. SBA has no rights to make any changes to this data. If you have any questions or concerns about the data within the report, please contact the Federal Government Agency who awarded the contract.

**Listing of Federal Government Prime Contractors with a Subcontracting Plan.**

The directory is a listing of Federal government contractors that have a requirement to subcontract to small businesses. This listing is intended for small business concerns seeking to find subcontracting possibilities with Federal Government Prime Contractors.

Although, the other-than-small business has an obligation to subcontract to small business (SB) doesn't mean they are seeking new subcontractors. They may already have teams of small business subcontractors. Therefore, this directory is not a guarantee that you will receive a subcontract.

Use this directory as a tool to identify which businesses you should perhaps investigate and follow through with their recruiting processes to

Feedback

# Small Business Set-Asides

Every year, the federal government awards more than \$500 Billion in contracts, and a significant share of those contracts are specifically allotted to small businesses.



<https://www.sba.gov/partners/contracting-officials/small-business-procurement/set-aside-procurement>





# Small Business Procurement Goals

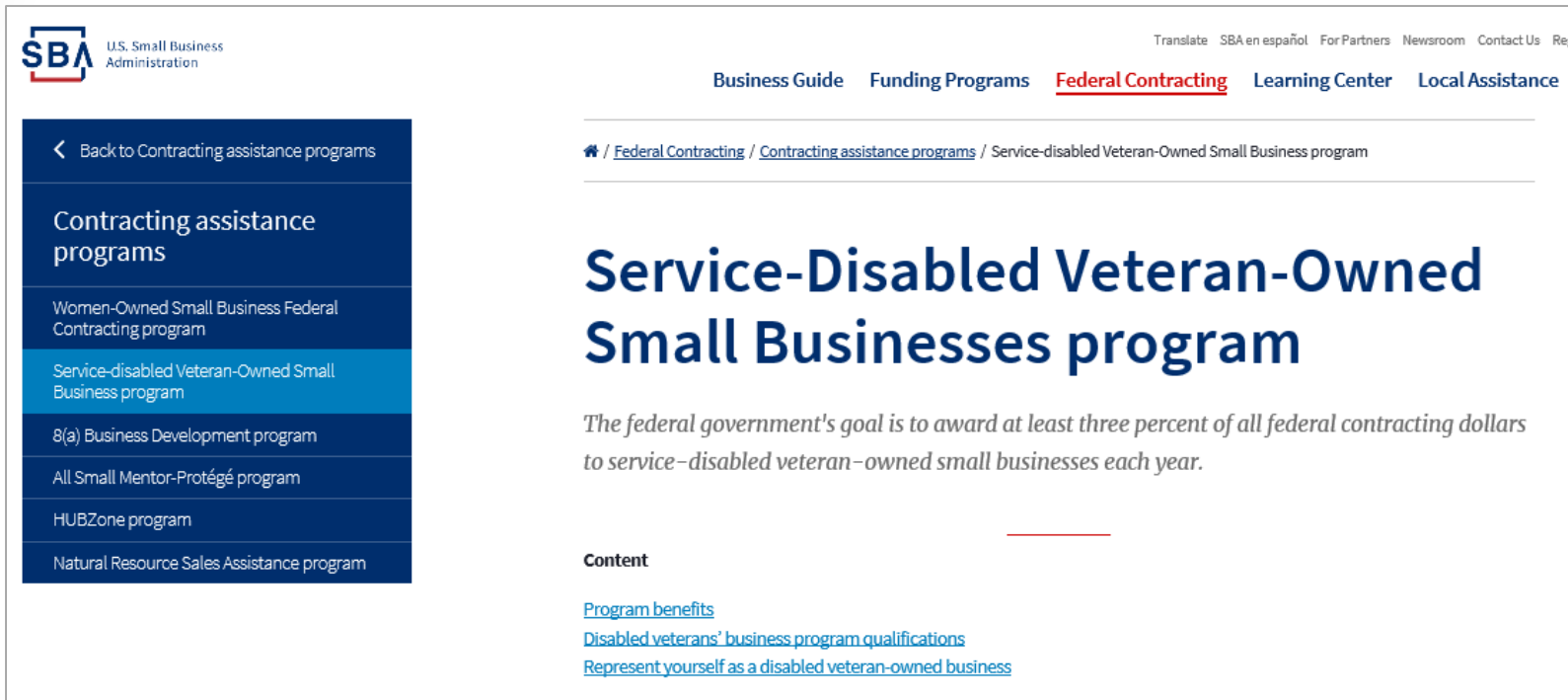
**The SBA works with Federal Agencies to award at least 23% of all prime government contracts to small businesses, with specific statutory goals for these certifications:**

- Service-Disabled Veteran-Owned Businesses (SDVOSB)
- Women-Owned Businesses (WOSB)
- Small Businesses Located in Historically Under-utilized Business Zones (HUBZone)
- 8(a) Certified as a Disadvantaged Small Businesses

**Set-aside goals are subject to change and vary by Agency.**

- *Check with the Small Business Representative for current year goals for that particular Agency.*

# 3% Set-Aside Goals for Service-Disabled Veteran-Owned Businesses (SDVOSB)



The screenshot shows the SBA website's "Federal Contracting" section. On the left is a navigation menu with a "Back to Contracting assistance programs" link and a list of programs: "Contracting assistance programs", "Women-Owned Small Business Federal Contracting program", "Service-disabled Veteran-Owned Small Business program" (highlighted in light blue), "8(a) Business Development program", "All Small Mentor-Protégé program", "HUBZone program", and "Natural Resource Sales Assistance program". The main content area has a breadcrumb trail: "Federal Contracting / Contracting assistance programs / Service-disabled Veteran-Owned Small Business program". The title "Service-Disabled Veteran-Owned Small Businesses program" is prominently displayed. Below it, a quote states: "The federal government's goal is to award at least three percent of all federal contracting dollars to service-disabled veteran-owned small businesses each year." A "Content" section lists three links: "Program benefits", "Disabled veterans' business program qualifications", and "Represent yourself as a disabled veteran-owned business".

**SBA** U.S. Small Business Administration

Translate SBA en español For Partners Newsroom Contact Us Register

Business Guide Funding Programs **Federal Contracting** Learning Center Local Assistance

[Back to Contracting assistance programs](#)

Contracting assistance programs

Women-Owned Small Business Federal Contracting program

Service-disabled Veteran-Owned Small Business program

8(a) Business Development program

All Small Mentor-Protégé program

HUBZone program

Natural Resource Sales Assistance program

[Federal Contracting](#) / [Contracting assistance programs](#) / Service-disabled Veteran-Owned Small Business program

## Service-Disabled Veteran-Owned Small Businesses program

*The federal government's goal is to award at least three percent of all federal contracting dollars to service-disabled veteran-owned small businesses each year.*

### Content

- [Program benefits](#)
- [Disabled veterans' business program qualifications](#)
- [Represent yourself as a disabled veteran-owned business](#)

**SDVOSB OWNERSHIP REQUIREMENT:** The business must be 51% owned and controlled by one or more service-disabled veterans

**<https://www.sba.gov/federal-contracting/contracting-assistance-programs/service-disabled-veteran-owned-small-businesses-program>**

# Set-Asides for Service-Disabled Veteran-Owned Businesses (SDVOSB)

Service-Disabled Veteran status is self-certifying. Your DD-214 issued at separation from your military service or a Claim Decision Letter from the Veterans Administration is the only required documentation for SDVOSB self-certification...except for contracting with the Veterans Administration.



