



# **FEDERAL GOVERNMENT CONTRACTING: What You Need To Know**

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# FEDERAL GOVERNMENT CONTRACTING: What You Need To Know

What is the first question that must be answered?

***Does any Federal Government Agency need the supplies, services, or equipment that you plan to provide? If so, which ones and how do you know?***

Answering this question requires some basic market research and feasibility assessment of how well your business fits into the buying patterns of a particular federal government agency – *the same holds true, by the way, for state and local government contracting*. For example, if you want to open a gift shop or you sell real estate, government contracts are not a good direction to pursue. Gift shops are commercial enterprises better located in retail centers, airports or base exchange malls. In the case of airports and military base exchanges, those contracts are coordinated with local airport authorities and each post or base exchange manager, not the federal government. Nor does the federal government need a realtor. The General Service Administration is the government's landlord and property manager. (<https://www.gsa.gov/>)

Often people want to be brokers for the government and bid on contracts while planning to hire personnel and obtain facilities, materials and equipment to perform after contract award. The Government has thousands of Buyers, Contract Specialists, Contracting Officers and legal staff to serve as brokers to screen and award government contracts in every federal agency.

The goal of this presentation is to help you research free of charge what federal agencies buy and determine if your business can fulfill an agency's need. We will show you how to do this research and navigate the federal procurement process to get on a bidders list at the agency and for subcontract work with the prime contractors who are competing for and/or who have won those contracts.

Registering to do business with the Federal Government requires that you have an established business with a separate business banking account. You also need to list the North American Industry Classification Codes (NAICS) applicable to your business' products and/or services. NAICS codes are free and available at <https://www.census.gov/eos/www/naics/> You will need all of this information before you attempt to register at the federal System for Award Management or "SAM".

By reviewing the training found at [www.vboc.org](http://www.vboc.org), the websites listed in this presentation, and the additional training at [www.sba.gov](http://www.sba.gov), and [www.SCORE.org](http://www.SCORE.org), you can access not only the bulk of information necessary to get into government contracting but also a wealth of general business information **FREE OF CHARGE**.

## **MARKETING TO THE FEDERAL GOVERNMENT**

The Federal Government's primary contacts for marketing efforts are the Small Business Representatives in the Offices of Small & Disadvantaged Business Utilization (OSBDU). Every federal agency has one. They are hired to assist you and advocate for you. They can meet with you, have coffee with you, and share your Capabilities Statement to their agency's end users. They are also responsible for their government department/agency achieving their procurement diversity goals and are often beating the bushes trying to find Service-Disabled Veteran, Woman-Owned, HUB Zone, and 8(a) Socially and Economically Disadvantaged small businesses. They are also the ones who can make set-asides for these special interest groups.

Someone may have told you to contact Government Contracting Officers in your marketing efforts. That is not the process. Contracting Officers are on the production end of the procurement cycle, not the marketing end. They get involved in the procurement process when a funded package with specifications or Statement of Work (SOW) is ready to solicit offers and/or be advertised. Contracting Officers are not allowed to help one offeror unless they help all offerors. Competitors have a legitimate complaint if one offeror is helped and gets a contract as a result of that help. That's why Contracting Officers keep potential offerors at arm's length and are required to publish questions and answers about specific procurements during the solicitation phase.

## **YOUR ROADMAP TO REGISTERING TO DO BUSINESS WITH THE FEDERAL GOVERNMENT**

By going through the following steps and investigating these websites, you should be able to get registered to do business with the Federal Government, locate procurement opportunities, and understand how to market to the Federal Government.

### **STEP 1: Find the North American Industry Classification System (NAICS) Codes for Your Products and/or Services**

<http://www.census.gov/eos/www/naics/>

The North American Industry Classification System code or NAICS code is a six-digit number used by the Federal Government to identify all supplies, services, and equipment for federal procurement and marketing purposes. Contracting Officers look for suppliers by NAICS codes, so it is very important to look up all of the codes applicable to your business. Use them in your registration on the federal System Award Management (SAM) and in your marketing efforts.

