



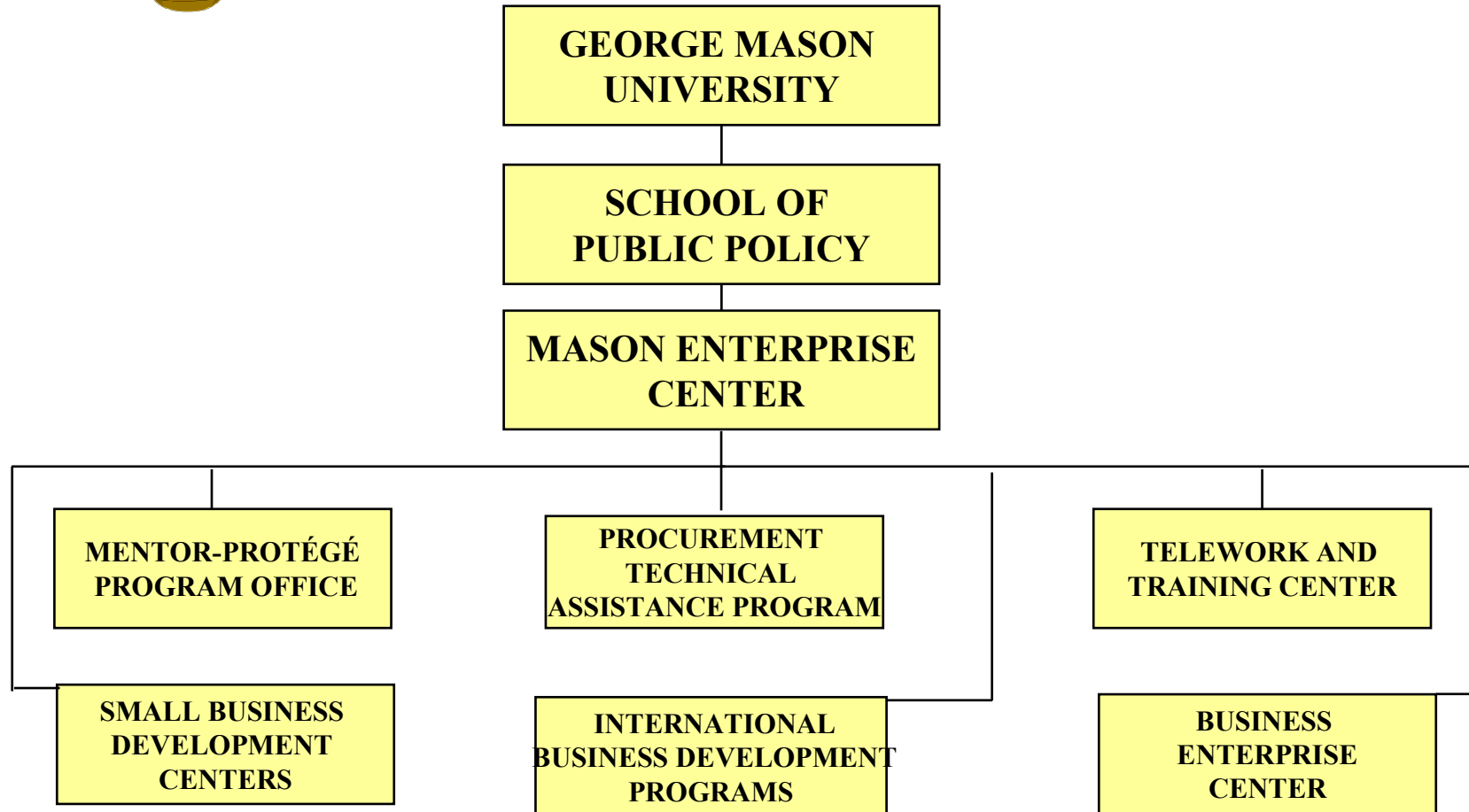
Tips & Opportunities
Available for Small Business
AMC Small Business Conference
McLean, Virginia

George Mason University

Procurement Technical Assistance Program

November 3, 2005

THE MASON ENTERPRISE CENTER



Procurement Technical Assistance Centers



PTAC

Increase contracting between small businesses, prime contractors, and government...

- Help small businesses obtain contracts with federal, state, and local governments
- Apply APTAC's member resources to improve business and economic climate in Local Communities

Defense Logistics Agency & APTAC



PTAP Background

PTAP

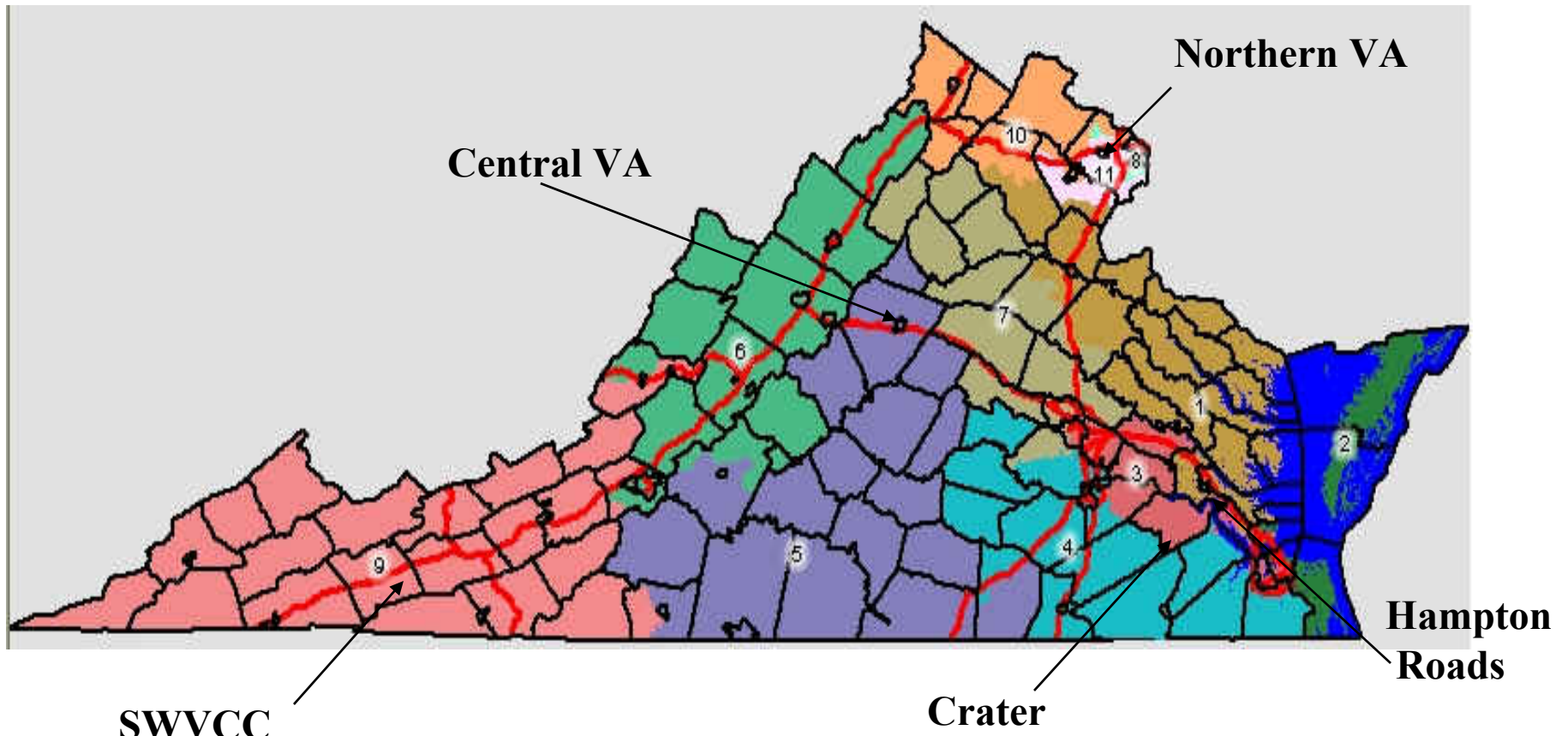
- Defense Logistics Agency SCAA
- Began mid 80's - PTAP early 90's
- Originally DoD oriented
- Mid 90's extended to other Federal
- Now includes State and Local
- One stop shop - pre and post award

Commonwealth of Virginia PTAC's



- State-wide Program- George Mason University
 - Northern Virginia - City of Fairfax
 - Central Virginia - Charlottesville
 - Hampton Roads – Newport News
- Other Virginia Regional PTAC's
 - Southwest VA Comm. College – Richlands
 - Crater Procurement Assistance Center - Petersburg

PTAC Areas Served



PTAC Services



■ Outreach

- Seminars & Conferences (sponsor and participant)
- Associations (networking and participation)

■ Education

■ Counseling

PTAC Services (Cont'd)



- Marketing
 - Research
 - Strategic partnering
 - Mentor-Protégé
- Teaming & Joint Venture Networking
- Proposal Development Assistance
- Bid Matching System
- Reference Library

Procurement Technical Assistance Program

<http://www.gmu.edu/gmu/PTAP>



Welcome to George Mason University
Procurement Technical Assistance Program (PTAP)

Last Updated October 27, 2005

Due to the immediacy of Emergency Opportunities, it is Unlikely that Opportunities Dealing with the hurricanes will be Advertised through the FedBizOpps System
For More Information please Visit :
<http://www.aptac-us.org/new/katrina.php> or <http://www.rebuildingthegulfcoast.gov>

About PTAP		Important Links
PTAP Agreement		What's New
PTAP Services		Other PTA Centers
PTAP Seminars		Online Seminar Registration
Events Calendar		Directions to PTAP
CCR/DUNS/Cage Code		Contact Us
	How to Become a PTAP Client (Fill Out Client Application Form Here)	

Other PTAC's

<http://www.dla.mil/db/procurem.htm>



DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

[CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS](#)

ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	HAWAII	IDAHO	ILLINOIS	INDIANA