*Doing business with the Veterans Administration requires registration to bid on or participate in VA internal procurements.*

**<http://www.va.gov/oal/business/dbwva.asp>**

# SBA Woman-Owned Small Business (WOSB) Certification

## Program Goal: 5% of all federal contracts to WOSB-certified small businesses



The screenshot shows the SBA website's navigation and content for the Women-Owned Small Business Federal Contracting program. The top navigation bar includes links for Translate, SBA en español, For Partners, Newsroom, Contact Us, and Register. Below this, a secondary navigation bar lists Business Guide, Funding Programs, Federal Contracting (highlighted), Learning Center, and Local Assistance. A left sidebar contains a list of contracting assistance programs, with 'Women-Owned Small Business Federal Contracting program' selected. The main content area features the title 'Women-Owned Small Business Federal Contracting program' and a statement about the federal government's goal to award at least five percent of all federal contracting dollars to women-owned small businesses each year. Below the title, there is a 'Content' section with links to 'Program benefits', 'Women's contracting program eligibility requirements', and 'Get certified as a women-owned small business'.

**SBA** U.S. Small Business Administration

Translate SBA en español For Partners Newsroom Contact Us Register

Business Guide Funding Programs **Federal Contracting** Learning Center Local Assistance

[Back to Contracting assistance programs](#)

Contracting assistance programs

- Women-Owned Small Business Federal Contracting program
- Service-disabled Veteran-Owned Small Business program
- 8(a) Business Development program
- All Small Mentor-Protégé program
- HUBZone program
- Natural Resource Sales Assistance program

## Women-Owned Small Business Federal Contracting program

*The federal government's goal is to award at least five percent of all federal contracting dollars to women-owned small businesses each year.*

### Content

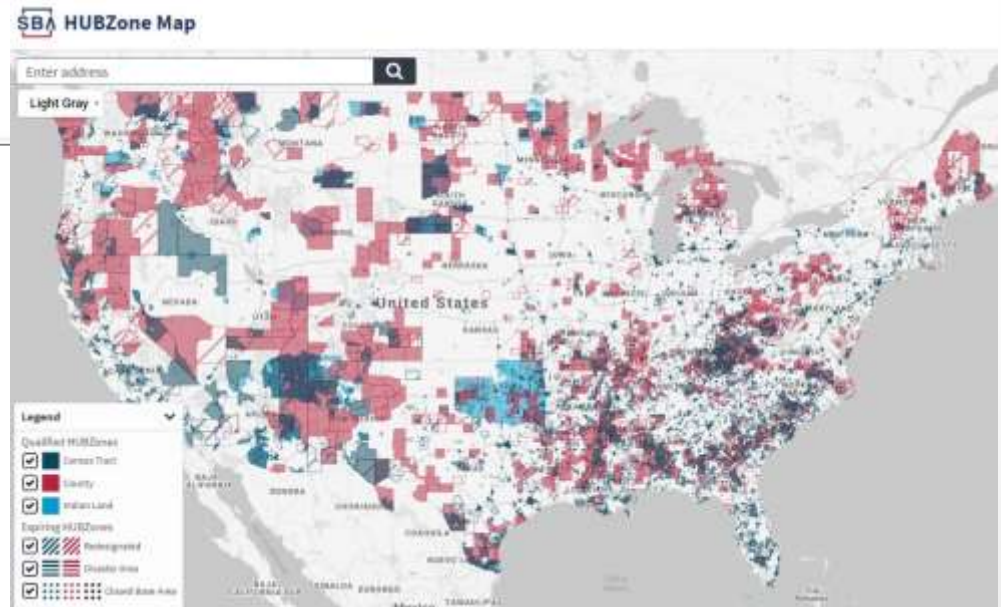
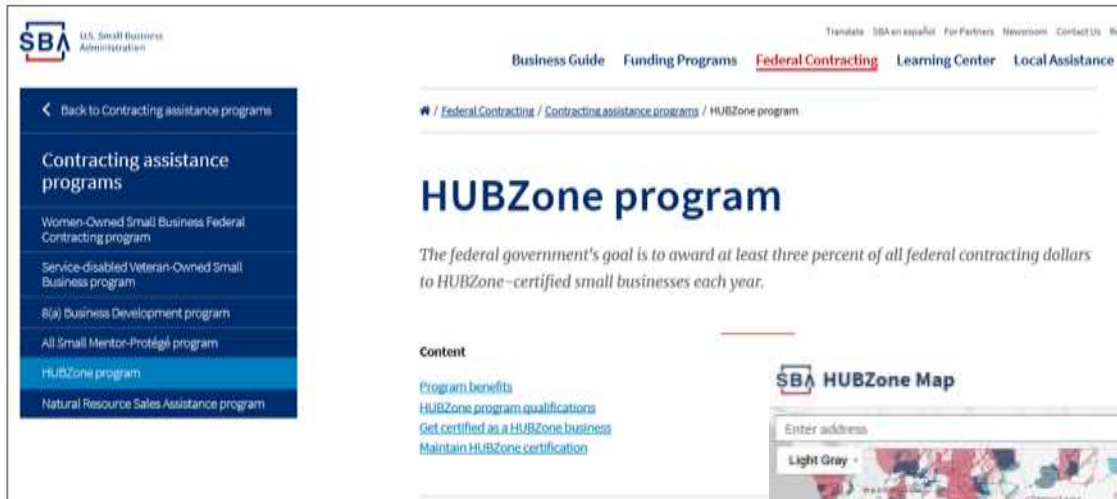
- [Program benefits](#)
- [Women's contracting program eligibility requirements](#)
- [Get certified as a women-owned small business](#)

**WOSB OWNERSHIP REQUIREMENT:** The business must be 51% owned and controlled by one or more women

**<https://www.sba.gov/federal-contracting/contracting-assistance-programs/women-owned-small-business-federal-contracting-program>**