## SEARCH NAICS CODES BY INDUSTRY

[Return to Lookup Tools](#)

NAICS Keyword Search

Submit

Enter Keyword or NAICS Code to Search

[Click here for Search Tips](#)

<u>Code</u>	<u>Industry Title</u>	<u>Number of Business Establishments</u>
11	Agriculture, Forestry, Fishing and Hunting	378,293
21	Mining	32,231
22	Utilities	44,408
23	Construction	1,484,279
31-33	Manufacturing	638,730
42	Wholesale Trade	697,579
44-45	Retail Trade	1,800,166
48-49	Transportation and Warehousing	587,261
51	Information	355,030
52	Finance and Insurance	791,029
53	Real Estate Rental and Leasing	863,427
54	Professional, Scientific, and Technical Services	2,196,583
55	Management of Companies and Enterprises	71,170
56	Administrative and Support and Waste Management and Remediation Services	1,755,832
61	Educational Services	422,162
62	Health Care and Social Assistance	1,683,584
71	Arts, Entertainment, and Recreation	363,300
72	Accommodation and Food Services	901,005
81	Other Services (except Public Administration)	1,879,818
92	Public Administration	259,799
	<b>Total Business Establishments</b>	<b>17,205,686</b>

[Learn about our NAICS and SIC Lists and Data Append Services.](#)

*What exactly do you do and what can you do?* Think broadly but also realistically. A specific product line or service or both? If you produce or manufacture something, could you also be a reseller/supply source for the parts you use or be a consultant in plant layout for process efficiency?

Keep a list of your NAICS codes and descriptions handy and updated, as you will need them frequently and will not have time to look them up on an as needed basis.

While you are on this website, make a list of the NAICS codes applicable to your potential clients/ customers. You will find this list to be critical to your marketing efforts.

For example, let's say you are an electrical contractor. There is a specific NAICS code for that. You could also register as a general contractor and include other related construction or supply NAICS codes so you can market your ability to subcontract to the prime contractors that bid government work.

The screenshot shows the NAICS Association website with search results for 'electrical contractor'. The search results table is as follows:

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 recifiers (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>

## STEP 2: Federal Government Contractor Registration Procedures

<https://sam.gov/SAM/pages/public/generalInfo/aboutSAM.jsf>

SAM or System Award Management is a go/no go site for doing business with the Federal Government. Registration is free and takes three to seven days to process. To register, you must have an established business, a separate business bank account, and the list of your business' NAICS code that you looked up in Step 1.

After you register in SAM, expect an onslaught of scam calls offering to find you grants, get you on GSA schedule, and/or get you certified as a Veteran-Owned Business. **Here's what you need to know:**

1. The only required registrations are with SAM and the VA, and you can do both online on your own. You do not need an intermediary.

2. To do business with the Veterans Administration, you must register with the VA. That is required because the VA got a Congressional exemption to the *Competition in Contracting Act (CICA)* that allows VA to give veterans first shot at VA procurements prior to releasing them to open competition. And VA registration is only required if you are doing business with the VA. Learn more about this here: <https://www.va.gov/osdbu/library/dbwva.asp>

3. There is no cost or outside certificate needed to call yourself a “Veteran-owned Small Business” as long as the majority of the business is owned and controlled by veterans. If you have a service-related disability, your ability to claim “Service-Disabled Veteran” status is covered by your VA claim decision letter or your DD214 and can be verified through your SAM registration. Further certifications are not required for bidding on set-asides or for marketing.