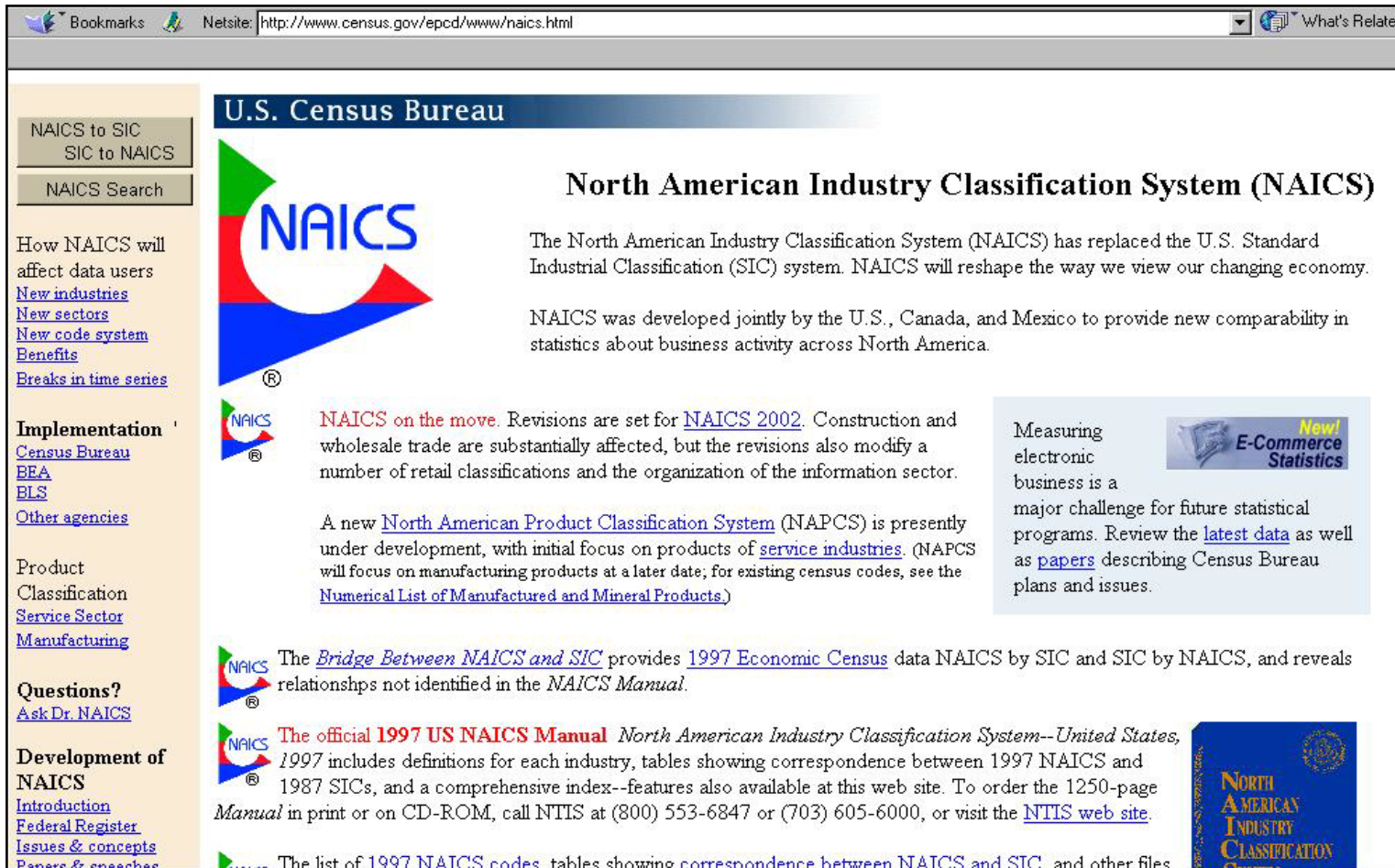


How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ❑ Register
- ❑ Determine who buys your goods or services
- ❑ Familiarize yourself with government contracting procedures.
- ❑ Seek additional assistance as needed.
- ❑ Explore subcontracting/teaming opportunities
- ❑ ***Focus*** and Market your firm

North American Industry Classification System

<http://www.census.gov/epcd/www/naics.html>



The screenshot shows a Netscape browser window displaying the U.S. Census Bureau's website for the North American Industry Classification System (NAICS). The browser's address bar shows the URL <http://www.census.gov/epcd/www/naics.html>. The website features a navigation menu on the left with links for 'NAICS to SIC', 'SIC to NAICS', 'NAICS Search', 'How NAICS will affect data users', 'Implementation', 'Product Classification', 'Questions?', and 'Development of NAICS'. The main content area includes the NAICS logo, a title 'North American Industry Classification System (NAICS)', and several text blocks providing information about the system's purpose, development, and resources. A sidebar on the right highlights 'New! E-Commerce Statistics'.

U.S. Census Bureau

North American Industry Classification System (NAICS)

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.

NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

NAICS on the move. Revisions are set for [NAICS 2002](#). Construction and wholesale trade are substantially affected, but the revisions also modify a number of retail classifications and the organization of the information sector.

A new [North American Product Classification System](#) (NAPCS) is presently under development, with initial focus on products of [service industries](#). (NAPCS will focus on manufacturing products at a later date; for existing census codes, see the [Numerical List of Manufactured and Mineral Products](#).)

The [Bridge Between NAICS and SIC](#) provides [1997 Economic Census](#) data NAICS by SIC and SIC by NAICS, and reveals relationships not identified in the *NAICS Manual*.

The official **1997 US NAICS Manual** *North American Industry Classification System--United States, 1997* includes definitions for each industry, tables showing correspondence between 1997 NAICS and 1987 SICs, and a comprehensive index--features also available at this web site. To order the 1250-page *Manual* in print or on CD-ROM, call NTIS at (800) 553-6847 or (703) 605-6000, or visit the [NTIS web site](#).

The list of 1997 NAICS codes, tables showing correspondence between NAICS and SIC, and other files

Measuring electronic business is a major challenge for future statistical programs. Review the [latest data](#) as well as [papers](#) describing Census Bureau plans and issues.

New! E-Commerce Statistics

NORTH AMERICAN INDUSTRY CLASSIFICATION

Federal Supply Classification

<http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz>



Address <http://fpdcapp.gsa.gov/pls/fpdsweb/PscWiz>

FPDS PSC Wizard - Step 1

The PSC Wizard will help you pick the correct Product or Service Code.

PSC's are categorizations of the kinds of "things" that the U.S. Government Buys. They consist of Federal Supply Classification codes developed to categorize tangible products and service codes developed specifically for use in the Federal Procurement Data System.

Research and Development codes cover all aspects of research, development, and evaluation (including management and support).

Services include all other non-tangible services AND purchase or lease of buildings.

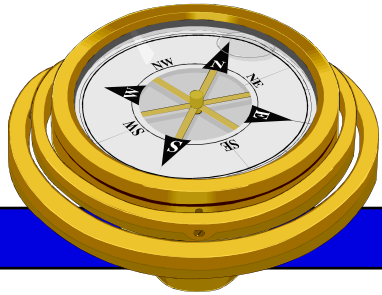
Choose One Major Category

- Research and Development
- Services (other than R and D)
- Products

Option: Enter one word or phrase to search for:
 (up to 20 characters)

[Return to the FPDC home page](#)

PSC Wizard Version 0.5, March 17, 2000



How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ✓ Register
- ❑ Determine who buys your goods or services
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- ❑ **Focus** and Market your firm

Central Contractor Registration

<http://www.ccr.gov/>

CCR Central Contractor Registration

There are 255855 active vendors

Vendor Corner | Government Arena | Small Business | CCR Handbook | Access CCR Data | Help

Start New Registration
Finish Saved Registration Using Confirmation #
Update or Renew Registrations Using TPIN
Search CCR
Find my DUNS
Find my CAGE
Federal Agency Registration

Notice:
Please note that the CCR.GOV site will be under maintenance from Friday 12:00 noon to Sunday 7:00 p.m. We apologize for this brief inconvenience.

CCR Daily

Electronic Business POC Notice

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

CCR Workshop result:
On September 12th, the CCR Program Office held a half day event to provide updated information on the upcoming CCR mandate. Over 350 attendees from various government agencies were present for this informative session. [Download the slides from the conference.](#)

Federal Acquisition Circular (FAC) 2001-16 amends the FAR to require contractor registration in CCR database ...

egov My Government. My Terms

Security Notice

Dynamic Small Business Search

http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm



Dynamic Small Business Search

Most hotlinks on this page will open a new browser window.
(This [Return to CCR Home Page](#) hotlink does not.)

This is generally a self-certifying database. The SBA does not make any representation as to the accuracy of any of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The SBA strongly recommends that contracting officers diligently review a bidder's small business self-certification before awarding a contract.

[Privacy Statement](#)

[Help](#)

State(s):
[\(How to make multiple selections.\)](#)

<input type="text" value="(any state)"/> AL - Alabama AK - Alaska AA - American Atlantic (APO/FPO) AE - American Europe (APO/FPO) AP - American Pacific (APO/FPO) AS - American Samoa AZ - Arizona AR - Arkansas CA - California	<input type="text" value=""/> <i>(Requires exactly one state from the list at left.)</i> 2-digit numeric (leading 0 if 1 digit), or AL for At Large
<input type="text" value=""/> <i>(Requires exactly one state from the list at left.)</i> 3-digit numeric (leading zeroes if 1 or 2 digits)	

Area Code or Phone Number Initial Fragment, (1 to 12 characters, 999-999-9999 format)

On-line Reps and Certs Application – ORCA - <http://www.bpn.gov/>



Go Directly To:

- Central Contractor Registration (CCR)
- Federal Agency Registration
- Online Representations and Certifications Application (ORCA)
 - Vendor
 - Public
- Past Performance Information Retrieval System (PPIRS)
- Excluded Parties Listing System
- EEO Pre-Award Clearance

egov
My Government. My Terms.

Important Information about your Average Number of Employees & Average Annual Receipts in your CCR Registration.

