

# Tips & Opportunities for Small Businesses

*AMC Annual SB Conference  
McLean Hilton*

*George Mason University*

*Procurement Technical Assistance Program*

*November 13, 2008*



School of Public Policy

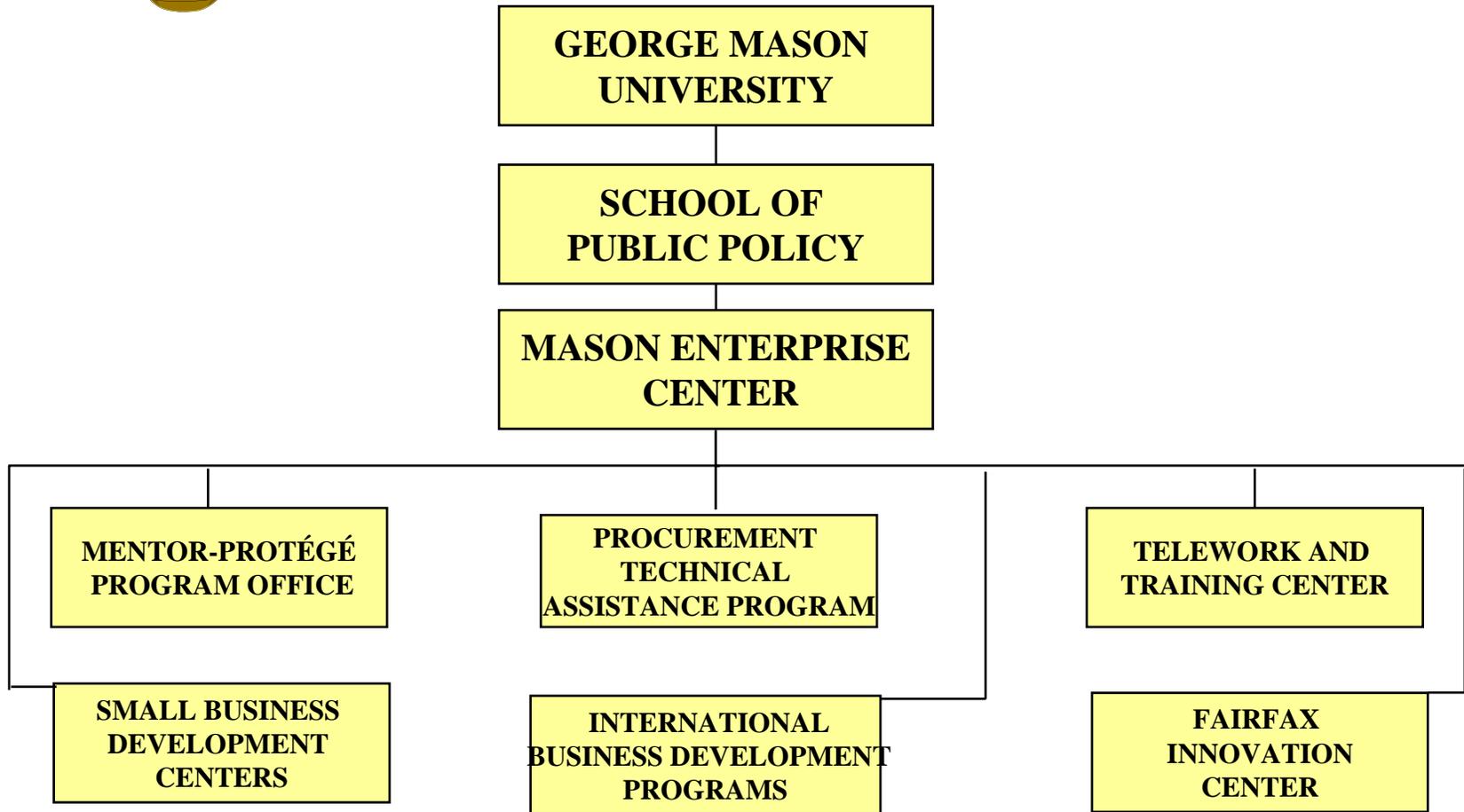


# PTAP Background

## 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

# *THE MASON ENTERPRISE CENTER*



# Procurement Technical Assistance Program

<http://www.VAPTAP.org>





## VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM



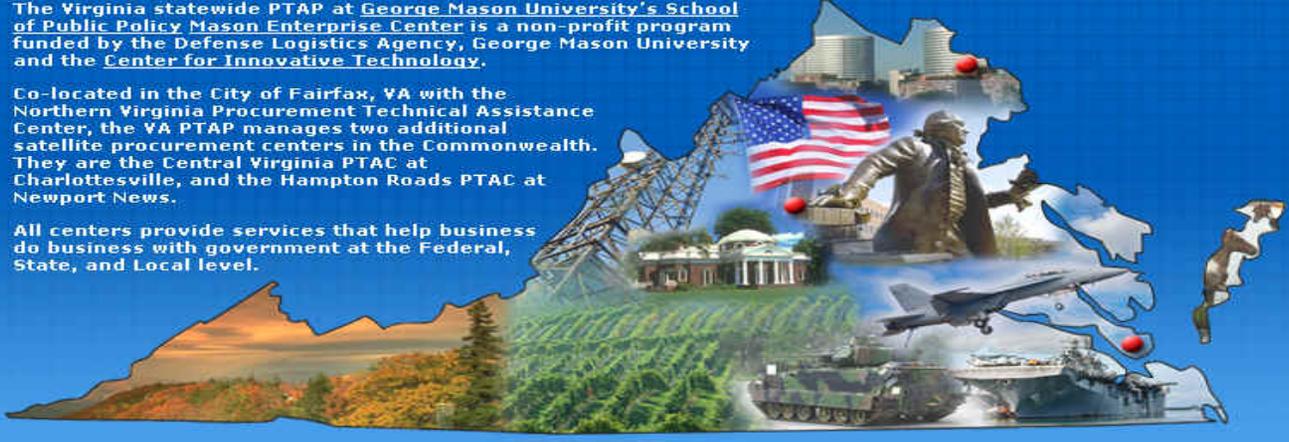
WELCOME TO THE NEW VIRGINIA STATE-WIDE PTAP

Our Mission
Our Services
VA PTAP Events Calendar
Find Your PTAC
Contact VA PTAP

The Virginia statewide PTAP at George Mason University's School of Public Policy Mason Enterprise Center is a non-profit program funded by the Defense Logistics Agency, George Mason University and the Center for Innovative Technology.

Co-located in the City of Fairfax, VA with the Northern Virginia Procurement Technical Assistance Center, the VA PTAP manages two additional satellite procurement centers in the Commonwealth. They are the Central Virginia PTAC at Charlottesville, and the Hampton Roads PTAC at Newport News.

All centers provide services that help business do business with government at the Federal, State, and Local level.



Virginia PTAP Satellite Offices

Other Regional PTAC's

Last Updated: May 31, 2006



Central VA  
PTAC



Northern  
VA PTAC



Hampton  
VA PTAC



CRATER  
Procurement Assistance Center

Some photos provided by the Virginia Tourism Corporation

# *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 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

# Northern Virginia PTAC Center

<http://www.novaptac.org>





**THE PTAC OF NORTHERN VIRGINIA**  
A MEMBER OF VIRGINIA PROCUREMENT TECHNICAL ASSISTANCE PROGRAM



**WELCOME TO THE NEW HOME OF NORTHERN VIRGINIA PTAC!**

|                             |                              |                                 |                               |                            |
|-----------------------------|------------------------------|---------------------------------|-------------------------------|----------------------------|
| <a href="#">Our Mission</a> | <a href="#">Our Services</a> | <a href="#">Events Calendar</a> | <a href="#">Helpful Links</a> | <a href="#">Contact Us</a> |
|-----------------------------|------------------------------|---------------------------------|-------------------------------|----------------------------|



The Northern Virginia PTAC is an affiliate of the [George Mason University School of Public Policy Procurement Technical Assistance Program](#) at the [Mason Enterprise Center](#).

The NV PTAC is located at the Virginia Statewide PTAP headquarters in historic Fairfax City, less than one mile from the GMU campus. The center services nine counties in Northern Virginia and the cities they contain. The NV PTAC's goal is to "*helping business do business with government*" by providing procurement assistance to businesses within the local area.