# SBA HUB Zone Certification Program Goal:

## 3% of all federal contracts to HUB Zone-certified small businesses

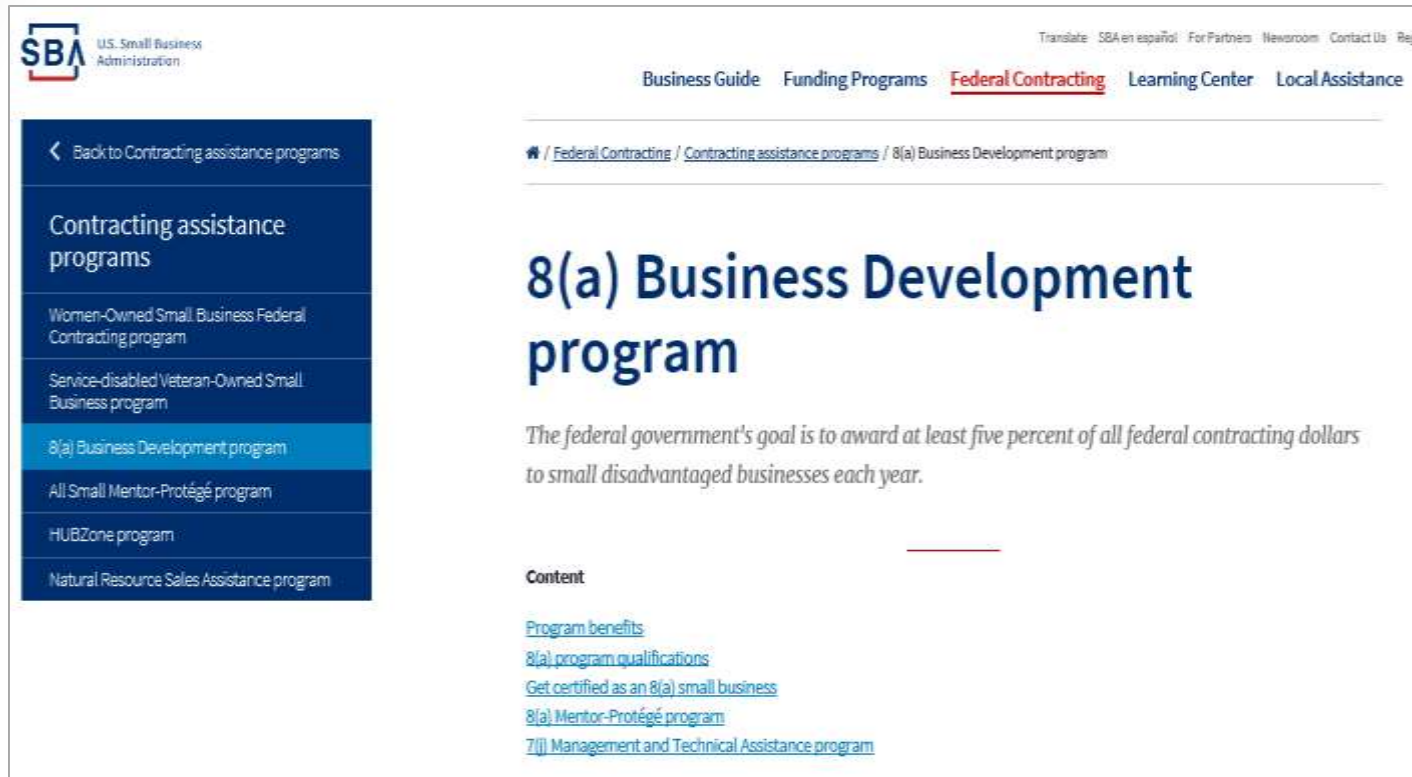


SBA's HUBZone designation is intended to stimulate economic development in rural and economically disadvantaged communities.

<https://www.sba.gov/federal-contracting/contracting-assistance-programs/hubzone-program>

# SBA 8(a) Certification Program Goal:

## 5% of all federal contracts to 8(a) Certified Small Businesses



The screenshot shows the SBA website's "Federal Contracting" section. On the left is a sidebar with a menu of contracting assistance programs, where "8(a) Business Development program" is highlighted. The main content area features the title "8(a) Business Development program" and a statement about the federal government's goal to award at least five percent of all federal contracting dollars to small disadvantaged businesses each year. Below this is a "Content" section with links to program benefits, qualifications, certification, the Mentor-Protégé program, and the Management and Technical Assistance program.

**SBA** U.S. Small Business Administration

Translate: SBA en español For Partners: Newsroom: Contact Us: Register

Business Guide Funding Programs **Federal Contracting** Learning Center Local Assistance

[Back to Contracting assistance programs](#)

[Federal Contracting](#) / [Contracting assistance programs](#) / [8\(a\) Business Development program](#)

## 8(a) Business Development program

*The federal government's goal is to award at least five percent of all federal contracting dollars to small disadvantaged businesses each year.*

### Content

- [Program benefits](#)
- [8\(a\) program qualifications](#)
- [Get certified as an 8\(a\) small business](#)
- [8\(a\) Mentor-Protégé program](#)
- [7\(j\) Management and Technical Assistance program](#)

The 8(a) Business Development Program assists eligible socially and economically disadvantaged small business in competing for federal procurements.

**<https://www.sba.gov/federal-contracting/contracting-assistance-programs/8a-business-development-program>**



# An Overview of Selling to Federal Government



# Review guidance at the SBA website at:

<https://www.sba.gov/federal-contracting>



[Translate](#) [SBA en español](#) [For Partners](#) [Newsroom](#) [Contact Us](#) [Register](#) [Log In](#) 

[Business Guide](#) [Funding Programs](#) [Federal Contracting](#) [Learning Center](#) [Local Assistance](#) [About SBA](#)



## Contracting guide

Learn how to find and win contracts with the federal government.



## Contracting assistance programs

Gain a competitive edge with help from the SBA's business development programs.



## Counseling and help

Find counseling and training resources to help you understand the federal contracting process.

# What is the Government Buying?

**Federal Procurement Data Systems- Next Generation (FPDS-NG)** contains detailed contract actions over \$25,000 and summary data on procurements less than that.

Ad Hoc reports offer the ability to select individual fields from the FPDS-NG database to run a query.

The screenshot shows the homepage of the Federal Procurement Data System - Next Generation (FPDS-NG). The header features the system's name and a navigation menu with links to Home, Newsroom, Reports, Status, Worksite, Archives, Training, and Help. The main content area is divided into three columns. The left column contains a Login section with fields for Log-In and Password, a Log In button, and links for Forgot Your Password?, Security and Privacy, Contact Help Desk, and a note about clicking here for very important D&B Information. Below this is a Registration section with links to Register and Who Should Register?, and an FAQs section with a link to FPDS-NG. The middle column features an ezSearch section with a Google-like search bar and a note that ezSearch contains procurement data as well as additional NASA data. Below this are three news items: 'FY 2015 Small Business Goaling Report', 'Upgrade to TLS 1.2 and SHA2 for FPDS Integrators', and 'NIA - Operation Freedom's Sentinel (OFS)'. The right column contains a news item titled 'NIA Expiration Date Extended to 2017' with a list of two items: 'National Interest Action value 'Operation Freedom's Sentinel (OFS)' expiration date has been extended from 12/31/2015 to 12/31/2017 on the FPDS-NG Production System' and 'National Interest Action value 'Operations in Iraq and Syria' expiration date has been extended from 09/30/2015 to 09/30/2017 on the FPDS-NG Production System'.

**Federal Procurement Data System - Next Generation**

» Home » Newsroom » Reports » Status » Worksite » Archives » Training » Help

**Login**

Log-In:

Password:

**Login**

» Forgot Your Password?

» Security and Privacy

» Contact Help Desk

» You must click [here](#) for very Important D&B Information

**Registration**

» Register

» Who Should Register?

**FAQs**

» FPDS-NG

**ezSearch**

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

**FY 2015 Small Business Goaling Report**

FY 2015 Small Business Goaling Report is now available on the 'Reports' page of FPDS-NG. [Click here](#) for the report.

The Small Business Goaling Report is a department level report that displays Small Business data for a specified date range by Funding/Contracting Agency.

**Upgrade to TLS 1.2 and SHA2 for FPDS Integrators**

Transport Layer Security (TLS) 1.0 was removed from FPDS-NG production on February 20, 2016. In accordance with the National Institute of Standards & Technology (NIST) Policy on Hash Functions, we also upgraded the FPDS-NG system to support SHA-2 SSL certificates. All systems will need to install a copy of the new certificate(s) in their server's trusted certificate store to allow communication. Questions regarding the upgrade should be directed to the Federal Service...

**NIA Expiration Date Extended to 2017**

1. National Interest Action value 'Operation Freedom's Sentinel (OFS)' expiration date has been extended from 12/31/2015 to 12/31/2017 on the FPDS-NG Production System. National Interest Action value 'Operation Freedom's Sentinel (OFS)' is valid from 01/01/2015 to 12/31/2017.
2. National Interest Action value 'Operations in Iraq and Syria' expiration date has been extended from 09/30/2015 to 09/30/2017 on the FPDS-NG Production System. National Interest Action value 'Operations in Iraq and Syria' is valid from 09/14/2015 to 09/30/2017.

**NIA - Operation Freedom's Sentinel (OFS)**

[https://www.fpds.gov/fpdsng\\_cms/index.php/en/](https://www.fpds.gov/fpdsng_cms/index.php/en/)



# Federal Procurement Data System - Next Generation

[» Home](#) | [» Newsroom](#) | [» Reports](#) | [» Status](#) | [» Worksite](#) | [» Archives](#) | [» Training](#) | [» Calendar](#) | [» Help](#) |

**Start Search**

Log-In:

Password:

Log In

- [» Forgot Your Password?](#)
- [» Security and Privacy](#)
- [» Contact Help Desk](#)

## Registration

- [» Register](#)
- [» Who Should Register?](#)

## FAQ's

- [» FPDS-NG](#)
- [» ezSearch](#)