The one-year average number of employees for your entire firm includes those of all affiliates worldwide, and is its average number of persons employed for each pay period over the concern's latest 12 months. Any person on the payroll must be included as one employee regardless of hours worked or temporary status. The number of employees of a concern in business under 12 months is based on the average for each pay period it has been in business. For more information see: <http://www.sba.gov/size/part121sects.html>

The three-year average annual receipts (AAR) means "total income" or "gross income" plus "cost of goods sold" as reported to the IRS tax returns and includes those of all affiliates world wide. The AARs are calculated based on your firm's last three completed fiscal years. Travel,

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					



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FedBizOpps

<http://www.fedbizopps.gov/>

FedBizOpps
Federal Business Opportunities

★ Find Business Opportunities go

★ General Information

- ▶ Section 508
- ▶ Vendor Notice
- ▶ Interface Description
- ▶ Management Responsibility
- ▶ Frequently Asked Questions

★ Privacy and Security Statement

- ▶ Privacy and Security Statement

★ FedBizOpps News

- ▶ What's New?
- ▶ 508 Compliance

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

★ Related Links

- ▶ Demo FBO
- ▶ DoDBusOpps
- ▶ Federal Agency Business Forecasts
- ▶ Federal Assets Sales
- ▶ Federal Commons
- ▶ Firstgov
- ▶ Minority Business Development Agency
- ▶ PRO - Net
- ▶ SUB - Net (Subcontracting Opportunities)
- ▶ Vendor Notification Service

★ Contact Information

- ▶ Email: fbo.support@gsa.gov
- ▶ Phone: 877-472-3779 (Toll Free)

FedBizOpps BUYERS

FedBizOpps VENDORS

Federal Procurement Data System*

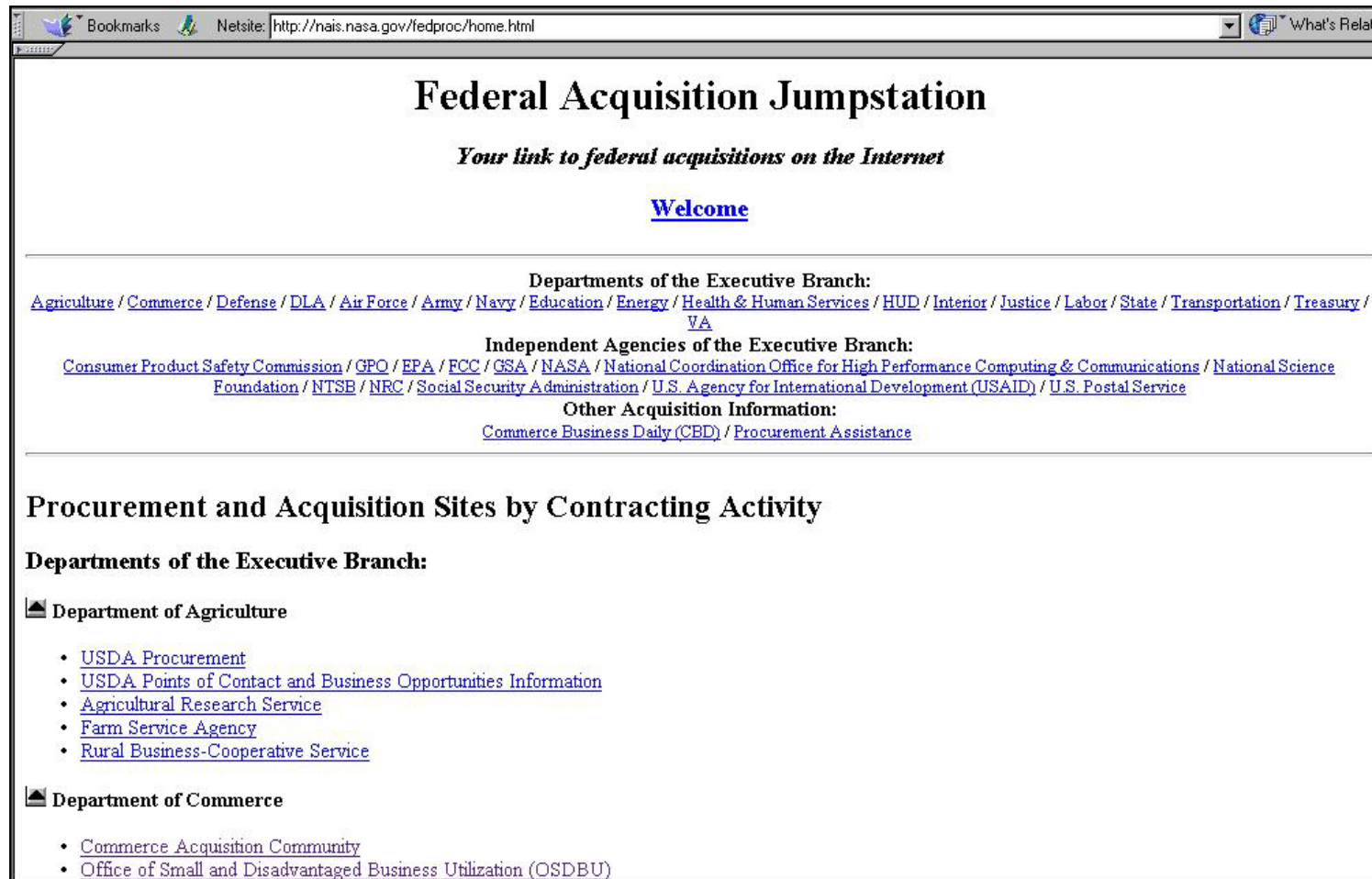
<http://www.fpds.gov>

The screenshot shows the FPDS Next Generation website interface. At the top left is the FPDS Next Generation logo, and at the top right is the GSA egov logo. The main content area is divided into six sections:

- Log In:** Contains a "Log-In:" label, a text input field, a "Password:" label, a text input field with "Login Image" inside, a "Log In" button, and a "[Forgot Your Password?](#)" link.
- General Info:** Contains a welcome message: "Welcome to the new Federal Procurement Data System (FPDS).", instructions for new and registered users, and a link for "[About FPDS-NG](#)".
- Reports:** Contains the text "The following FPDS reports are available now for download:" and three links: "[Federal Procurement Report FY2002](#)", "[Federal Procurement Report FY2001](#)", and "[Federal Procurement Report FY2000](#)".
- Registration:** Contains links for "Not Registered? [Register](#)", "[Who Should Register?](#)", "[Contact Help Desk](#)", and "[Security and Privacy](#)".
- Important Links:** Contains a heading "Are you at the right site?" followed by a list of links: "[Report FY2003 Transaction](#)", "[Find Current Business Opportunities](#)", "[Small Business Services](#)", "[Business Partner Network](#)", "[Register as a Potential Contractor](#)", "[Past Performance Information Retrieval System](#)", "[Federal Technical Data System](#)", "[Official website for eGov Initiatives](#)", and "[FPDS-NG Project Site](#)".
- CBT Computer Based Training:** Contains links for "[Award CBT](#)" and "[IDV CBT](#)", a paragraph explaining that a plugin will be downloaded for viewing CBTs, and a link "[click here](#)" to install it. It also includes a paragraph stating that if a user does not wish to use the plugin, they can "[click here](#)" to use the FPDS Help File.

Federal Acquisition Jumpstation

<http://prod.nais.nasa.gov/pub/fedproc/home.html>



Bookmarks Netsite: <http://nais.nasa.gov/fedproc/home.html> What's Relate

Federal Acquisition Jumpstation

Your link to federal acquisitions on the Internet

Welcome

Departments of the Executive Branch:
[Agriculture](#) / [Commerce](#) / [Defense](#) / [DLA](#) / [Air Force](#) / [Army](#) / [Navy](#) / [Education](#) / [Energy](#) / [Health & Human Services](#) / [HUD](#) / [Interior](#) / [Justice](#) / [Labor](#) / [State](#) / [Transportation](#) / [Treasury](#) / [VA](#)

Independent Agencies of the Executive Branch:
[Consumer Product Safety Commission](#) / [GPO](#) / [EPA](#) / [FCC](#) / [GSA](#) / [NASA](#) / [National Coordination Office for High Performance Computing & Communications](#) / [National Science Foundation](#) / [NTSE](#) / [NRC](#) / [Social Security Administration](#) / [U.S. Agency for International Development \(USAID\)](#) / [U.S. Postal Service](#)

Other Acquisition Information:
[Commerce Business Daily \(CBD\)](#) / [Procurement Assistance](#)

Procurement and Acquisition Sites by Contracting Activity

Departments of the Executive Branch:

▣ **Department of Agriculture**

- [USDA Procurement](#)
- [USDA Points of Contact and Business Opportunities Information](#)
- [Agricultural Research Service](#)
- [Farm Service Agency](#)
- [Rural Business-Cooperative Service](#)

▣ **Department of Commerce**

- [Commerce Acquisition Community](#)
- [Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#)



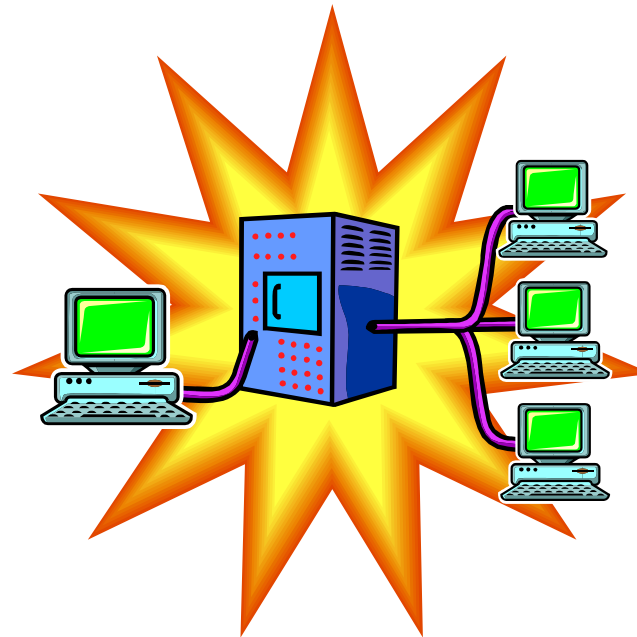
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Federal Purchase Thresholds



- Greater than \$100,000
- Simplified Acquisition Threshold \$100,000
- Small Purchase Threshold < \$25,000



- Micro-purchase < \$2500



Federal Acquisition Regulations

FAR

Foreword

1	2	3	4
5	6	7	8
9	10	11	12
13	14	15	16
17	18x	19	20x
21x	22	23	24
25	26	27	28
29	30	31	32
33	34	35	36
37	38	39	40x
41	42	43	44
45	46	47	48
49	50	51	52
52.000	52.215		
52.220	52.227		

11th ACC AFARS AFFARS AFMC
AFRC AFSOC AFSPC AETC
AMC DFARS DOE FAR NMCARS
NASA PACAF USAF USSOCOM

A quick reference of the FAR Parts:

Current to **NEW** Fac 2001-21,
& Class Deviation 2003-o0003
[FAR obtained from PKL]

View FAR with [No Frames](#)
Looking for Older Version of Regulations Check [Archived Regs](#)
Visit GSA to see [FAR in PDF format](#)

Electronic Forms--[Library #1](#) / [Library #2](#) / [Library #3 \(GSA\)](#)
[FAC](#) [DAC](#) [DL](#) [AFAC](#) [AFMCAC](#) [IPL](#)