***Again, nothing covered in this presentation will you cost anything but time.***

The screenshot shows the SAM.gov website interface. At the top left is the SAM logo with the tagline 'SYSTEM FOR AWARD MANAGEMENT'. To the right, there is a 'Log In' button and a note: 'A NEW WAY TO SIGN IN - If you already have a SAM account, use your SAM email for login.gov.' Below the logo is a navigation menu with links for HOME, SEARCH RECORDS, DATA ACCESS, CHECK STATUS, ABOUT, and HELP. A red alert banner states: 'ALERT: SAM.gov will be down for scheduled maintenance Saturday, 06/13/2020 from 8:00 AM to 1:00 PM'. The main content area is titled 'About' and 'What is SAM?'. Under 'What is SAM?', there is an 'Overview' section. The text reads: '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:' followed by a bulleted list: '• Register to do business with the U.S. government', '• Update or renew your entity registration', '• Check status of an entity registration', and '• Search for entity registration and exclusion records'. Below this is a 'Getting Started' section stating: 'You must have an active registration in SAM to do business with the Federal Government. To register in SAM, at a minimum, you will need the following information:'. This is followed by two sections: 'U.S. Registrants:' with three numbered steps (1. DUNS Number, Legal Business Name, and Physical Address; 2. Taxpayer Identification Number (TIN) and Taxpayer Name; 3. Bank routing number, account number, and type) and 'International Registrants:' with two numbered steps (1. NATO Commercial And Government Entity (NCAGE) Code; 2. DUNS Number, Legal Business Name, and Physical Address).

<https://sam.gov/SAM/pages/public/generalInfo/aboutSAM.jsf>

## STEP 3. Finding Federal Procurement Opportunities at [www.BETA.SAM.GOV](http://www.BETA.SAM.GOV)

**Welcome**  
This will be the official U.S. government website for people who make, receive, and manage federal awards.

**What Can I Do Here?**

**Contracting**

**Contract Data Reports (FPDS Reports)**  
FPDS.gov Reports has been added to beta.SAM.gov.

- About Contract Data Reports
- Run Contract Data Reports

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

- About Contract Opportunities
- Search Contract Opportunities

<https://beta.sam.gov/search?index=opp> <https://beta.sam.gov/help/contract-opportunities>  
First, watch a helpful video tutorial on SAM: <https://beta.sam.gov/cm/videos/detail?id=134>

***It's the law. Government contracting listings and awards are not a secret.*** Your reference is Part 5 of the Federal Acquisition Regulation (FAR) <https://www.acquisition.gov/content/part-5publicizing-contract-actions>

All Federal Government Procurements of \$25,000 or more - with the exception of about .5% for Security Classification or Urgency - are required to be posted and viewed free of charge on SAM. Procurements of \$15,000 to \$25,000 must also be advertised at a location or on a website as determined by the government agency/department. All necessary information required to submit an offer with the name and contact point for the government entity announcing the

procurement must be included in the announcement. Contract awards of \$25,000 or more are also posted with complete contact information for the company that received the award.

**Department of Defense Contract Summary:** The Department of Defense (DoD) also posts all contracting awards exceeding \$7M online daily for all military agencies at this website: <https://www.defense.gov/Newsroom/Contracts/>

To find out where other Government entities advertise their procurement awards, contact their Small Business Representatives or their Office of Small & Disadvantaged Business Utilization (OSBDU). Every federal agency has one. You can find them online by searching “OSBDU and the name of the agency” or <https://hallways.cap.gsa.gov/app/#/gateway/federal-osdbu-directorsinteragency-council/10172/members> Their job is to interface directly with small businesses that offer the products or services their agency needs. This is particularly important for Service-Disabled Veterans, Women-Owned and Minority-Owned Small Businesses, and those located in HUB zones as this is the person that makes set-asides for these diversity groups. In fact, Service-Disabled Veteran-Owned Small Businesses (SDVOSB) are designated in legislation to receive 3% of all federal government procurement funds. To make such a set-aside, the Small Business Representative or OSBDU must be reasonably confident of receiving two or more competing offers from Service-Disabled Veteran-Owned Small Businesses.

## **STEP 4. Building an Effective Business Capabilities Statement**

To do effective marketing to the Federal Government, it is essential that you have a dynamic and descriptive Business Capabilities Statement. Search online for “Business Capabilities Statement”, followed by a description of your business (*for example “General Contractor”*). You can find numerous samples and actual Capability Statements to follow. The Veterans Business Outreach Center’s BASIC TRAINING page also offers guidance and a sample template in the “Government Contracting” section at <http://vboc.org/basic-training/>

There are general rules for Capabilities Statements: No longer than two pages; the first half page must be dynamic and attention-getting. This is not a resume for the owner or employees. It is a resume for your business and should highlight its unique capabilities, accomplishments, and past performance. NAICS codes for the products and/or services you offer are essential. If you are Veteran-Owned (VOSB), Service-Disabled Veteran-Owned (SDVOSB), a Woman (WOSB) or Minority-Owned Small Business or in a HUB Zone, say so! And don’t forget your website and contact information.