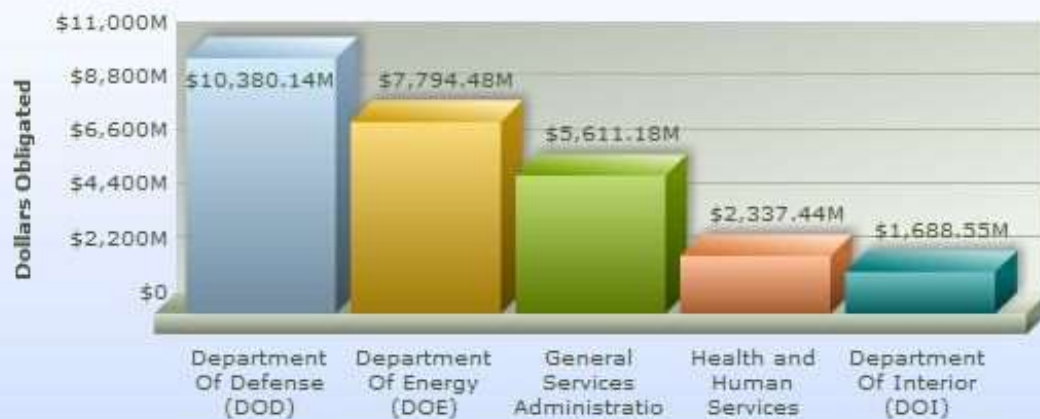
ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

Recovery | FY 2009 | FY 2010 | FY 2011

Top 5 Departments By Dollars Obligated



# **Government Spending Thresholds**

**Micro-purchases using government agency credit cards up to \$10,000, depending on the agency**

- Active prime contractors may request this list from the Agency's Small Business Rep at their discretion

**Procurements between \$15,000 - \$25,000 require an RFQ or RFP advertised by the Agency**

**Procurements over \$25,000 must be posted on "Contract Opportunities" at [www.beta.SAM.gov](http://www.beta.SAM.gov)**



# Copies of Government Contracts Awarded

**You can receive copies of awarded contracts under the Freedom of Information Act (FOIA).**

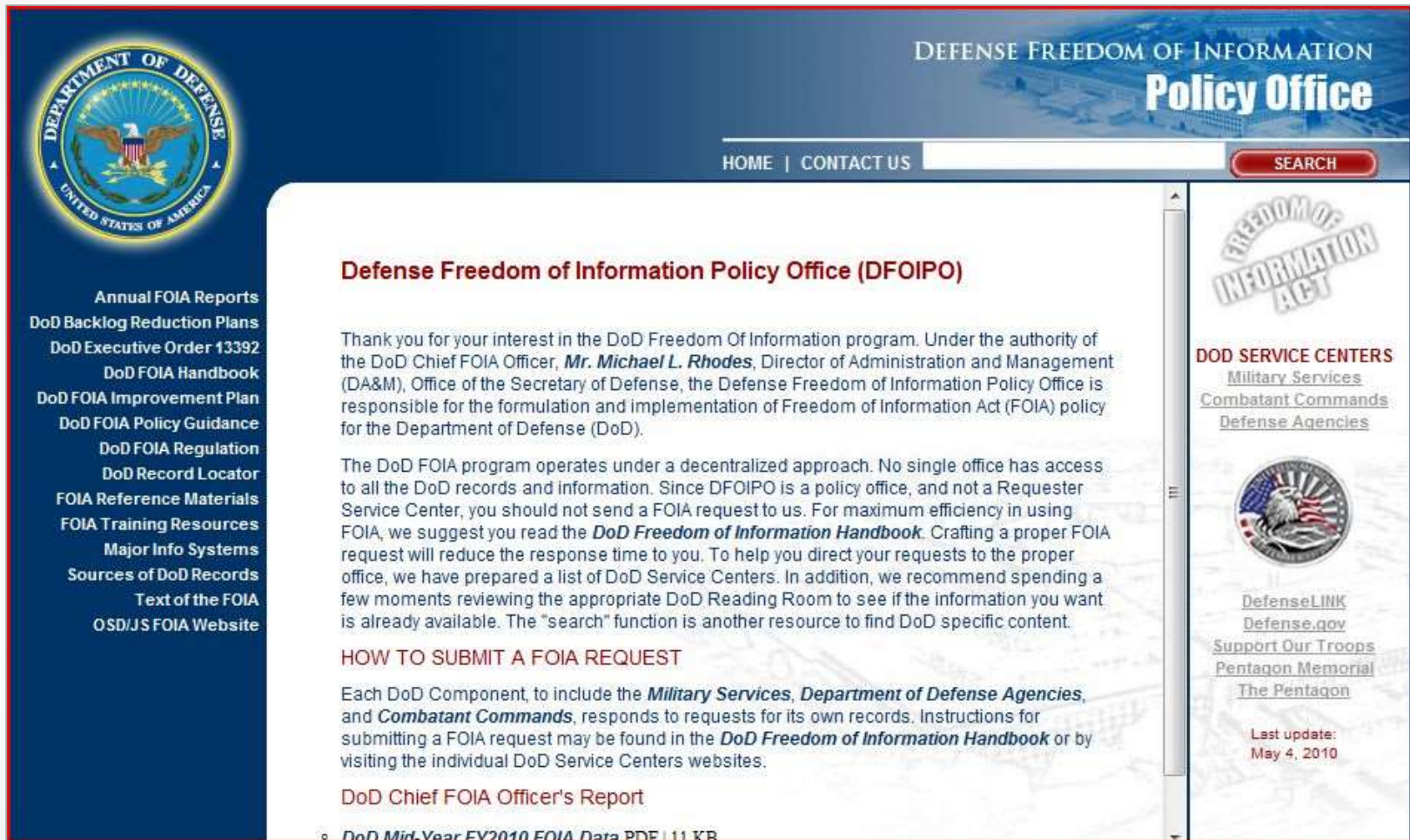
- Copies of awarded contracts contain historical data including specifications, statements of work, terms, conditions, and prices. *This information can be invaluable when preparing your proposal.*

**Contact the specific Agency's FOIA official**

- Written Requests are honored: Mark your envelope ***“Freedom of Information Act Request”***



# Example: The DoD's FOIA



The screenshot shows the official website of the Defense Freedom of Information Policy Office (DFOIPO). The header features the Department of Defense seal on the left and the title "DEFENSE FREEDOM OF INFORMATION Policy Office" on the right. Navigation links for "HOME" and "CONTACT US" are present, along with a search bar. A left sidebar lists various resources such as "Annual FOIA Reports" and "DoD Backlog Reduction Plans". The main content area is titled "Defense Freedom of Information Policy Office (DFOIPO)" and contains a welcome message from Mr. Michael L. Rhodes, Director of Administration and Management. It explains the DFOIPO's role in implementing the Freedom of Information Act (FOIA) policy for the DoD. A section titled "HOW TO SUBMIT A FOIA REQUEST" provides instructions on how to submit requests, including the use of the "DoD Freedom of Information Handbook". A right sidebar features a "FREEDOM OF INFORMATION ACT" graphic, links to "DOD SERVICE CENTERS" (Military Services, Combatant Commands, Defense Agencies), and other resources like "DefenseLINK", "Defense.gov", "Support Our Troops", "Pentagon Memorial", and "The Pentagon". A "Last update: May 4, 2010" notice is also present. The footer indicates the page is "DoD Mid-Year FY2010 FOIA Data PDF | 11 KB".

**DEFENSE FREEDOM OF INFORMATION Policy Office**

HOME | CONTACT US SEARCH

**Defense Freedom of Information Policy Office (DFOIPO)**

Thank you for your interest in the DoD Freedom Of Information program. Under the authority of the DoD Chief FOIA Officer, **Mr. Michael L. Rhodes**, Director of Administration and Management (DA&M), Office of the Secretary of Defense, the Defense Freedom of Information Policy Office is responsible for the formulation and implementation of Freedom of Information Act (FOIA) policy for the Department of Defense (DoD).

The DoD FOIA program operates under a decentralized approach. No single office has access to all the DoD records and information. Since DFOIPO is a policy office, and not a Requester Service Center, you should not send a FOIA request to us. For maximum efficiency in using FOIA, we suggest you read the ***DoD Freedom of Information Handbook***. Crafting a proper FOIA request will reduce the response time to you. To help you direct your requests to the proper office, we have prepared a list of DoD Service Centers. In addition, we recommend spending a few moments reviewing the appropriate DoD Reading Room to see if the information you want is already available. The "search" function is another resource to find DoD specific content.