[\[11th\]](#) [\[ACC\]](#) [\[AETC\]](#) [\[AFARS\]](#) [\[AFFARS\]](#) [\[AFMC\]](#) [\[AFRES\]](#) [\[AFSOC\]](#) [\[AFSPC\]](#)
[\[AMC\]](#) [\[DFARS\]](#) [\[DOE\]](#) [\[FAR\]](#) [\[NMCARS\]](#) [\[NASA\]](#) [\[PACAF\]](#) [\[USAF\]](#) [\[USSOCOM\]](#)

Order Regulation Subscriptions

Contracting Laboratory

Some Important FAR Parts

- 
- **-Part 12 – Acquisition of Commercial Items**
 - **-Part 13 – Simplified Acquisition Procedures**
 - **-Part 14 – Sealed Bidding**
 - **-Part 15 – Contracting by Negotiation**
 - **-Part 16 – Types of Contracts**
 - **-Part 19 – Small Business Programs**

Acquisition Knowledge Sharing System

<http://akss.dau.mil/>

The screenshot displays the AT&L Knowledge Sharing System website. The header includes the site title "AT&L Knowledge Sharing System" with the tagline "Your one stop source for AT&L information" and the Defense Acquisition University logo. A navigation bar contains links for Home, DAU, Contact, FAQ, Site Map, Help, and Advanced Search, along with a search box and a "Go" button. A left sidebar lists various site sections such as DAU Homepage, Training Courses, Continuous Learning, Knowledge Sharing, Performance Support, AKSS Menu, Policy Documents, DoD 5000 Series, FAR, DFARS, & Others, Community Areas (CoPs), Reader's Choice, Glossaries & Acronyms, Education & Training, Software Tools, DAU Video Library, AT&L Web Sites, News & Publications, Ask a Professor, Forms, Acquisition Events, Guidebooks & Handbooks, and Ethics. The main content area features a "AKSS Today!" section with a "DoD acquisition." link, a "Results Say...70% of users do not view AKSS at the recommended display resolution. To find out how to change your screen resolution" message, and a "Wanted: Best Example of a Performance-based Contract Reward: \$2500 Award to Federal Government Employee Who Wins!" announcement. A "Newsletter from the Secretary of the Air Force" section is also present. On the right side, there are promotional banners for "New JCIDS/DoD 5000/PBBE Policy is Available" and "Speak C We'd like hear from", both with "click here" buttons. Below these are sections for "Reader's Choice" and "Suggested Reading", each containing a list of links to various documents and reports.

DOD OSDBU

<http://www.acq.osd.mil/sadbu>

Bookmarks Netsite: <http://www.acq.osd.mil/sadbu/>

Department of Defense, Office of
Small And Disadvantaged Business Utilization

Welcome

click here for the
**Nunn-Perry
Winners**

Minority Small Business
Procurement Conference
May 22 - 25, 2001

Welcome to the Department of Defense,
Office of Small and Disadvantaged
Business Utilization

Our Mission is to enable the Warfighter to gain access to Small Business' efficiency, innovation and creativity.

Our Vision is to remain an integral player and valued advisor in DoD acquisition strategy development; to remain a leader in innovative initiatives; to grow as a facilitator for accessing untapped resources; and to continue as an advocate for value in DoD procurement:

Mentor-Protégé Program
Small Business Innovation Research and Small Business Technology Transfer
Women-Owned Small Business
HBCU/MI
Indian Incentive
Comprehensive Subcontracting Plan Test Program
Hub Zones
Service-Disabled

Navy SADB

<http://www.hq.navy.mil/sadbu/>

Address <http://www.hq.navy.mil/sadbu/>



Click on the SADB Seal to visit
Digital SADB

**Department of the Navy
Small and Disadvantaged Business
Utilization Office (SADB)**

information has been posted to the SBS Info Section of this site

Introductory Information Small Business Programs General Information

Message from the Director SBIR/STTR What's New

Navy Electronic Commerce Online

<http://www.neco.navy.mil>

NECO - Microsoft Internet Explorer
File Edit View Favorites Tools Help

NECO

Navy Electronic Commerce Online

This is an official US Navy web site. Please read our [Privacy Policy](#) and [External Links](#) Disclaimer. This site is your link to the world of Navy Electronic Business Opportunities. NECO is the centerpiece of the Navy's paperless process strategy (GILS Number: 001482).

A vendor should register with the [Central Contractor Registration \(CCR\)](#) System, prior to using this site.
Contact Info: 800-503-6326 (8am-5pm ET) or [NECO Support](#)

[See Latest Updates.](#)

REGISTER WITH NECO
MODIFY REGISTRATION
SEARCH SYNOPSIS
BUSINESS OPPORTUNITIES
SUBMIT A BID
FAQ
SUBMIT FEEDBACK
ASSOCIATED LINKS

HOME | REGISTER | SYNOPSIS | BUSINESS OPPORTUNITIES | SUBMIT BID | FEEDBACK

FAQ | LINKS | CLASSIFICATION CODES | ABBREVIATIONS | NUMBERED NOTES | CLAUSES

[United States Navy](#) [Accessibility Help & Information](#) [Navy Careers](#)

Army SADBUs

<http://www.sellingtoarmy.info>

The screenshot shows the OSADBU website in Microsoft Internet Explorer. The browser window title is "OSADBU - Microsoft Internet Explorer". The address bar shows the URL: http://www.sellingtoarmy.info/show_file.asp?fileID=674&ID=30. The website header features the Army logo and the text "OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION" and "BUILDING THE ARMY'S FUTURE THROUGH SMALL BUSINESS". A navigation menu includes "HOME", "BUSINESS OPPS", "REGISTER", "TOOLS", "LOCATIONS", "LOGIN", and "SEARCH". The main content area is titled "Home" and dated "Wednesday, August 25, 2004". It features a section for "Doing Business in Iraq" with links to www.fedbizopps.gov and www.rebuildingiraq.org, and a section for "Documents with Information on the Reconstruction of Iraq" with a link to "CPA Iraq Data Collection". The left sidebar contains a "MENTOR-PROTÉGÉ" menu with categories like "WOMAN OWNED", "HBCU/MI", "VETERAN OWNED/SERVICE DISABLED", "HUBZONE", "SMALL BUSINESS", and "SUB CONTRACTING". The bottom of the page has a "MESSAGE" section with items like "Conference Registration" and "Director's Message", an "INFORMATION" section with "NEW DoD Conference" and "Calendar of Events", and a "FEATURES" section with "SURVEY" and "2004 Army SBT Conference". The footer shows the Windows taskbar with the "start" button and several open applications.

Air Force SADBUs

<http://www.selltoairforce.org/>

Welcome to US Air Force Small Business - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Print this page | E-mail this page | Text Only

Home Log In Help Desk Search GO

Homepage

Welcome to US Air Force Small Business

8/16/2004 - Air Force, Lockheed Martin sign MOU to strengthen Small Business Programs

(From left) Emmanuel N. Zulueta, Lockheed Martin Senior Vice President for Corporate Shared Services, Joseph G. Diamond, Director of the Air Force Small and Disadvantaged Business Utilization Office, and Michael Bush, director of Supplier Diversity for Lockheed Martin, took part in the Memorandum of Agreement ceremony in Washington on Aug. 2.

[Read More >](#)

More Hot Items

What Can We Do For You?

Small Business & Minority Institutions

- [How do I get started?](#)
- [Who can help me?](#)
- [What opportunities does the Air Force have?](#)
- [What other resources are available?](#)

Colorado Small Business Training Slides, July 14, 2004

- [Set 1 of Slides \(PP\)](#)
- [Set 2 of Slides \(PP\)](#)

[More Help >](#)

Government Entities

NEW [2004 Small Business Pocket Guide \(PDF\)](#)

- [What tools are available for me to help my clients?](#)
- [What makes a good success story?](#)
- [How do I create successful outreach events & industry days? \(PP\)](#)

[More Help >](#)

USAF Small Business

Hot Items

- Calendar
- Conference Reg
- General
- Locator
- News
- Opportunities
- Outreach Pgm Ofc
- Programs
- Teaming
- Training

SBA

MBDA

Air Force Link

AFOP
Advocates for Small Business

USAFSB Bulletin

Subscribe to news and notes from the Air Force to your desktop...

E-mail Address:

Subscribe

View Current Newsletter

[3rd Quarter 2004 Newsletter \(PDF\)](#)

Mission
Promote effective outreach and acquisition strategies that provide small and disadvantaged...

Vision
Partnering with small and large business, minority institutions, federal agencies, trade associations...

Defense Logistics Agency

www.dla.mil

The screenshot shows the homepage of the Defense Logistics Agency (DLA) website. At the top, there is a navigation bar with categories: Hardware, Textiles, Medical, and Clothing. The main header features the DLA logo, the text "DEFENSE LOGISTICS AGENCY", and the tagline "The Warfighters Logistics Combat Support Agency". A search bar with a "GO" button is located on the right. Below the header is a menu with links: About DLA, News, Library, e-FOIA, Employment, Links, and Site Index. The main content area is divided into three columns: "BUSINESS OPPORTUNITIES", "INFORMATION TECHNOLOGY", and "CORPORATE HEADQUARTERS". Each column has a brief description and a "Select a web site" button. Below this is a section for "Read our Publications" with links to "Customer Assistance Handbook", "Dimensions", "LogLines", and "Thorium Nitrate FONSI Documents". To the right is a "FOCUS ON DLA" section with the text "Learn more about DLA initiatives & accomplishments" and a "Top Stories" list. The footer contains links for "Privacy/Security", "Accessibility", and "Contact Webmaster".

Location: <http://www.dla.mil/>

Hardware Textiles Medical Search: **GO**

DEFENSE LOGISTICS AGENCY
The Warfighters Logistics Combat Support Agency

Contact Us | Help | Home

About DLA | News | Library | e-FOIA | Employment | Links | Site Index

BUSINESS OPPORTUNITIES
Customers and vendors can check here for links to buying and selling opportunities. From uniforms to spare parts, from fuel to rations, DLA is the supplier of choice for America's Warfighters. ▶

INFORMATION TECHNOLOGY
DLA knowledge broker, providing comprehensive, best practice technological support to the DOD/DLA logistics business community. ▶

CORPORATE HEADQUARTERS
Headquarters DLA provides logistics and administrative support guidance to our field activities. ▶

Select a web site

Select a web site

Select a web site

Read our Publications

- ▶ [Customer Assistance Handbook](#)
- ▶ [Dimensions](#) ▶ [LogLines](#)
- ▶ [Thorium Nitrate FONSI Documents](#)

OPERATION TRIBUTE TO FREEDOM

DLA HALL of FAME 2003

FOCUS ON DLA
Learn more about DLA initiatives & accomplishments

Top Stories:

- [Warren Depot's Excess Cardboard Recycled to California, 10/27/2003](#)
- [Navy Makes Army General an Honorary Supply Corps Flag Officer, 10/7/2003](#)
- [Family, Cuban heritage keys to success for DLA analyst, 10/03/2003](#)

[Privacy/Security](#) | [Accessibility](#) | [Contact Webmaster](#)

DoD E-Mall

<https://emall.prod.dodonline.net/scripts/emLogon.asp>

Address <https://emall.prod.dodonline.net/scripts/emLogon.asp>

Welcome to the **DOD EMALL**
1st Choice Support for the Warfighter (Federal Buyers Welcome Too!)