Capability Statements should be mailed, not emailed, with a signed cover letter to the Small Business Representative/OSBDU of the agency of interest. The minimum goal is to get added to the bidder’s list. Emails and business cards are minimally effective. Emails can be deleted with a

click and attachments often don't get printed. However, hard copy original signature cover letters with attached Capability Statements usually stay in an inbox until there is time to read them, and it's easy to hand them to someone to add to a bidders list. They are also easy to file since they are in hard copy.

The goal of sending out any Capability Statement is to present your business as capable, effective, professional, and successful at doing the work you're trying to win. Use it to draw attention to your capabilities, specialized equipment and certifications, past performance, etc. Go online and look for capability statements from the best-known businesses in your field. If they have been successful in the contracting arena, model yours around theirs...and market to them for subcontract work!

There are three types of Capability Statements:

**MOST EFFECTIVE: Targeted Capability Statement**

This is the most effective Capability Statement you can craft but it is also the most time consuming. This version will be customized to speak specifically to an opportunity, an agency, or prime contractor. To that end, tailoring your Capability Statement specifically to the agency or prime contractor is an excellent way to showcase how different your company is from everyone who sent out a general statement.

**GENERALLY EFFECTIVE: General Capability Statement**

Think of this as an all-purpose document with general information about your company, its products or services with applicable NAICS codes, equipment, certifications and/or expertise, past performance/clients by industry sector, and your contact information. This is something you could send to any agency or to a broad spectrum of agencies or prime contractors. However, the General Capability Statement has limited uses; it isn't going to be as effective as a Targeted Capability Statement when reaching out to specific Federal Agencies or Prime Contractors. Do your homework and customize your communication.

**VERY SPECIFIC: Sources Sought Capability Statement**

This Capability Statement doesn't look anything like the other Capability Statements in this list. In fact, the only thing it has in common with the other types of Capability Statements is the name. This can be a confusing exercise for contractors because they've become so familiar with the Capability Statements as a marketing document.

What the Federal Government is looking for when they ask for a Capability Statement in a Sources Sought Notice is actually an answer to the notice itself. The Contracting Office will outline exactly what information they want you to provide and in what format. It is very important that you DO NOT send your normal Capability Statement, even as a secondary attachment. It will not help, and may even hinder your ability to market to that agency or decision maker because they will think you are not following their specific directions.

## **STEP 5: Marketing Cover Letters to Accompany Capability Statement**

In general, you will write a cover letter on your company letterhead - create one if you have to - to accompany your Capabilities Statement. As previously stated, mail this packet to the OSBDU/Small Business Representative for that agency or military installation. They are your conduit to contract bidder lists.

**COVER LETTER FOR THE GOVERNMENT SMALL BUSINESS REPRESENTATIVE:** This letter states “Please let me introduce our business. We are a [*insert your designation, like veteran-owned small business, etc.*]. Please consider us for any current or future contract/set-aside opportunities in these areas: (*list them with NAICS codes*). Our Business Capabilities Statement is attached.”

**COVER LETTER TO A FEDERAL CONTRACT AWARD WINNER FOR SUBCONTRACT WORK:** The goal of this cover letter is to market your business to the prime contractor - aka the contract award winner - for subcontractor work. For example: “We noted at SAM.gov that you were awarded contract XXXXXXXXXXXX to perform XXXXXXXXXXXX. We are a [*insert your designation, like veteran-owned small business, etc.*]. Please consider us for any current or future subcontracting opportunities in these areas: (*list them with NAICS codes*). Our Business Capabilities Statement is attached.”

**COVER LETTER FOR GENERAL MARKETING TO OTHER BUSINESSES REGISTERED IN SAM:** There are tens of thousands of businesses registered to do business with the Government and their contact information can be obtained by searches on SAM using NAICS, zip codes, cities, states, or keywords. This letter just states, “Please let me introduce our business. We are a [*insert your designation, like veteran-owned small business, etc.*]. Please consider us for any current or future subcontracting opportunities in these areas: (*list them with NAICS codes*). Our Business Capabilities Statement is attached.

