SBA' Role in Government Contracting

- Small Business Set Asides are offered through:
  - 8(a) Business Development Program - 8(a)BD
  - Women-Owned Small Business (WOSB)
  - Business Located in Historically Underutilized Business Zones (HUBZone)
  - Service-Disabled Veteran-owned Small Businesses (SDVOSB)
Registering on www.SAM.gov

The only way to do business with the federal government

Hosted by Richmond Main Street Initiative
www.RichmondMainStreet.org
How to Get Started

3 Basic Steps to get Certified:

• Get a DUNS Number: fedgov.dnb.com

• Get a System for Award Management profile (SAM.gov)

• Go to Certify.sba.gov to apply (SBA website for certification applications and All Small Mentor Protégé)
Get Certified! For Contracts with Anchor Institutions

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www.RichmondMainStreet.org
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.
Contracting Resources Now

• FedBizOpps: Federal Business Opportunities
  https://www.fbo.gov/
• Federal Procurement Data System  https://www.fpds-ng.gov/
• Track government spending: www.USASpending.gov
• GSA Schedules  Contact the U.S. General Services Administration
• Dynamic Small Business Search
  http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
• Dynamic Small Business Sub Net
• SAM.gov: System for Award Management
  https://www.sam.gov
Basic Requirements

Eligibility:

• Must be a U.S. Citizen
• Ownership – 51%
• Management and Control – Full Time
• Size – Small Based on NAICS code – NAICS.gov
• Potential for Success – 8(a) break even
• Good Character – Not Bankrupt, Not Felon, Not Owe Federal Taxes
www.SBA.gov
Federal Contracting Tab

- Contracting guide
- Assess your business
- Basic requirements
- How to win contracts
- Types of contracts
- Size standards
- Governing rules and responsibilities
- Prime and subcontracting
- Contracting assistance programs
- Women-Owned Small Business Federal

- Service-disabled Veteran-Owned Small Business program
- 8(a) Business Development program
- All Small Mentor-Protégé program
- HUBZone program
- Natural Resource Sales Assistance program
- Counseling and help
- Commercial market representative directory
- Contracting area directors
- Procurement center representative directory
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