Home Contact FAO Help

DOD EMALL Logon

Account Name:

Password:

Shop My Orders

Select Corridor:
Parts & Supplies

Ship-To
Select Country:
UNITED STATES

ZIP/Post: DoDAAC:

User Accounts

- [New User Registration](#)
- [Forgot Your Password?](#)

▲ **IMPROVEMENTS AND NEW FEATURES FOR DOD EMALL ARE HERE! TO ALL OUR VALUED CUSTOMERS:** The DOD EMALL has installed a new version of our web site, effective October 22, 2004. We made several improvements to DOD EMALL and added some new features we hope you will enjoy. We are sure we will be serving you better now and into the future! Some of the new features are... [See detail...](#)

▲ **2005 Calendars** For those of you shopping for 2005 calendars, there is now an express store created to assist you in finding the calendars you need. The store was created using the GSA authorized JWOD NSN's. Go to Express Stores and find the cart titled 2005 Calendars – JWOD NSN's. Happy Shopping.

▲ **Suppliers of the Week Shoplet** has over 40,000 office and industrial supplies to offer and also carry over 6,000 recycled and environmentally friendly products as well. They ship Nationwide! Check them out! [See detail...](#)

▲ **Suppliers of the Week SeKure Domes and Mirrors** is a manufacturer of safety and security mirrors. All of their products are "Made in America." Complete satisfaction is guaranteed. [See detail...](#)

▲ **The current INFOCON Level is : ALPHA**

News & Information

- Training Materials
- Pressroom
- Learn more about DOD EMALL
- Stores & Related Sites
- DOD EMALL Suppliers List
- Supplier Support
- Becoming a DOD EMALL Supplier
- Environmentally Friendly Purchase Reports
- DOD EMALL Policy Statements
- Version Release Notes

Use of DOD EMALL

Use of the DOD EMALL requires [Netscape Navigator 4.06+](#) or [Internet Explorer 4.0+](#) with both [cookies](#) and JavaScript enabled. This is a government web site that is subject to [monitoring](#). Viewing documents on the DOD EMALL requires [Adobe Acrobat Reader](#).

DoD Procurement Gateway

<http://progate.daps.dla.mil/home/>

The screenshot shows the DoD Procurement Gateway website. At the top, it says "DEPARTMENT OF DEFENSE PROCUREMENT GATEWAY" with a yellow swoosh under "GATEWAY". Below that, it says "REQUESTS FOR QUOTATIONS & CONTRACT AWARDS". On the left is a navigation menu with categories: Welcome, Search, Related Data, and Other. The main content area features an announcement about a revision to the DSCP G&I SPA and a description of the gateway's features. Below the text is a diagram titled "Procurement Gateway Main Features" with four boxes: RFQs Search, Awards Search, User Profile, and Collection Download. At the bottom, there is a call to action to check out the new User Profile and Collection Download features.

Welcome

- Introduction
- Contact Us

Search

- RFQs
- RFPs
- Awards
- BPAs

Related Data

- Drawings
- Specs/Std
- Quotes

Other

- User Profile
- Comments
- Home
- Collection Download
- Related Links
- Help

DEPARTMENT OF DEFENSE
PROCUREMENT GATEWAY
REQUESTS FOR QUOTATIONS
& CONTRACT AWARDS

Announcement: *****August 8,2003 - REMINDER! DSCP G&I VENDORS! Revision #5 of the DSCP G&I Simplified Purchase Agreement (SPA) is now in place. It is critical that you review this. Go to http://www.dscp.dla.mil/contract/spa_1999_Rev_No5.pdf for the latest revision. In addition, DSCP G&I PACE POLICY AND PROCEDURES HAVE BEEN UPDATED. The updates are included in the SPA, or you can go directly to <http://progate.daps.dla.mil/home/include/help/PACErev5.pdf>.

► The Procurement Gateway is an integrated collection of automated systems providing oversight for the management of procurement data. The Procurement Gateway allows prospective government contractors to perform comprehensive and detailed searches against Request for Quotation (RFQ) and Award documents. Flexible search options permit the user to identify RFQs and Awards using a variety of search criteria including solicitation, Purchase Request Number (YPI), and National Stock Number (NSN). Users may also search the Procurement Gateway by providing keywords, data ranges, and Federal Supply Class (FSC). All RFQs and Awards are stored in digital format and may be viewed online. Please note that RFQs and Awards are available in Portable Document Format (PDF) and accessing them requires using the free [Adobe Acrobat](#) plug-in.

Procurement Gateway Main Features

- RFQs Search
- Awards Search
- User Profile
- Collection Download

► Check out our new [User Profile](#) or [Collection Download](#) features. The [User Profile](#) option allows registered users to create and customize searches against account-specific profiles. Profile-based searches locate data that is important to you! The [Collection Download](#) option allows users to search and collect files on RFQs by the FSC search criteria. Users can collect multiple RFQs and have the Procurement Gateway zip those files up for you online, instantly! To conserve server resources, Collection Download requests are limited to **4 MB** per request. Once the request has been processed successfully, users can download the zip file immediately, or access the URL within the next 24 hours. An index file identifying each RFQ will be included in the zip file, and as well as in the email to the user. **Check it out today!**

Procurement History Data Mart

<http://phdm.ctcgsc.org/dispatch/show.home>

PHDM
Procurement History Data Mart

PHDM Home DLA Home System Glossary Contact Help

User Profile • New Search • Saved Searches • Admin Login

What's New?

8.10.2005
The data from July is now available in the PHDM System!

Data is available back to October 1991.

NOTE: Any transactions through BSM are not included.

Database Updated
August 10, 2005

Data Range
October 1991 to July 2005
(SAMMS Data Only)

Current Status
R&D Prototype
Release
v2.5.041020

Due to recent FOIA decisions, dollar value fields (unit price, total dollars, dollars per award) for some vendors will not be included in PHDM data for non .mil users. Click [Here](#) for more information and a list of the vendors.

Welcome to the Procurement History Data Mart Online Application

PROTOTYPE APPLICATION

Please feel free to use the PHDM Application at your leisure. However, although all of the data and results are current and valid, the application itself is still in R & D mode. This means that the application is still under development and is subject to change, error, or downtime as development progresses.

The PHDM System provides a widely available point of access to DLA Procurement History Data with user-friendly, simple tools to allow DoD/DLA managers and analysts to **create sophisticated calculations, views and reports** and to **perform analyses** that otherwise would require significant time for each case. The information returned by the PHDM system will be turned around in seconds or minutes as opposed to days or weeks. Additionally, the system **allows vendors to access data on-line that was previously available by phone and/or formal request only**. The new accessibility will allow small vendors to analyze acquisition patterns and to potentially become more competitive by understanding past procurement activities and trends.

[DLA Privacy and Security Notice](#)

If you have any questions, suggestions, or problems please click [feedback](#).

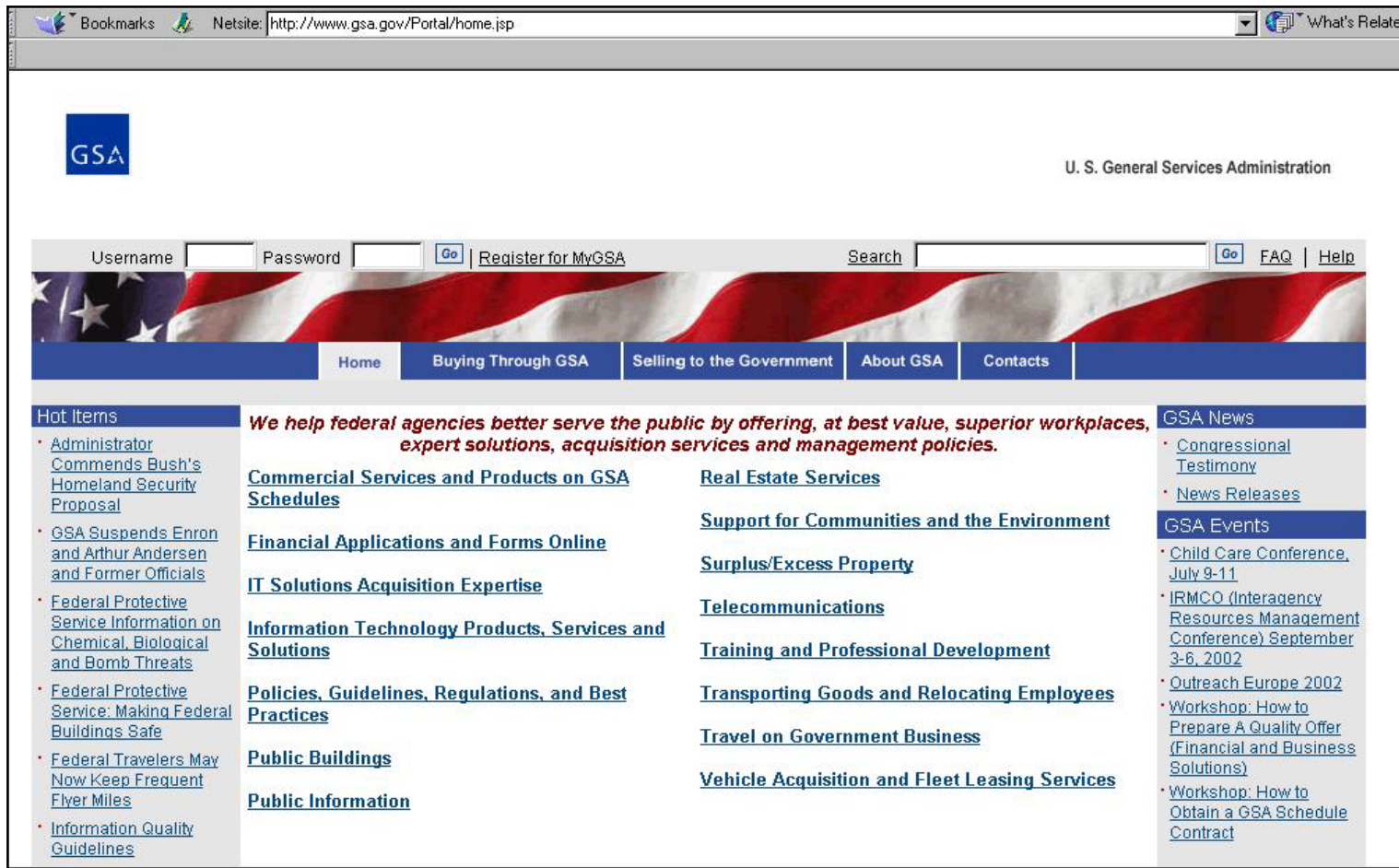
Fed Tech Data Site

<https://www.fedteds.gov>

The screenshot shows the FedTeDS.gov website interface. At the top, there is a navigation menu with links for Home, Mission, Contact Us, Help, FAQs, and Security Notice. The main content area features a welcome message and two login options: Registered User Login and PKI Certificate Login. The Registered User Login section includes fields for Username and Password, a Login button, and links for Forgot Your Password?, Register with FedTeDS, and Vendor User Guide. The PKI Certificate Login section includes a PKI Login button, a What's this? link, and a red-bordered note stating: "NOTE: This is a 90-day Pilot. Regular logins will continue to be supported." Below the login sections is an E-Government Resources section with links to FedBizOpps.gov, FirstGov.gov, Technical Data Sites, and FedTeDS E-Gov Press Release. At the bottom, there is a footer note: "Bobby Approved! - FedTeDS.gov is compliant with section 508 accessibility."