## **STEP 6: Federal Contracting Diversity Goals/ SBA SUBNET and Subcontracting Opportunities**

The federal government establishes diversity goals in government procurements across all agencies and uses these designations to help these business win at least 23% of all federal contracting dollars each year. This translates to millions of dollars!

The following diversity groups require independent, no-cost registration to participate in the program and receive procurement preference. Except for the Woman-Owned Small Business, a business located and operated in a HUBZone, and 8a program certifications, businesses “self-certify,” meaning the owners attest that at least 51% business is owned by members of the

specific group/class and that those owners actively participate in the management of the business.

**VETERAN-OWNED SMALL BUSINESS (VOSB)** is self-certifying for all agencies except the Veterans Administration (VA).

**The exception: VOSB VERIFICATION AND REGISTRATION TO DO BUSINESS WITH THE DEPARTMENT OF VETERANS AFFAIRS (VA)** <http://www.va.gov/osdbu/veteran/verification.asp>  
This only applies to doing business with the Department of Veterans Affairs. VA has set a goal of 7% of its procurement funds for Veteran-Owned Small Businesses, and the program is highly regulated. Registration is free but fairly involved and time consuming, so only register if you plan to participate in VA procurements.

**SERVICE-DISABLED VETERAN OWNED SMALL BUSINESS (SDVOSB)** is also self-certifying for all agencies except the VA. Additionally, the Department of Veterans Affairs sets aside contracts for SDVOSB. Registration is required through their *Vets First Verification Program*. Learn more about this program at: <https://www.va.gov/osdbu/verification/>

**WOMAN-OWNED SMALL BUSINESS (WOSB) and ECONOMICALLY DISADVANTAGED WOMAN-OWNED SMALL BUSINESSES (EDWOSB)** status has been also self-certifying. Effective July 2020, the federal government will require WOSBs and EDWOSBs to go through SBA's FREE online certification at [www.certify.sba.gov](http://www.certify.sba.gov) or through third-party verification. Learn more about WOSBs at: <https://www.sba.gov/federal-contracting/contracting-assistance-programs/womenowned-small-business-federal-contracting-program>

**SMALL BUSINESSES LOCATED IN A HUB Zone**, a Labor Department-designated economically depressed area. To qualify for HUB Zone status, the small business must have its principal office located in a federal or state-designated HUBZone, have 51% ownership and be controlled by U.S. citizens, a Community Development Corporation (CDC), an agricultural cooperative, a Native Hawaiian organization, or an Indian tribe. In addition, at least 35% of its employees must live in a HUB Zone. Learn more about HUB Zones at: <https://www.sba.gov/federalcontracting/contracting-assistance-programs/hubzone-program>

**SBA's 8(a) PROGRAM** was originally established to ensure that ethnic minority groups were treated fairly and received a proportionate share of government contract awards. The minority groups eligible were listed in the original legislation. Over time and with the success of the program, eligibility was established by being socially and economically disadvantaged due to ethnic background and/or related factors. **Note:** Businesses owned by women or Service-Disabled Veterans do not meet the eligibility requirements for the 8a program based on that status alone, as both groups have separate congressionally established programs. They may also jointly hold status in other programs, i.e. Woman-Owned, Disabled Veteran, and HUB

Zone. Learn more about the 8(a) program at <https://www.sba.gov/federal-contracting/contractingassistance-programs/8a-business-development-program>

### **FEDERAL CONTRACT AWARD GOALS**

These goals are for special interest groups within the small business community - usually within a 3% to 5% range - are subject to annual adjustment. The only goal mandated in legislation is a 3% set aside for Service-Connected Disabled Veteran-Owned Small Businesses (SBVOSB). Other contracting goals are:

- Veteran-Owned Small Business (VOSB) 5%
- Woman-Owned Small Business (WOSB) 5%
- Small business located in a Hub Zone 3%
- 8a Program Participants 5%