Our services include: counseling, market research, educational seminars, and a Bid-Matching Program.



[Virginia PTAP Offices](#) [Click here for information on How to Become a PTAC Client](#)

|   |   |   |
|---|---|---|
|  <p><b>Central VA PTAC</b></p> |  <p><b>Hampton VA PTAC</b></p> | <p><b>GEORGE MASON UNIVERSITY MASON ENTERPRISE CENTER</b><br/>4031 UNIVERSITY DR, SUITE 200, FAIRFAX, VA 22030</p> <p><b>Point of Contact: Operations Manager</b><br/>Phone: 703-277-7757 Fax: 703-352-8195 E-mail: <a href="mailto:novaptac@gmu.edu">novaptac@gmu.edu</a></p> <p><a href="#">Directions</a> to the Northern Virginia PTAC Office</p> |
|---|---|---|

# 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). PTACenters 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](#)

|                          |                             |                          |                                      |                            |
|--------------------------|-----------------------------|--------------------------|--------------------------------------|----------------------------|
| <a href="#">ALABAMA</a>  | <a href="#">ALASKA</a>      | <a href="#">ARIZONA</a>  | <a href="#">ARKANSAS</a>             | <a href="#">CALIFORNIA</a> |
| <a href="#">COLORADO</a> | <a href="#">CONNECTICUT</a> | <a href="#">DELAWARE</a> | <a href="#">DISTRICT OF COLUMBIA</a> | <a href="#">FLORIDA</a>    |
| <a href="#">GEORGIA</a>  | <a href="#">HAWAII</a>      | <a href="#">IDAHO</a>    | <a href="#">ILLINOIS</a>             | <a href="#">INDIANA</a>    |

# *Why Do Business With Federal Government*

- \$450 Billion in contracts FY2008
- Purchases all types of goods and services
  - Information Technology
  - Food, clothing, medical supplies
  - Vehicles, parts and service
  - Professional Services
    - » Language, translation, interpreters, writers, editors
    - » Lawyers, doctors, accountants, analysts
  - Other services, like:
    - » Labor services (arborists, landscapers, maintenance)
    - » Construction
    - » Child care, animal trainers/caretakers
- Public Information
- Payment sure in accord with contract



# 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>

Bookmarks Netsite: <http://www.census.gov/epcd/www/naics.html> What's Related

**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](#).)

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**

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

**NAICS to SIC**  
**SIC to NAICS**  
**NAICS Search**

How NAICS will affect data users  
[New industries](#)  
[New sectors](#)  
[New code system](#)  
[Benefits](#)  
[Breaks in time series](#)

**Implementation**  
[Census Bureau](#)  
[BEA](#)  
[BLS](#)  
[Other agencies](#)

Product  
Classification  
[Service Sector](#)  
[Manufacturing](#)