**HOW TO SUBMIT A FOIA REQUEST**

Each DoD Component, to include the ***Military Services***, ***Department of Defense Agencies***, and ***Combatant Commands***, responds to requests for its own records. Instructions for submitting a FOIA request may be found in the ***DoD Freedom of Information Handbook*** or by visiting the individual DoD Service Centers websites.

**DoD Chief FOIA Officer's Report**

DoD Mid-Year FY2010 FOIA Data PDF | 11 KB

**DOD SERVICE CENTERS**

[Military Services](#)  
[Combatant Commands](#)  
[Defense Agencies](#)

**DefenseLINK**  
[Defense.gov](#)  
[Support Our Troops](#)  
[Pentagon Memorial](#)  
[The Pentagon](#)

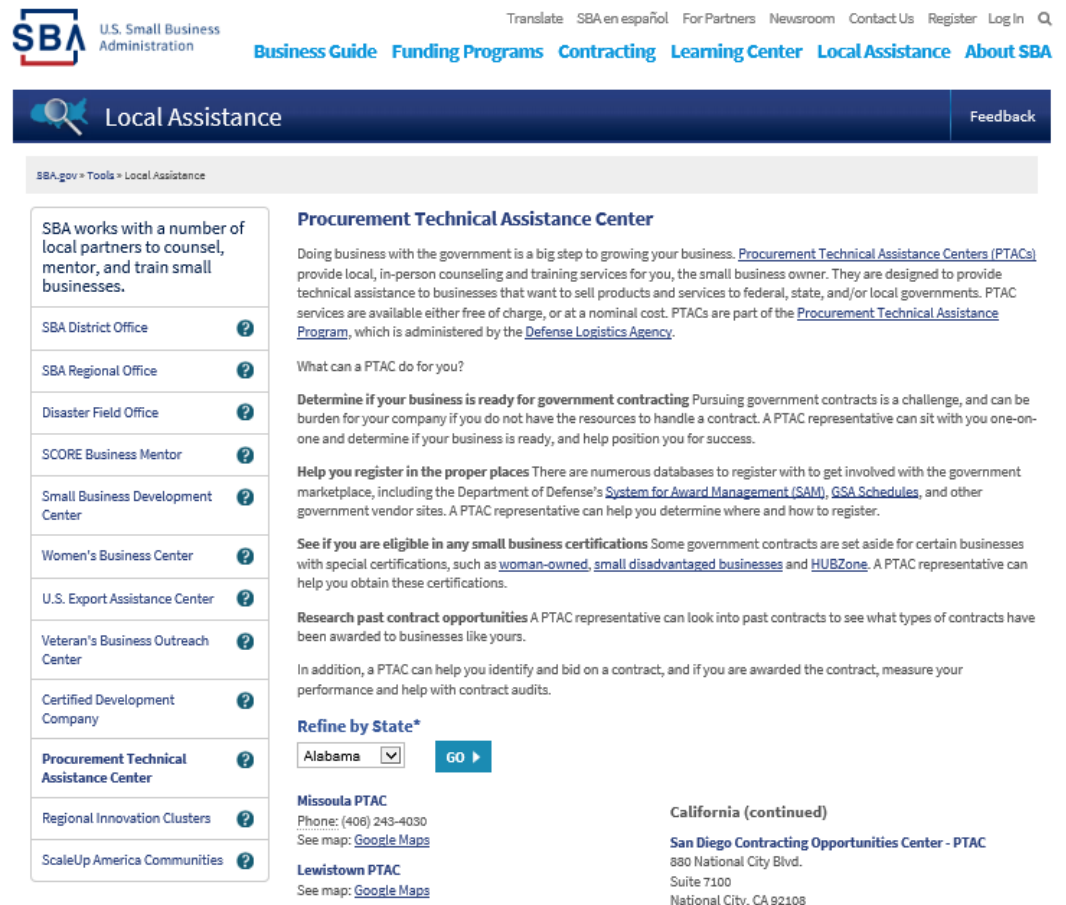
Last update:  
May 4, 2010

<https://www.foia.gov>

# More Free Procurement Technical Assistance from PTAC, an SBA resource partner

For assistance on contracting with the Federal, State and Local Governments, contact your Procurement Technical Assistance Center (PTAC) specialist near you at:

<https://www.sba.gov/tools/local-assistance/ptac>



The screenshot shows the SBA's Local Assistance page. At the top, the SBA logo and navigation links are visible. The main heading is "Local Assistance". Below this, a sidebar lists various SBA resources, including District, Regional, and Field Offices, as well as specialized centers like SCORE, SBD, Women's Business Center, and U.S. Export Assistance Center. The main content area is titled "Procurement Technical Assistance Center" and provides an overview of PTACs, their services, and how to find one. It includes sections for "What can a PTAC do for you?", "Determine if your business is ready for government contracting", "Help you register in the proper places", "See if you are eligible in any small business certifications", and "Research past contract opportunities". A "Refine by State\*" dropdown menu is set to "Alabama" with a "GO" button. Below this, specific PTACs are listed for Missoula and Lewistown, including their phone numbers and Google Maps links. A "California (continued)" section lists the San Diego Contracting Opportunities Center - PTAC with its address.

**SBA** U.S. Small Business Administration

Translate SBA en español For Partners Newsroom Contact Us Register Log In Q

**Business Guide Funding Programs Contracting Learning Center Local Assistance About SBA**

**Local Assistance** Feedback

SBA.gov » Tools » Local Assistance

SBA works with a number of local partners to counsel, mentor, and train small businesses.

- SBA District Office ?
- SBA Regional Office ?
- Disaster Field Office ?
- SCORE Business Mentor ?
- Small Business Development Center ?
- Women's Business Center ?
- U.S. Export Assistance Center ?
- Veteran's Business Outreach Center ?
- Certified Development Company ?
- Procurement Technical Assistance Center ?
- Regional Innovation Clusters ?
- ScaleUp America Communities ?

### Procurement Technical Assistance Center

Doing business with the government is a big step to growing your business. [Procurement Technical Assistance Centers \(PTACs\)](#) provide local, in-person counseling and training services for you, the small business owner. They are designed to provide technical assistance to businesses that want to sell products and services to federal, state, and/or local governments. PTAC services are available either free of charge, or at a nominal cost. PTACs are part of the [Procurement Technical Assistance Program](#), which is administered by the [Defense Logistics Agency](#).

**What can a PTAC do for you?**

**Determine if your business is ready for government contracting** Pursuing government contracts is a challenge, and can be burden for your company if you do not have the resources to handle a contract. A PTAC representative can sit with you one-on-one and determine if your business is ready, and help position you for success.

**Help you register in the proper places** There are numerous databases to register with to get involved with the government marketplace, including the Department of Defense's [System for Award Management \(SAM\)](#), [GSA Schedules](#), and other government vendor sites. A PTAC representative can help you determine where and how to register.

**See if you are eligible in any small business certifications** Some government contracts are set aside for certain businesses with special certifications, such as [woman-owned](#), [small disadvantaged businesses](#) and [HUBZone](#). A PTAC representative can help you obtain these certifications.

**Research past contract opportunities** A PTAC representative can look into past contracts to see what types of contracts have been awarded to businesses like yours.

In addition, a PTAC can help you identify and bid on a contract, and if you are awarded the contract, measure your performance and help with contract audits.

**Refine by State\***

Alabama

**Missoula PTAC**  
Phone: (406) 243-4030  
See map: [Google Maps](#)

**Lewistown PTAC**  
See map: [Google Maps](#)

**California (continued)**

**San Diego Contracting Opportunities Center - PTAC**  
880 National City Blvd.  
Suite 7100  
National City, CA 92108



## Find a PTAC

Select a State ▼

### Find a Procurement Technical Assistance Center

Click on the map below or select your state above to find the Procurement Technical Assistance Center nearest you.