General Services Administration

<http://www.gsa.gov/>



The screenshot shows the GSA website homepage. At the top left is the GSA logo. To the right, it says "U. S. General Services Administration". Below this is a search bar with "Username" and "Password" fields, a "Go" button, and a "Register for MyGSA" link. To the right of the search bar are "Search", "Go", "FAQ", and "Help" links. Below the search bar is a navigation menu with "Home", "Buying Through GSA", "Selling to the Government", "About GSA", and "Contacts". The main content area is divided into three columns. The left column is titled "Hot Items" and contains several links. The middle column contains a mission statement and various service categories. The right column is titled "GSA News" and "GSA Events" and contains several news and event links.

Hot Items

- [Administrator Commends Bush's Homeland Security Proposal](#)
- [GSA Suspends Enron and Arthur Andersen and Former Officials](#)
- [Federal Protective Service Information on Chemical, Biological and Bomb Threats](#)
- [Federal Protective Service: Making Federal Buildings Safe](#)
- [Federal Travelers May Now Keep Frequent Flyer Miles](#)
- [Information Quality Guidelines](#)

We help federal agencies better serve the public by offering, at best value, superior workplaces, expert solutions, acquisition services and management policies.

Commercial Services and Products on GSA Schedules

Financial Applications and Forms Online

IT Solutions Acquisition Expertise

Information Technology Products, Services and Solutions

Policies, Guidelines, Regulations, and Best Practices

Public Buildings

Public Information

Real Estate Services

Support for Communities and the Environment

Surplus/Excess Property

Telecommunications

Training and Professional Development

Transporting Goods and Relocating Employees

Travel on Government Business

Vehicle Acquisition and Fleet Leasing Services

GSA News

- [Congressional Testimony](#)
- [News Releases](#)

GSA Events

- [Child Care Conference, July 9-11](#)
- [IRMCO \(Interagency Resources Management Conference\) September 3-6, 2002](#)
- [Outreach Europe 2002](#)
- [Workshop: How to Prepare A Quality Offer \(Financial and Business Solutions\)](#)
- [Workshop: How to Obtain a GSA Schedule Contract](#)

e-Tools...

- www.gsa.gov
- www.gsa.gov/
 - [schedules](#)
 - [elibrary](#)
 - [gsaadvantage](#)
 - [vsc](#)
- fsstraining.gsa.gov



Welcome to the FSS Center for Acquisition Excellence Virtual Campus

[Register](#) [Login](#) [Tour](#)



General Services Administration E-library

<http://www.gsaelibrary.gsa.gov/elib/eLibrary.jsp>

The screenshot shows a Netscape browser window displaying the GSA Schedules e-Library website. The browser's address bar shows the URL <http://www.gsaelibrary.gsa.gov/elib/eLibrary.jsp>. The website header includes navigation links: "Federal Supply Schedules Listing", "Basic Schedule Ordering Guidelines", "Help", "GSA Advantage!", and "GSA/FSS Home". The main heading is "GSA Schedules e-Library" with the subtitle "GSA Federal Supply Service".

Welcome!

Schedules e-Library is your source for the latest GSA and VA schedules contract award information! Now, schedule customers have a centralized source for researching GSA and VA schedules 24 hours a day! Schedules e-Library contains basic ordering guidelines, complete schedule listings, and a powerful search engine. The Schedules e-Library is updated daily to provide you with the latest award information. Schedules e-Library will also link you directly to our premier e-commerce shopping site - GSA Advantage! where you can place your order today!

What are you Searching For?

Enter keywords, contract number, contractor/manufacturer name, schedule number or SIN.

Search & Shop GSA Advantage!
for Manufacturer Part Numbers and Product Names.

Federal Supply Schedule

Go directly to
- Select - **Go!**

MAS Owners Manual
DOWNLOAD NOW

[Download Adobe Acrobat Reader](#)

[Privacy Statement](#)



How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ✓ Register
- ✓ Determine who buys your goods or services
- ✓ Familiarize yourself with government contracting procedures.
- ✓ Seek additional assistance as needed.
- ❑ Explore subcontracting opportunities
- ❑ ***Focus*** and Market your firm

OSDBU Interagency Council

<http://www.osdbu.gov/>

Federal OSDBU Directors Interagency Council

Agriculture - Commerce - Defense - DHS - Education - Energy - EPA - Executive Office of the President - GSA
HHS - HUD - Interior - Justice - Labor - NASA - NRC - NSF - Smithsonian - Social Security - State
Transportation - Treasury - USAID - U.S. Postal Service - VA

[[List of Federal OSDBU Offices](#)]

About The Council

- [Charter](#)
- [Executive Committee Members](#)

General

- [Outreach Events](#)
- [Success Stories](#)
- [Useful Links](#)
- [Summary Meeting 'Minutes'](#)

Save the Date:

**16th Annual OSDBU
Procurement Conference** will
be held on Thursday, April 20,
2006 (Upper Marlboro, MD)



Commerce Secretary Gutierrez
Announces [Hurricane Contracting
Information Center \(HCIC\)](#), One-Stop
Shop to Help U.S. Businesses Participate in
Hurricane Rebuilding Efforts



The Department of Veterans
Affairs' [Center for Veterans
Enterprise \(CVE\)](#) has developed an
Internet database of veteran-owned
and service-disabled veteran-owned small businesses
called "[VetBiz Vendor Information Pages \(VIP\)](#)"

Key Issues and Topics

- [News](#)
- [Bundling](#)
- [Competitive Sourcing](#)
- [Recertification](#)
- [President's Management Agenda](#)

Working Groups

- [Legislative](#)

Other PTAC's

<http://www.dla.mil/db/procurem.htm>



Bookmarks Location: <http://www.dla.mil/db/procurem.htm>

DEPARTMENT OF DEFENSE

Procurement Technical Assistance Centers



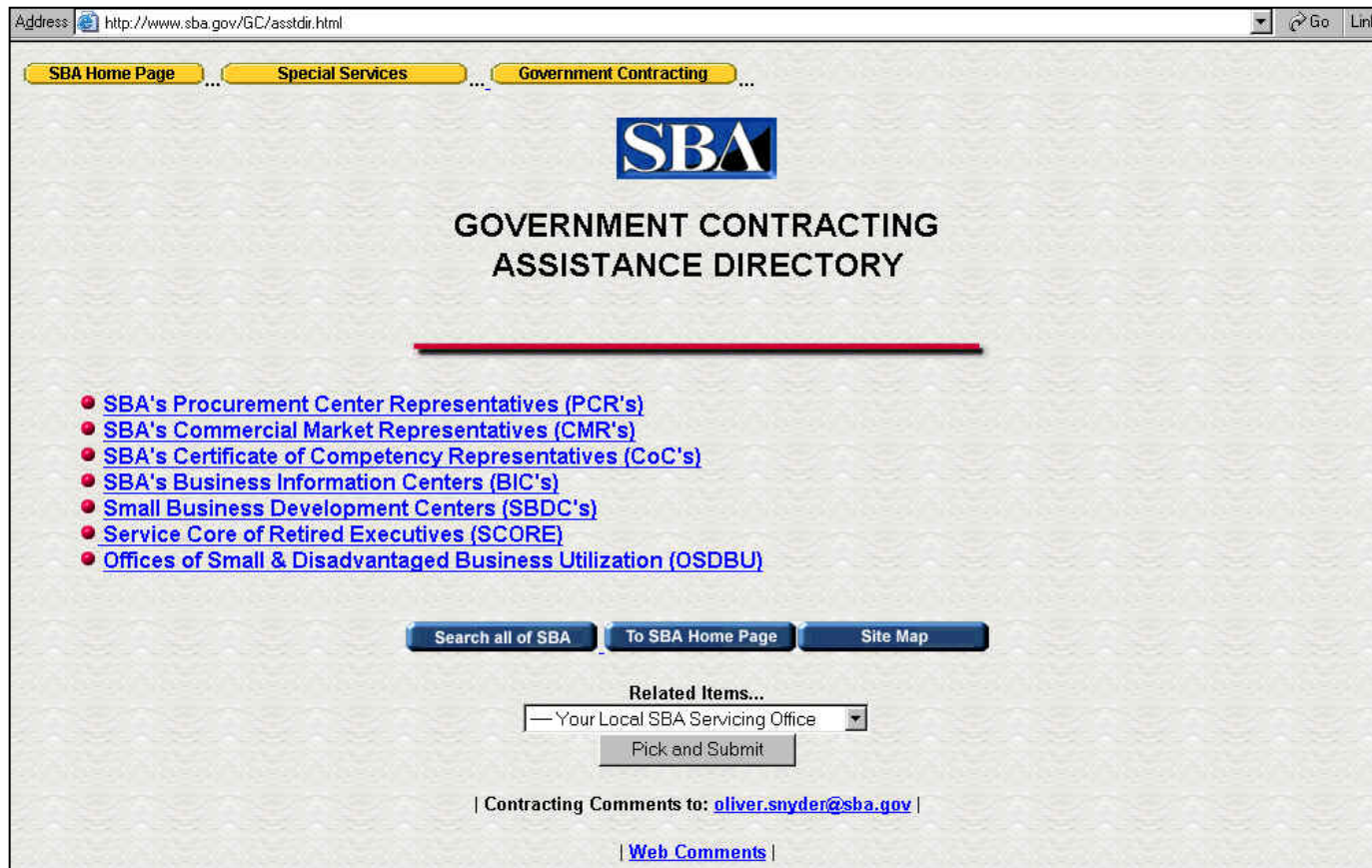
The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