**Questions?**  
[Ask Dr. NAICS](#)

**Development of NAICS**  
[Introduction](#)  
[Federal Register](#)  
[Issues & concepts](#)  
[Paners & speeches](#)

# Federal Supply Classification

<http://www.usabid.com/resources/tables/pscs>

## Product Service Codes

A - Research and Development

B - Special Studies and Analyses -  
Not R&D

C - Architect and Engineering -  
Construction

D - Automatic Data Processing and  
Telecommunication

E - Purchase of Structures and  
Facilities

F - Natural Resources and  
Conservation

## Federal Supply Codes

63 - Alarm, Signal, and Detection Systems

65 - Medical, Dental, and Veterinary Equipment

66 - Instruments and Laboratory Equipment

67 - Photographic Equipment

68 - Chemicals and Chemical Products

69 - Training Aids and Devices

70 - ADP Equipment Software, Supplies,  
Equipment

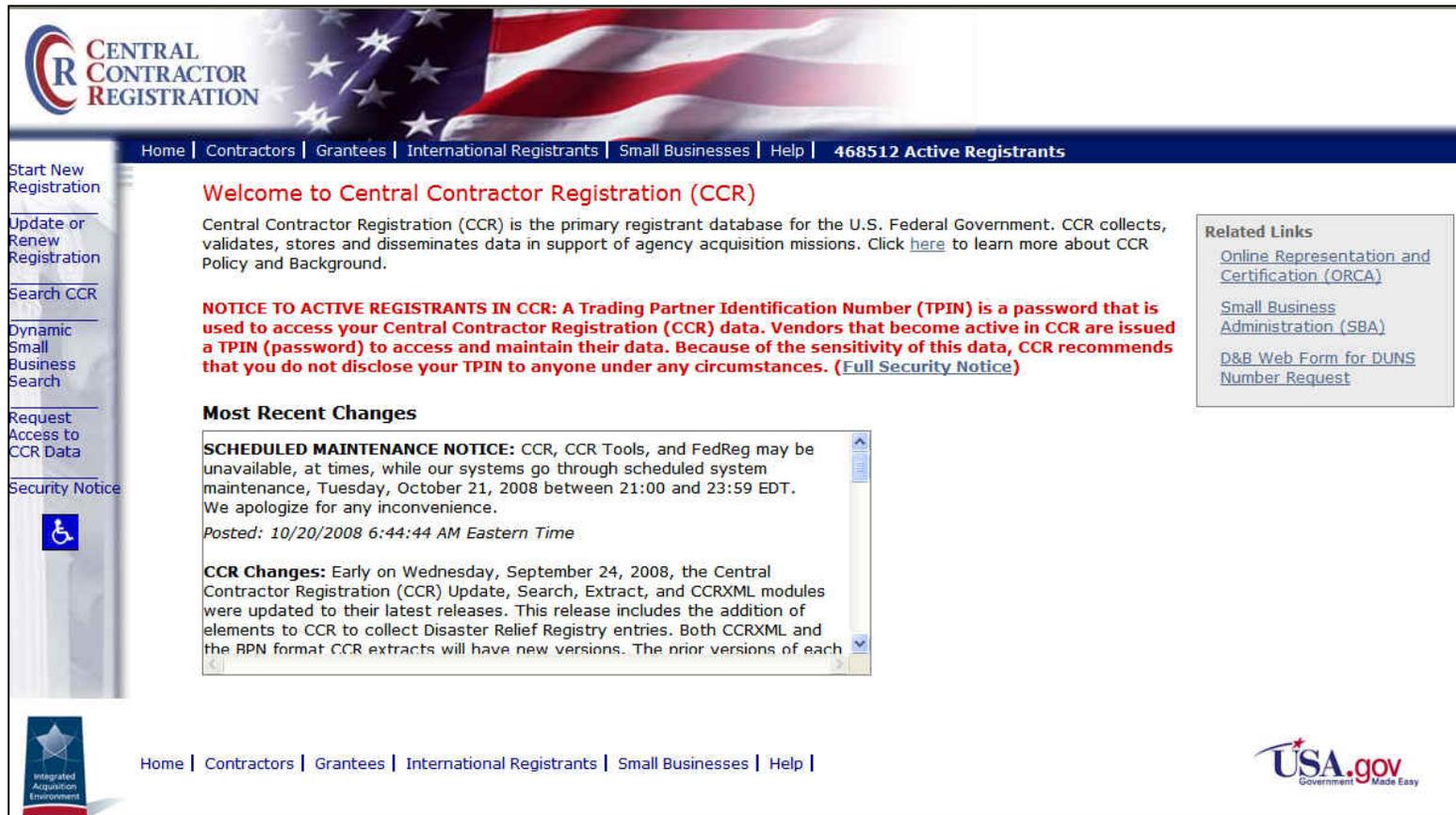


# How To Get Started?

- ✓ 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

# Central Contractor Registration

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



**CENTRAL CONTRACTOR REGISTRATION**

Home | Contractors | Grantees | International Registrants | Small Businesses | Help | **468512 Active Registrants**

Start New Registration  
Update or Renew Registration  
Search CCR  
Dynamic Small Business Search  
Request Access to CCR Data  
Security Notice

**Welcome to Central Contractor Registration (CCR)**

Central Contractor Registration (CCR) is the primary registrant database for the U.S. Federal Government. CCR collects, validates, stores and disseminates data in support of agency acquisition missions. Click [here](#) to learn more about CCR Policy and Background.