[Find American Indian PTACs »](#)



## ASSISTANCE FOR SMALL BUSINESSES

## GET THE TRAINING YOU NEED TO SUCCEED

## PTAC CLIENT SUCCESSES

### Special announcements and links

- ▶ Defense Logistics Agency (DLA) touts PTAC help for Small Businesses and Government agencies
- ▶ See [PTACs in the News](#) for PTAC activities and accomplishments across the nation.

## HELP FOR GOVERNMENT CONTRACTING

### Procurement Technical Assistance Centers (PTACs)



**Free Help with SAM Registration** – and other government contracting issues.

System for Award Management (SAM) registration **is FREE**, and your PTAC can help you with this **and everything else you need** to sell to federal, state and local government agencies at little or no charge

- ▶ **Workshops and Matchmaking Events** teach you what you need to know and connect you with other businesses and agency buyers.
- ▶ **One-on-One Counseling** tailored to your specific needs – **always free** of charge!

[Find your PTAC now! »](#)



### 2019 PTAC Day – Watch the Presentation, Download the Presentation along with Questions and Answers

see also APTAC's [Government Contracting Intelligence](#) blog.

### Contracting Success

*In 2018, PTAC clients were awarded*

**\$26 BILLION IN CONTRACTS**

*with over*

*550,000 jobs created or retained.*

[Learn More ▶](#)

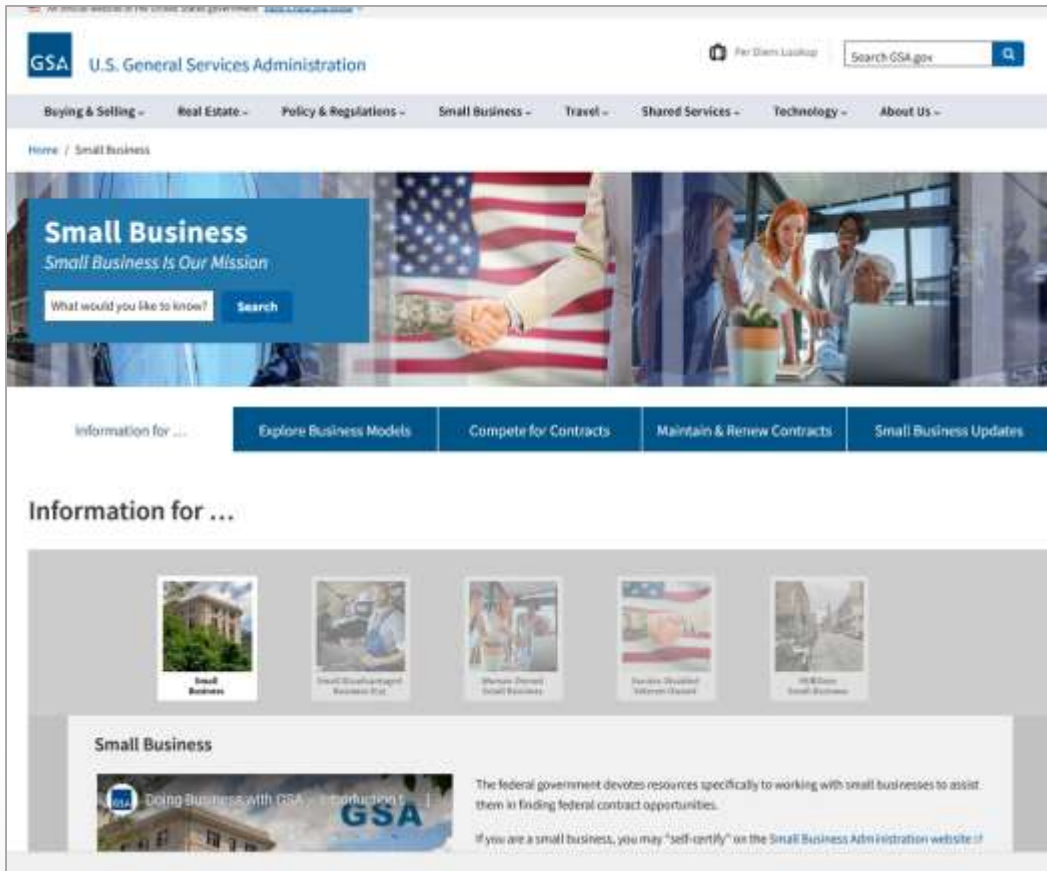
### APTAC Partners

APTAC and NIST-MEP Enter Partnership to Help Expand Industrial Base ([read more](#))





# General Service Administration (GSA)



- Supplies products and communications for U.S. government offices
- Provides transportation and office space to federal employees
- Develops government-wide cost-minimizing policies and other management tasks.

<http://www.gsa.gov/small-business>

**GSA** U.S. General Services Administration

Per Diem Lookup Search GSA.gov

Buying & Selling ▾ Real Estate ▾ Policy & Regulations ▾ Small Business ▾ Travel ▾ Shared Services ▾ Technology ▾ About Us ▾

Home / Buying & Selling / Purchasing Programs

## Purchasing Programs

As the federal government's purchasing agent, GSA connects federal purchasers with the most cost-effective and high-quality commercial products and services. Find out how to purchase the products and services you need from thousands of commercial vendors, or learn how to sell products to federal agencies and employees.

### GETTING STARTED

Learn more about federal acquisition of products and services.

- How to buy through GSA
- How to sell to the government

### ASSISTED ACQUISITION

Plan, direct and manage your complex acquisitions needs through the Assisted Acquisition program, which provides access to key GSA resources.

- Federal Systems Integration and Management Center (FEDSIM)

### GSA FLEET & AUTOMOTIVE

Lease vehicles for federal agencies through GSA's full-service, professional fleet-management organization.

### GSA TRAVEL PROGRAMS

Find discounted airlines, lodging solutions and web-based travel information.

### TECHNOLOGY PROGRAMS

Purchase customized IT hardware, software, and services and support for federal, state and local governments.

- Governmentwide Acquisition Contracts (GWACs)
- IT Schedule 70
- Telecommunications and Network Services
- Software Purchase Agreements
- USAccess: Identity, Credentials, and Access Management

### REQUISITION PROGRAMS

GSA offers quick access to a broad range of common consumables, like office and industrial supplies, through requisition programs that entail government-to-government (G2G) transactions and guaranteed compliance with purchasing regulations.

- GSA Global Supply
- GSA Retail Operations

### GSA SCHEDULES

Access more than 12 million commercial supplies and services. meet

### How Do I...

- Purchase Vehicles?
- Lease Vehicles?
- Find IT Solutions?
- Manage Telecommunications?
- Buy Office Supplies & Furniture?
- Dispose of Surplus Property?
- Purchase Surplus Property?