**SBA SUBNET and Subcontracting Opportunities:** The federal government passes these goals on to large businesses when awarding contracts and incorporates the large businesses' plans for meeting these goals into awarded contracts. To assist these large businesses in meeting these goals, the SBA established the [SBA/SUBNET site](#) for large businesses to advertise these opportunities and search for subcontractors to meet established goals. Learn more about SUBNET and subcontracting opportunities at:

[https://eweb1.sba.gov/subnet/client/dsp\\_Landing.cfm](https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm)

### **SBA and DEPARTMENT OF DEFENSE (DoD) MENTOR-PROTÉGÉ PROGRAMS (MPP)**

The Small Business Administration oversees all Federal Mentor-Protégé Programs with the exception of the Department of Defense (DOD). In this arrangement, an established small business partners with a larger established business with government contracting experience.

Learn more Mentor-Protégé Programs at: <https://www.sba.gov/federal-contracting/contracting-assistance-programs/all-small-mentor-protege-program#sectionheader-6>

The DOD has numerous contractors that only work with DOD on programs that involve national security. As such, DOD was allowed to maintain supervision and oversight of the DOD Mentor Protégé program. Learn more about the DoD's Mentor-Protégé Program at:

<https://business.defense.gov/Programs/mentor-protege-program/>

### **GENERAL INFORMATION AND TRAINING**

Most of the procurement information necessary to get started in government contracting can be found on the Florida VBOC's BASIC TRAINING page <http://vboc.org/basic-training/>, in this document and at the following websites. Conduct a comprehensive review of these three areas, and make note of any questions. A Veteran Business Outreach Center (VBOC) Counselor, a

Small Business Development Center (SBDC) Counselor, or a Procurement Technical Assistance Center (PTAC) Counselor will answer most of your questions/concerns at no cost to you. Find them at: <https://www.sba.gov/local-assistance>

Florida Veterans Business Outreach Center's BASIC TRAINING page:

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

<https://www.youtube.com/watch?v=NtB2oxwcA3o> ("Intro to Government Procurement" video)

SBA.gov's Federal Contracting Guides:

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

<https://www.sba.gov/business-guide/grow-your-business/become-federal-contractor>

SBA's Subcontracting Network (SUBNET):

[https://eweb1.sba.gov/subnet/client/dsp\\_Landing.cfm](https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm)

SBA.gov's Learning Center: Excellent entry-level, self-paced courses:

<https://www.sba.gov/learning-center>

Florida's Procurement Technical Assistance Center (PTAC):

<http://floridasbdc.org/services/government-contracting/>

SCORE.org's Learning Library:

[https://www.score.org/content/browse-library?f%5B0%5D=im\\_field\\_topics%3A436](https://www.score.org/content/browse-library?f%5B0%5D=im_field_topics%3A436)

## **GENERAL INFORMATION FOR REVIEW**

The websites listed below are informational. A review of these sites will help put the previously provided information in perspective.

**SAMPLE FEDERAL AGENCY SMALL BUSINESS PROCUREMENT Page** Department of Labor Procurement Information Site:

<https://www.dol.gov/oasam/programs/osdbu/regs/procurement.htm>

### **The Federal Government's Agencies and Key Small Business Representatives for Small and Disadvantaged Business Utilization (OSBDU)**

This website lists major Government Departments and their Senior Small Business Officials. The list of departments is particularly useful for locating smaller (\$15K to \$25K procurements and the sites where they are being advertised:

<https://hallways.cap.gsa.gov/app/#/gateway/federal-osdbu-directors-interagencycouncil/10172/members>

**List of DOD Small Business Representatives:** <https://business.defense.gov/Small-Business/DoD-Small-Business-Offices> <http://www.defense.gov/News/Contracts>

### **FREEDOM OF INFORMATION ACT (FOIA)**

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 to begin this process.

<https://www.foia.gov>

**LEGAL ISSUES FACING GOVERNMENT CONTRACTORS:** <https://smallgovcon.com/>

This is not an endorsement of this law firm but this website has a wealth of information.

### **VBOC Archive of Webinars**

<https://www.gotostage.com/channel/5551176187204481030>



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