**NOTICE TO ACTIVE REGISTRANTS IN CCR: A Trading Partner Identification Number (TPIN) is a password that is used to access your Central Contractor Registration (CCR) data. Vendors that become active in CCR are issued a TPIN (password) to access and maintain their data. Because of the sensitivity of this data, CCR recommends that you do not disclose your TPIN to anyone under any circumstances. ([Full Security Notice](#))**

**Related Links**

- [Online Representation and Certification \(ORCA\)](#)
- [Small Business Administration \(SBA\)](#)
- [D&B Web Form for DUNS Number Request](#)

**Most Recent Changes**

**SCHEDULED MAINTENANCE NOTICE:** CCR, CCR Tools, and FedReg may be unavailable, at times, while our systems go through scheduled system maintenance, Tuesday, October 21, 2008 between 21:00 and 23:59 EDT. We apologize for any inconvenience.  
*Posted: 10/20/2008 6:44:44 AM Eastern Time*

**CCR Changes:** Early on Wednesday, September 24, 2008, the Central Contractor Registration (CCR) Update, Search, Extract, and CCRXML modules were updated to their latest releases. This release includes the addition of elements to CCR to collect Disaster Relief Registry entries. Both CCRXML and the BPN format CCR extracts will have new versions. The prior versions of each

Home | Contractors | Grantees | International Registrants | Small Businesses | Help |

**USA.gov**  
Government Made Easy

# Dynamic Small Business Search

[http://dsbs.sba.gov/dsbs/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/dsp_dsbs.cfm)

The screenshot shows the DSBS website interface. At the top left is the SBA logo with the text "U.S. Small Business Administration" and "Your Small Business Resource". To the right of the logo are buttons for "Print", "Exit", and "Help". Below these are buttons for "DSBS" and "Quick Market Search". A navigation bar contains the text "DSBS" and "Welcome to the Dynamic Small Business Search" followed by a note: "All search form hotlinks open a new browser window." A central banner features a "NEW" starburst icon and the text: "NEW MARKETING FEATURE FOR CONTRACTING OFFICERS: Use the 'Quick Market Search' button above to go to the Quick Market Search". Below this is a red warning paragraph: "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." The "Location of Firm:" section includes a "State(s):" dropdown menu with a list of states and territories (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). Next to it is a "Congressional District:" input field with instructions: "(Requires exactly one state from the list at left.) 2-digit numeric (leading 0 if 1 digit), or AL for At Large". Below these is a "County:" dropdown menu with the instruction "Select 1 State, then press Lookup" and a "Lookup" button. At the bottom, there are four input fields for "Area Code or Phone Number Initial Fragment (1 to 12 characters, 999-999-9999 format)", "Metropolitan Statistical Area (4-digit numeric, leading 0's if fewer digits)", "SBA Servicing Office (4-digit numeric, leading 0's if fewer digits)", and "Zip Code or Zip Code Initial Fragment (1 to 5 numeric digits)".

# 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

The Business Partner Network is the single source for vendor data for the Federal Government.

The BPN is a search mechanism that provides unprecedented views into several key data bases across Federal Agencies.

**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 worldwide. The AARs are calculated based on your firm's last three completed fiscal years. Travel,

**egov**  
My Government My Terms

**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 |    |    |    |    |    |

**FIRSTGOV**  
Your First Click to the U.S. Government



# 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

# *Some Federal Information Sources*

- Agency Forecasts -
  - [www.acquisition.gov/comp/procurement\\_forecasts/index.html](http://www.acquisition.gov/comp/procurement_forecasts/index.html)
- Current/Future Military Programs
  - [www.defenselink.mil/comptroller/defbudget](http://www.defenselink.mil/comptroller/defbudget)
- Federal Agency Budget Overviews
  - Current & historical budget information
  - [www.gpoaccess.gov/usbudget](http://www.gpoaccess.gov/usbudget)
  - [www.whitehouse.gov/omb/fy2009](http://www.whitehouse.gov/omb/fy2009)
- GAO Reports/Studies –
  - [www.GAO.gov](http://www.GAO.gov)
- U.S. Congress:
  - [thomas.loc.gov](http://thomas.loc.gov) (Library of Congress)