### Find out more about

- Products and Services
- State and Local Purchasing Options
- Green Solutions
- Online Billing
- Contracting with GSA

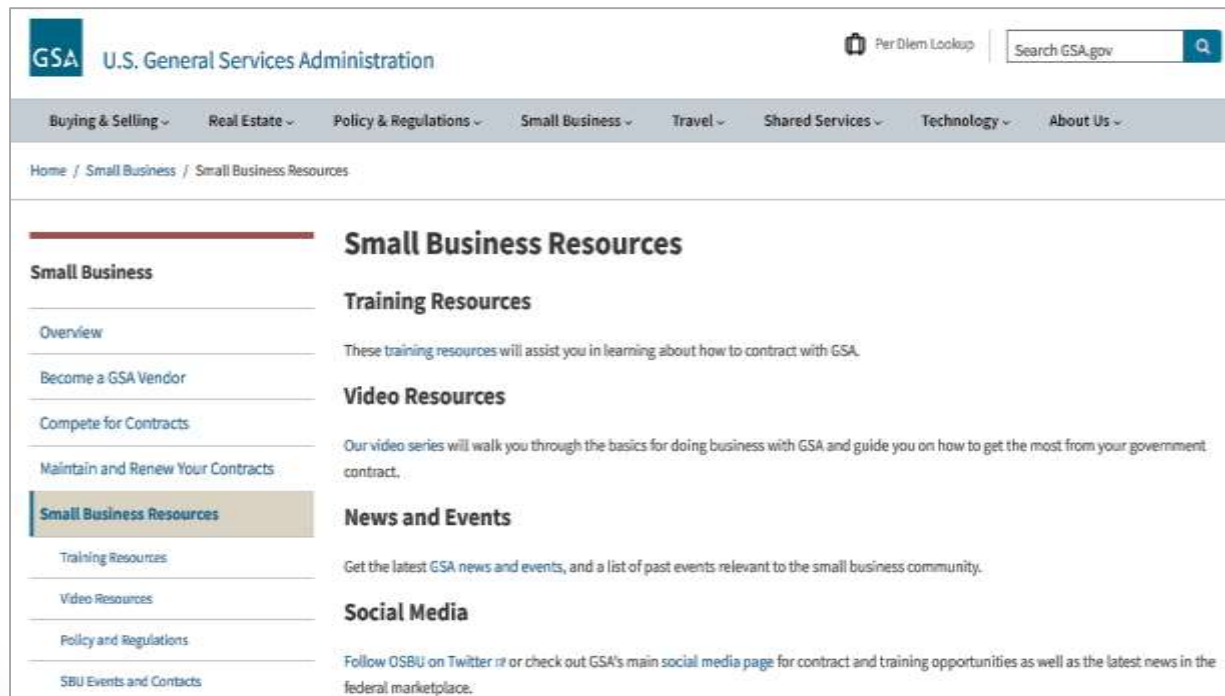
### More Resources

- Agency Asset Management System
- GSAccess®
- GSA Auctions®
- MySales
- Surplus Personal Property Sales
- Transportation and Management Services Solution (TMSS)
- AutoAuctions
- AutoChoice

- GSA assists with procurement work for other government agencies. As part of this effort, it maintains the GSA Schedule which other agencies can use to buy goods and services.
- The GSA Schedule can be thought of as a collection of pre-negotiated contracts.
- Procurement managers from government agencies can view these agreements and make purchases from the GSA Schedule, knowing that all legal obligations have been taken care of by GSA.

<https://www.gsa.gov/buying-selling/purchasing-programs>

- Getting on GSA schedule requires an **established successful business track record** and can take **four to eight months** to process.
- **Getting on the GSA schedule does not insure or guarantee that your business will receive any orders.**
  - Factors other than price may be considered in the award decision.
  - Agencies may not have any need for your products or services.



Learn more about GSA and becoming a GSA vendor at:

<https://www.gsa.gov/small-business/-small-business-resources>



# The Federal Acquisition Regulation (FAR)

This regulation is the Law for Federal procurements.




[www.acquisition.gov/far](http://www.acquisition.gov/far)

[Home](#)
[Federal Acquisition Regulation \(FAR\)](#)
[Supplemental Regulations](#)
[Acquisition Systems](#)
[Archives](#)
[Home](#) » [Federal Acquisition Regulation \(FAR\)](#)

# Federal Acquisition Regulation (FAR)

 FAC Number/Effective Date: 2005-88-1 / 06-15-2016 - [Download Entire FAR](#)

 [Full Screen](#)

## FAR PARTS

### Index

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51	52	53		

## Title & Number

Select the download format

[HTML](#)
[PDF](#)

### Part 1Federal Acquisition Regulations System



1.1 Purpose, Authority, Issuance



1.2 Administration



1.3 Agency Acquisition Regulations



1.4 Deviations from the FAR



1.5 Agency and Public Participation


 1.6 Career Development, Contracting Authority,  
and Responsibilities


1.7 Determinations and Findings



### Part 2Definitions of Words and Terms



2.1 Definitions



2.2 Definitions Clause






<https://www.acquisition.gov/?q=browsefar>

# Be sure to take the time to review the FAR and become familiar with Part 19 on Small Business Programs.

Home » Federal Acquisition Regulation (FAR)

## Federal Acquisition Regulation (FAR)

FAC Number / Effective Date: 2005-88-1 / 06-15-2016 - Download Entire FAR -  

 Full Screen

< PREV NEXT >

### FAR PARTS

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### PART 19—SMALL BUSINESS PROGRAMS

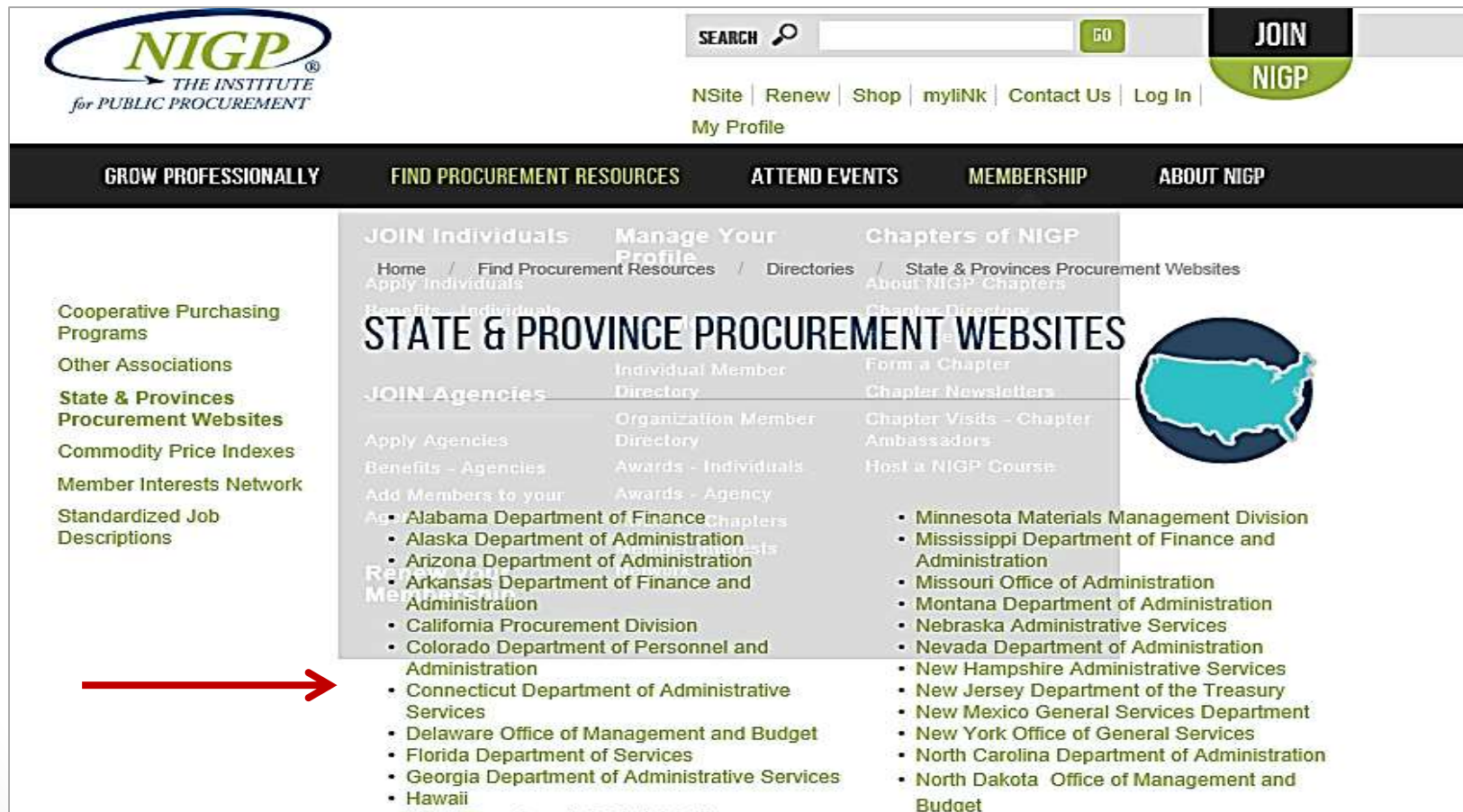
- [19.000 Scope of part.](#)
- [19.001 Definitions.](#)
- [Subpart 19.1—Size Standards](#)
  - [19.101 Explanation of terms.](#)
  - [19.102 Size standards.](#)
- [Subpart 19.2—Policies](#)
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    - [19.202-1 Encouraging small business participation in acquisitions.](#)
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  - [19.203 Relationship among small business programs.](#)
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  - [19.301 Representations and rerepresentations.](#)
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  - [19.302 Protesting a small business representation or rerepresentation.](#)
  - [19.303 Determining North American Industry Classification System codes and size standards.](#)
  - [19.304 Small disadvantaged business status.](#)
  - [19.305 Reviews and protests of SDB status.](#)
  - [19.306 Protesting a firm's status as a HUBZone small business concern.](#)
  - [19.307 Protesting a firm's status as a service-disabled veteran-owned small business concern.](#)
  - [19.308 Protesting a firm's status as an economically disadvantaged women-owned small business concern or women-owned small business concern eligible under the Women-Owned Small Business Program.](#)
  - [19.309 Solicitation provisions and contract clauses.](#)
- [Subpart 19.4—Cooperation with the Small Business Administration](#)
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    - [19.502-4 Multiple-award contracts and small business set-asides.](#)
    - [19.502-5 Methods of conducting set-asides.](#)
    - [19.502-6 Insufficient causes for not setting aside an acquisition.](#)
  - [19.503 Setting aside a class of acquisitions for small business.](#)
  - [19.504 Inclusion of Federal Prison Industries, Inc.](#)
  - [19.505 Rejecting Small Business Administration recommendations.](#)
  - [19.506 Small business sources for small business set-asides.](#)