[CURRENT LISTING OF PROCUREMENT TECHNICAL ASSISTANCE CENTERS](#)

ALABAMA	ALASKA	ARIZONA	ARKANSAS	CALIFORNIA
COLORADO	CONNECTICUT	DELAWARE	DISTRICT OF COLUMBIA	FLORIDA
GEORGIA	HAWAII	IDAHO	ILLINOIS	INDIANA

SBA Government Contracting Assistance Directory

<http://www.sba.gov/gc/asstdir.html>



The screenshot shows a web browser window with the address bar displaying <http://www.sba.gov/gc/asstdir.html>. The page features a navigation bar with buttons for "SBA Home Page", "Special Services", and "Government Contracting". The main heading is "SBA GOVERNMENT CONTRACTING ASSISTANCE DIRECTORY". Below the heading is a list of links:

- [SBA's Procurement Center Representatives \(PCR's\)](#)
- [SBA's Commercial Market Representatives \(CMR's\)](#)
- [SBA's Certificate of Competency Representatives \(CoC's\)](#)
- [SBA's Business Information Centers \(BIC's\)](#)
- [Small Business Development Centers \(SBDC's\)](#)
- [Service Core of Retired Executives \(SCORE\)](#)
- [Offices of Small & Disadvantaged Business Utilization \(OSDBU\)](#)

At the bottom, there are buttons for "Search all of SBA", "To SBA Home Page", and "Site Map". A "Related Items..." section includes a dropdown menu for "Your Local SBA Servicing Office" and a "Pick and Submit" button. The footer contains the text "Contracting Comments to: oliver.snyder@sba.gov" and a link for "Web Comments".

SBA SBDC Listings

<http://www.sba.gov/sbdc>



SBA Small Business Development Centers

Small Business Development Centers

SBDC Mission and Overview

SBDC en Espanol

13 CFR 130

Your Nearest SBDC

Association of SBDCs

SBDC National Clearinghouse

Business Development

Starting your Business

Financing your Business

Expanding your Business

← Home for this Area | Previous Location →

U.S. Small Business Administration
SBA
Small Business Development Center

A broadband service delivery network designed to make a significant, strategic investment in building and enhancing local economies in the US, Puerto Rico, US Virgin Islands, Guam and American Samoa.

An Affiliate of the Office of Entrepreneurial Development
[Business Counseling and Training Resource](#)

U.S. Small Business Administration

Small Business Development Centers (SBDC)

Small Business Development Centers (SBDC)
[2003 Program Announcement For FY2004 or CY2004](#)
PDF format

SBA SCORE Listings

<http://www.score.org/>

SCORE
Counselors to America's Small Business

Ask SCORE for Business Advice
WWW.SCORE.ORG

→ Ask SCORE
→ Find SCORE
→ Explore SCORE
→ Volunteer

Free eNewsletters

Learning Center
Business Toolbox
Tell Your Story
Newsroom
Our Alliances
Support SCORE

The Company Corporation® is a SCORE alliance partner & Web site sponsor

Email to a Friend | Contact Us

Site Map

Search

June 28, 2005

Ask SCORE for Business Advice
Get answers to your questions—from experienced mentors. Enter question keyword(s). [More info.](#)

Find Counselor

Find Counselor: [by Expertise](#) [by State](#)
[Returning Client](#) [Testimonials](#) & [Success Stories](#)

Consult the Pros
Get help with ongoing biz questions from an industry expert. Confidential, no-charge [advice online](#). [Find an office](#) and meet with SCORE in-person. [More →](#)

June eNewsletters: How-to Advice & Inspiration
This month, eNewsletters feature biz financing, blogs & business contests. Sign up now! [More →](#)

Draft a Business Plan
Use SCORE's templates to evaluate the profitability of your biz idea. [More →](#)

The SCORE Advantage
SCORE clients include [Jelly Belly Candy Co.](#) and [Vera Bradley](#). More than 100 clients speak out for SCORE mentors. [More →](#)

10 Tips on Time Management
Get tips to better manage your time from business author Linda Francis. [More →](#)

Quick Tips in 60-Seconds

Site Sponsor
The Company Corporation
The Company Corporation (TCC) sponsors SCORE's Web site. TCC helps small businesses incorporate & form LLCs.

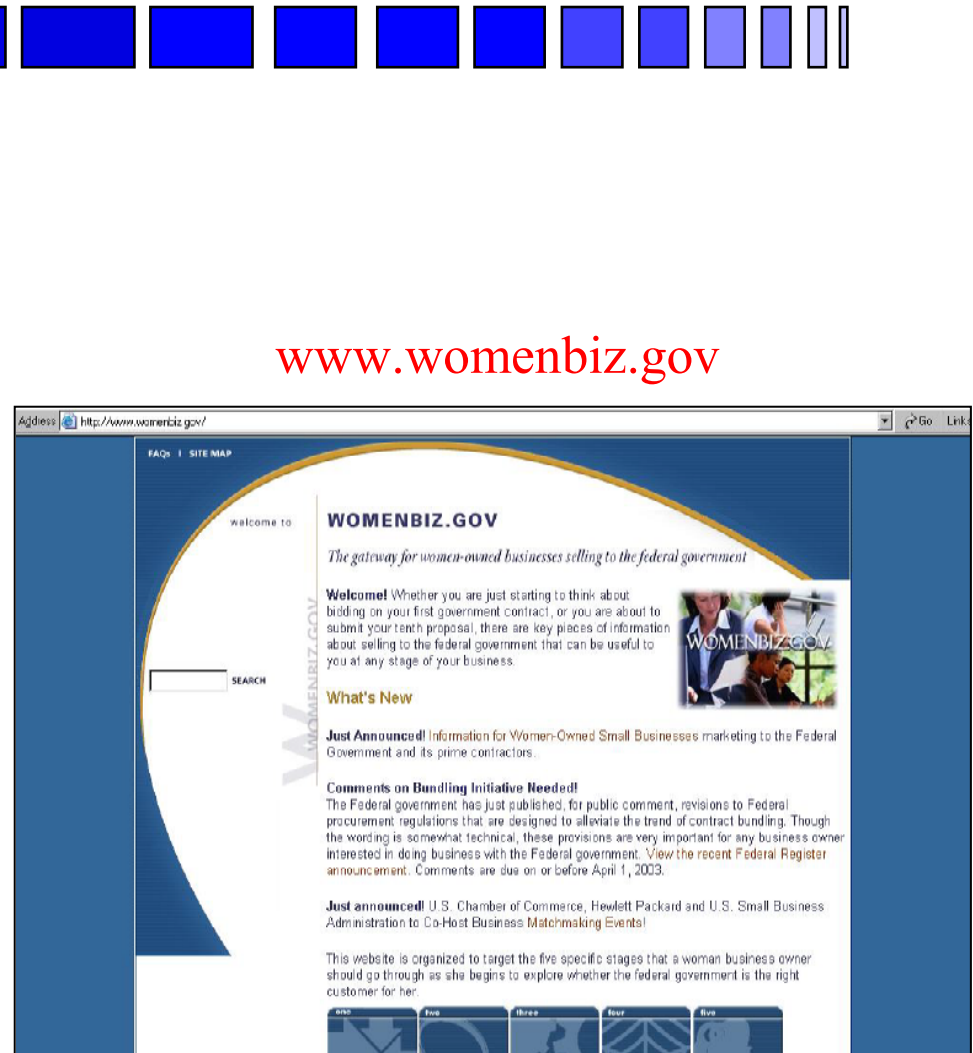
Success Story

"The help I received from SCORE is worth more than an MBA to me because it's valuable, real-world stuff."
Kerry Smith
Illinois
[More →](#)

Woman's Business Web Sites





www.onlinewbc.gov/




www.womenbiz.gov

Woman's Business Center

<http://www.wbcnova.org>



Women's Business Center
of Northern Virginia
Changing the Face
of Business



Home
About the WBC
Directions
About Our Staff
Services
Community of Coaches
Resources
Partners
Newsletters
Upcoming Events
Circle of Success Business Directory
Volunteering
Contact Us!

Welcome to the Women's Business Center of Northern Virginia!

Just Added - New Summer Classes!
Find out more on our [events page!](#)

President Unveils Small Business Plan at Women's Entrepreneurship Summit ([webcast](#))
The Public Forum Institute co-sponsored a summit with the United States Department of Labor, and U.S. Small Business Administration called "Women Entrepreneurship in the 21st Century" on March 18 & 19 in Washington, DC at the Ronald Reagan Building and International Trade Center.

The Conference highlight was special guest, **President George W. Bush** ([speech transcript](#)).

ARE YOU READY TO BE YOUR OWN BOSS?
Do you have a great idea that you think would make a successful business? Are you energetic, creative and enthusiastic? Are you ready to take your career to the next level?

If you've answered "yes" to any of these questions, then **NxLevel™** is the answer! [Read More](#)

PROYECTO EMPRESARIAL PARA HISPANOS
El Proyecto es una serie de talleres que se le ofrecerán a los asistentes para capacitarlos en el inicio de su propio negocio. Todos los talleres se ofrecerán en español en el mes de mayo de 2002. [Información Adicional](#)

WHO MAY BENEFIT FROM THE CENTER'S RESOURCES?
Any woman in the Northern Virginia area who is interested in starting or expanding her small business can benefit from the programs and services of the Women's Business Center of Northern Virginia. We particularly seek to help those currently underserved by existing programs, especially minority and socially disadvantaged women.

nxlevel.org
"Helping entrepreneurs reach the next level of success..."