# FY 2007 Agency SB Statistics

## 2007 Small Business Contracting

(Percentage of Total Prime Contract Dollars)

|                      | <b>Small</b> | <b>SDB</b> | <b>8(a)</b> | <b>SDV</b> | <b>Women</b> | <b>HUBZone</b> |
|----------------------|--------------|------------|-------------|------------|--------------|----------------|
| TOTAL                | 22.0         | 6.6        | N/A         | 1.01       | 3.4          | 2.2            |
| Defense              | 20.44        | 5.75       | 3.14        | 0.69       | 2.87         | 2.2            |
| Energy               | 6.23         | 2.38       | 1.57        | 0.44       | 1.04         | 0.3            |
| HHS                  | 21.79        | 6.85       | 3.57        | 0.58       | 4.78         | 1.2            |
| NASA                 | 15.36        | 6.86       | 3.72        | 1.23       | 2.27         | 0.72           |
| Veterans Affairs     | 32.85        | 8.77       | 3.84        | 7.09       | 4.97         | 3.31           |
| Homeland Security    | 35.80        | 13.58      | 5.57        | 1.42       | 7.90         | 2.96           |
| Justice              | 26.02        | 4.60       | 2.77        | 0.75       | 4.17         | 0.69           |
| GSA                  | 34.22        | 13.37      | 6.89        | 2.25       | 6.70         | 5.57           |
| Agriculture          | 54.50        | 12.14      | 6.94        | 2.52       | 6.98         | 8.74           |
| Interior             | 59.39        | 21.25      | 13.33       | 1.38       | 10.49        | 11.26          |
| Commerce             | 46.01        | 16.45      | 8.48        | 1.99       | 10.09        | 1.94           |
| State                | 42.04        | 16.27      | 10.75       | 2.32       | 5.12         | 2.48           |
| Labor                | 31.17        | 11.32      | 4.67        | 2.47       | 6.12         | 1.17           |
| Treasury             | 28.76        | 8.07       | 5.07        | 1.08       | 7.61         | 1.11           |
| Transportation       | 50.88        | 19.30      | 14.37       | 2.34       | 10.40        | 7.56           |
| EPA                  | 41.42        | 14.88      | 8.09        | 3.99       | 5.11         | 2.31           |
| Education            | 15.67        | 5.15       | 1.32        | 0.22       | 5.58         | 0.55           |
| HUD                  | 63.62        | 40.01      | 23.55       | 2.40       | 18.71        | 1.63           |
| Social Security      | 31.96        | 11.14      | 7.07        | 1.24       | 3.55         | 3.05           |
| AID                  | 10.36        | 3.69       | 0.37        | 0.01       | 1.72         | 0.90           |
| SBA                  | 68.95        | 47.77      | 21.78       | 4.26       | 24.64        | 7.89           |
| Natl. Science Found. | 17.21        | 9.29       | 3.50        | 0.21       | 5.47         | 0.89           |
| Nuclear Reg. Comm.   | 43.05        | 13.76      | 11.92       | 1.57       | 8.97         | 4.58           |