# An Overview of Selling to State Governments



- Every State Government Agency's Purchasing Division buys products and services from small businesses everyday.
- Search online by State for a list of Agencies, then look for the Purchasing Department.
- Many give preference to woman-owned and veteran-owned small business, and state-based or resident businesses.
- **ASK for the Agency's Small Business Representative and ASK about their preferential purchasing policies!**

# Contact information for State government procurement agencies is also available at :



The screenshot shows the NIGP (The Institute for Public Procurement) website. The top navigation bar includes a search bar, a 'GO' button, and a 'JOIN NIGP' button. Below this is a secondary navigation bar with links: NSite, Renew, Shop, myliNk, Contact Us, Log In, and My Profile. The main content area is divided into several sections. On the left, there is a sidebar with links: Cooperative Purchasing Programs, Other Associations, State & Provinces Procurement Websites (highlighted), Commodity Price Indexes, Member Interests Network, and Standardized Job Descriptions. The main content area is titled 'STATE & PROVINCE PROCUREMENT WEBSITES' and is divided into three columns. The first column is titled 'JOIN Individuals' and contains links for Home, Find Procurement Resources, Directories, and State & Provinces Procurement Websites. The second column is titled 'Manage Your Profile' and contains links for Apply Individuals, Benefits - Individuals, Individual Member Directory, Organization Member Directory, Awards - Individuals, and Awards - Agency. The third column is titled 'Chapters of NIGP' and contains links for About NIGP Chapters, Chapter Directory, Form a Chapter, Chapter Newsletters, Chapter Visits - Chapter Ambassadors, and Host a NIGP Course. A red arrow points to the 'State & Provinces Procurement Websites' section, which lists the following agencies:

- Alabama Department of Finance
- Alaska Department of Administration
- Arizona Department of Administration
- Arkansas Department of Finance and Administration
- California Procurement Division
- Colorado Department of Personnel and Administration
- Connecticut Department of Administrative Services
- Delaware Office of Management and Budget
- Florida Department of Services
- Georgia Department of Administrative Services
- Hawaii
- Minnesota Materials Management Division
- Mississippi Department of Finance and Administration
- Missouri Office of Administration
- Montana Department of Administration
- Nebraska Administrative Services
- Nevada Department of Administration
- New Hampshire Administrative Services
- New Jersey Department of the Treasury
- New Mexico General Services Department
- New York Office of General Services
- North Carolina Department of Administration
- North Dakota Office of Management and Budget

<https://www.nigp.org/home/find-procurement-resources/directories/state-province-procurement-websites>



# Find Opportunities at the State Level

For example, in Florida



- **My Florida Market Place**  
[https://www.dms.myflorida.com/business\\_operations/state\\_purchasing/myfloridamarketplace](https://www.dms.myflorida.com/business_operations/state_purchasing/myfloridamarketplace)
- **Statewide vendor registration**  
[https://www.dms.myflorida.com/business\\_operations/state\\_purchasing/myfloridamarketplace/mfmp\\_vendors](https://www.dms.myflorida.com/business_operations/state_purchasing/myfloridamarketplace/mfmp_vendors)





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### MyFloridaMarketPlace

[MFMP Agency Customers](#)

[MFMP Vendors](#)

[MFMP Utilization](#)

[Commodity Codes](#)

[MFMP Projects](#)

[Welcome to  
MyFloridaMarketPlace](#)

[Return to State Purchasing](#)

[Florida Department of Management Services](#) > [Business Operations](#) > [State Purchasing](#) > [MyFloridaMarketPlace](#)

## MyFloridaMarketPlace

MyFloridaMarketPlace (MFMP) is the State of Florida's award winning eProcurement system. In operation for more than ten years, the system is a source for centralized procurement activities; streamlining interactions between vendors and state government entities and providing tools to support innovative procurement for the State of Florida.

### Agency Customers

Agency customers can access a variety of resources including links to the MFMP applications, training opportunities, manuals and job aids, meeting materials and more.

### Vendors

Vendors can take advantage of the many useful tools and information to help you do business with the State of Florida including how to register with MFMP, access to the MFMP Sourcing application, training opportunities, forms and FAQs.

### Utilization Initiative

Access information on the MFMP Utilization Initiative including scorecards, how metrics are calculated, and support information for agencies on increasing utilization.

### MFMP U

MyFloridaMarketPlace training resources provide the opportunity to use Web-based training to successfully complete tasks involving Buyer, Analysis, eQuote, Sourcing, viewing electronic bids using the Vendor Bid System (VBS), and submitting/reconciling electronic invoices. To access MFMP U, click the logo below.



Click on the logo below to access MFMP Buyer



Click on the logo below to access the Vendor Information Portal.



[https://www.dms.myflorida.com/business\\_operations/state\\_purchasing/myfloridamarketplace](https://www.dms.myflorida.com/business_operations/state_purchasing/myfloridamarketplace)

# Vendor Information Portal



## Welcome to the State of Florida's Vendor Information Portal!

MyFloridaMarketPlace is the State of Florida's eProcurement system. This system is designed to streamline interactions between vendors and state government entities that purchase goods and services, and provides a user-friendly Internet portal where vendors can register, receive information on upcoming bids, post information on products and services, and receive purchase orders electronically.

In order to complete the vendor registration process, you will need to have various addresses, contact information, and company information available. [Click here to view the Requirements List.](#)

<https://vendor.myfloridamarketplace.com/vms-web/spring/login?execution=e1s1>

# You Can Find Opportunities at the Local Level Too

- Counties, school districts, cities – every local government agency buys products and services from small businesses.
- Search by County Name and Purchasing Agent
- Many local governments give preference to “locally owned”, “woman-owned” and “veteran-owned business”.
- **ASK for the Small Business Representative and ASK about their preferential purchasing policies!**





# **Got Questions?**

## **We Have Answers.**

## **Just Ask!**

**John Miller,  
Procurement Specialist  
at Florida's VBOC**

**jmiller@gulfcoast.edu**

**800-542-7232, ext 3**



**<http://vboc.org/>**