Search

SBA VETS

<http://www.sba.gov/VETS/>



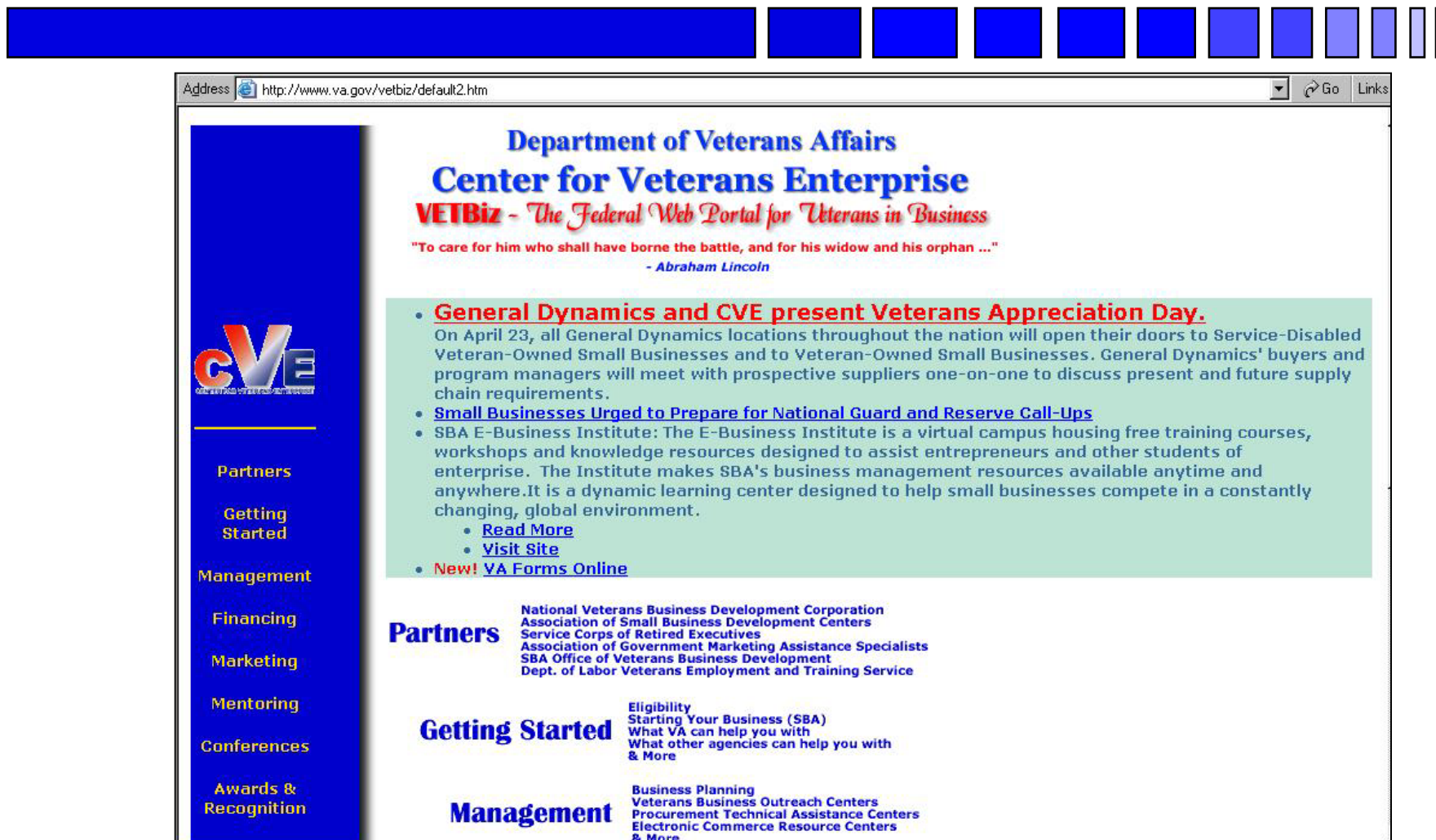
The screenshot shows the SBA Veterans Business Development website. At the top left is the SBA logo. To its right, a dark blue banner contains the text "Veterans Business Development". Below the banner is a navigation menu with the following items: "Services To Help Veterans", "Procurement", "Lending Programs", "PRO-Net, SUB-Net & TECH-Net", "Starting Your Business", "ACTs/Laws", "E-Business Institute", "Veterans News", "Outside Resources", "Federal Grant Resources", "Comments or Questions", and "Reports".

The main content area features a video player. Above the video is a small American flag icon and the text "National Guard/Reservists". The video itself shows a bald eagle's head in profile against a background of the American flag. Below the video, the text "Procurement Preference for Service Disabled Veterans" is displayed. A "replay" button is visible in the top right corner of the video frame.

Below the video player is a large image with the text "SERVING THOSE WHO SERVED" at the top. The main text in the image reads "VETERANS BUSINESS SUCCESS". The image depicts a diverse group of veterans in various military uniforms and civilian attire, standing in front of an American flag.

Veteran's Administration VETBIZ

<http://www.va.gov/vetbiz/>



The screenshot shows a web browser window with the address <http://www.va.gov/vetbiz/default2.htm>. The page title is "Department of Veterans Affairs Center for Veterans Enterprise VETBiz - The Federal Web Portal for Veterans in Business". A quote from Abraham Lincoln is displayed: "To care for him who shall have borne the battle, and for his widow and his orphan ..." - Abraham Lincoln. The main content area features a green box with several bullet points:

- General Dynamics and CVE present Veterans Appreciation Day.** On April 23, all General Dynamics locations throughout the nation will open their doors to Service-Disabled Veteran-Owned Small Businesses and to Veteran-Owned Small Businesses. General Dynamics' buyers and program managers will meet with prospective suppliers one-on-one to discuss present and future supply chain requirements.
- Small Businesses Urged to Prepare for National Guard and Reserve Call-Ups**
- SBA E-Business Institute:** The E-Business Institute is a virtual campus housing free training courses, workshops and knowledge resources designed to assist entrepreneurs and other students of enterprise. The Institute makes SBA's business management resources available anytime and anywhere. It is a dynamic learning center designed to help small businesses compete in a constantly changing, global environment.
 - [Read More](#)
 - [Visit Site](#)
- New! VA Forms Online**

Below this, there are sections for "Partners", "Getting Started", and "Management", each with a list of associated organizations or resources.

Partners

- National Veterans Business Development Corporation
- Association of Small Business Development Centers
- Service Corps of Retired Executives
- Association of Government Marketing Assistance Specialists
- SBA Office of Veterans Business Development
- Dept. of Labor Veterans Employment and Training Service

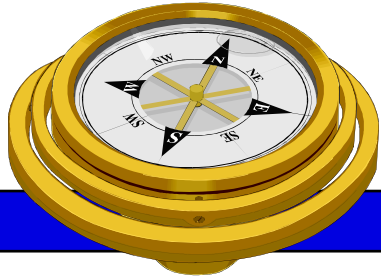
Getting Started

- Eligibility
- Starting Your Business (SBA)
- What VA can help you with
- What other agencies can help you with & More

Management

- Business Planning
- Veterans Business Outreach Centers
- Procurement Technical Assistance Centers
- Electronic Commerce Resource Centers & More

A vertical navigation menu on the left side of the page includes: Partners, Getting Started, Management, Financing, Marketing, Mentoring, Conferences, Awards & Recognition. The CVE logo is also visible in the top left of the content area.



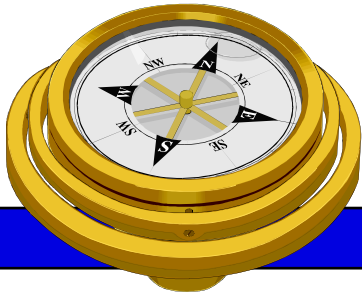
How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ✓ Register
- ✓ Determine who buys your goods or services
- ✓ Familiarize yourself with government contracting procedures.
- ✓ Seek additional assistance as needed.
- ✓ Explore subcontracting/teaming opportunities
- ❑ **Focus** and Market your firm

SBA SUB-Net

<http://web.sba.gov/subnet/>

The screenshot shows a Netscape browser window displaying the SBA SUB-Net website. The browser's address bar shows the URL <http://web.sba.gov/subnet/>. The website features a dark blue header bar at the top. On the left side, there is a vertical navigation menu with the SBA SUB-Net logo and four buttons: "About SUB-Net", "Search For Solicitation", "See Award Results", and "Post Solicitation". Below the menu is the "FedBizOpps" logo. The main content area contains a large SBA SUB-Net logo, the text "U.S. Small Business Administration Subcontracting Network", and a paragraph explaining the site's purpose. Below this, there are links to "SBA's Subcontracting Opportunities Directory" and "SBA's PRO-Net - Procurement Marketing and Access Network". At the bottom of the main content area, there are buttons for "DISCLAIMER", "Privacy", "Comments", and "SBA Home Page". A small footer note at the bottom of the page reads: "The structure of this page was last modified: 04/26/2002 02:33:54 PM Version: 3.0.0".



How To Get Started?

- ✓ Identify your product or service (*NAICS/FSC*)
- ✓ Register
- ✓ Determine who buys your goods or services
- ✓ Familiarize yourself with government contracting procedures.
- ✓ Seek additional assistance as needed.
- ✓ Explore subcontracting/teaming opportunities
- ✓ **Focus** and Market your firm

Market Your Business



Associations



AFCEA



NCMA

Conferences



Networking



Market Research



Targeted Sales Calls



Market Your Business



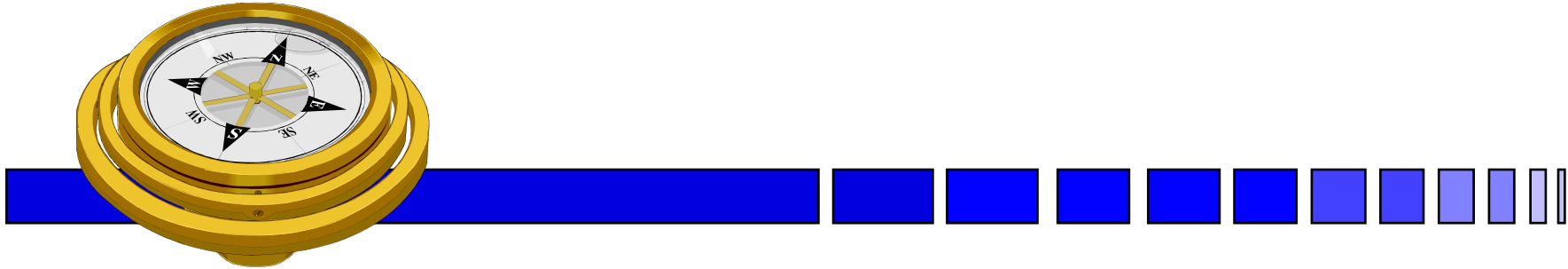
Focus!!!!

Remember!!!



***There are only two
kinds of
Companies.... the
quick and the dead !***





George Mason University PTAP
4031 University Drive, Suite 200
Fairfax, VA 22030
Phone: 703-277-7700
Fax: 703-352-8195
www.gmu.edu/gmu/PTAP

**“bringing business and government closer
together”**