



Your Business and Government

A Contracting Partnership

Federal government goal is to award 23% of federal government contracts to small business:

23% Small Business

5% Small Disadvantaged Business

5% Woman Owned Small Business

3% HUB zone

3% Service Disabled Veteran Owned Small Business

2017: 24.34% awarded to small business!



Principal Certification Programs:

- ◎ **8(a) Business Development Program**
(Socially and Economically Disadvantaged)
- ◎ **Woman Owned Small Business**
(EDWOSB/WOSB)
- ◎ **HUB Zone**
(Site-based, 35% employee requirement)



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**



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)**



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>



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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