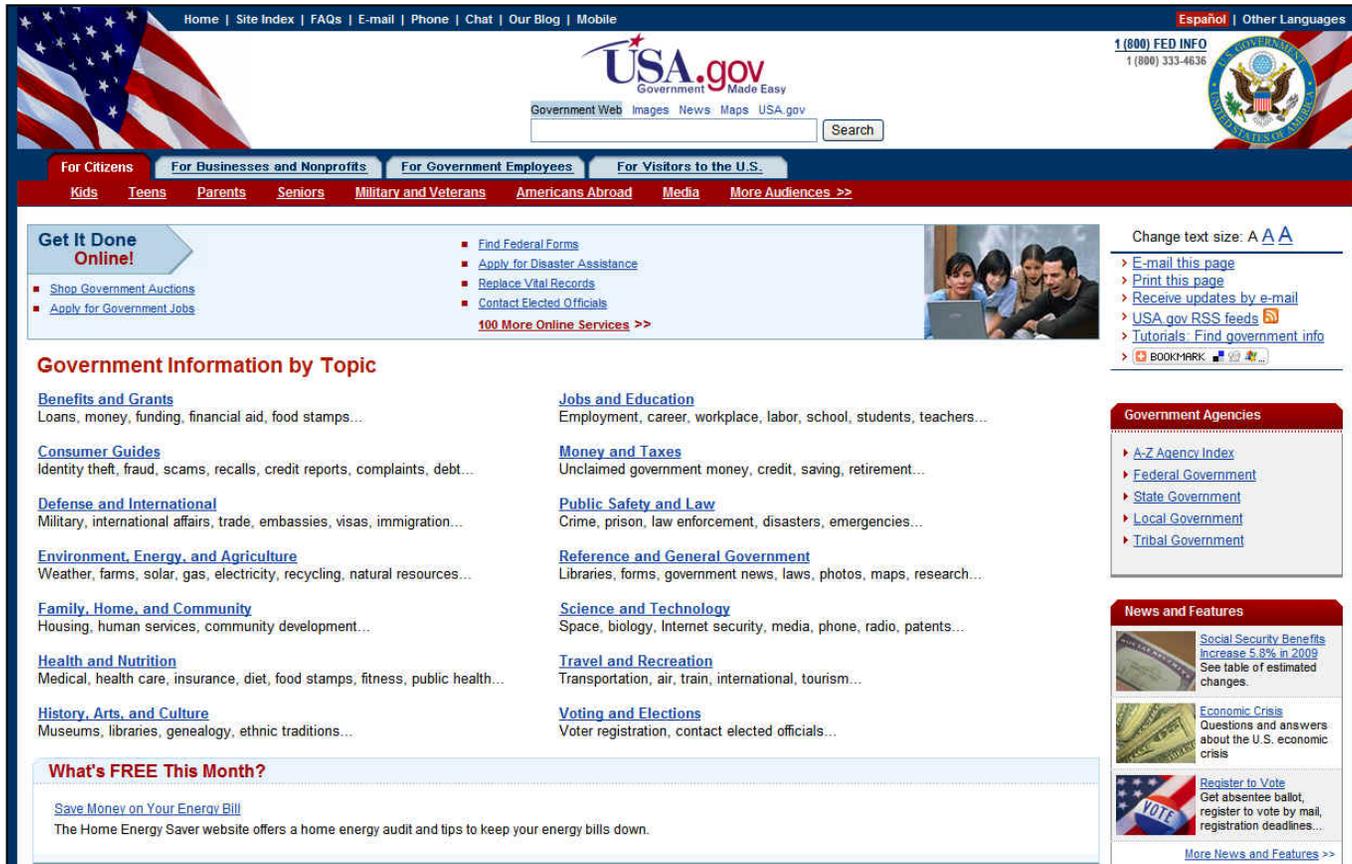
Source: SBA/Federal Procurement  
Data System-Next Generation

November 7, 2008

Copyright © 2008 Business Research Services, Inc. All Rights Reserved

# USA.Gov

[www.usa.gov/](http://www.usa.gov/)



Home | Site Index | FAQs | E-mail | Phone | Chat | Our Blog | Mobile

1 (800) FED INFO  
1 (800) 333-4636

USA.gov  
Government Made Easy

Government Web Images News Maps USA.gov

Search

For Citizens For Businesses and Nonprofits For Government Employees For Visitors to the U.S.

Kids Teens Parents Seniors Military and Veterans Americans Abroad Media More Audiences >>

**Get It Done Online!**

- Shop Government Auctions
- Apply for Government Jobs

- Find Federal Forms
- Apply for Disaster Assistance
- Replace Vital Records
- Contact Elected Officials

[100 More Online Services >>](#)

**Government Information by Topic**

**Benefits and Grants**  
Loans, money, funding, financial aid, food stamps...

**Consumer Guides**  
Identity theft, fraud, scams, recalls, credit reports, complaints, debt...

**Defense and International**  
Military, international affairs, trade, embassies, visas, immigration...

**Environment, Energy, and Agriculture**  
Weather, farms, solar, gas, electricity, recycling, natural resources...

**Family, Home, and Community**  
Housing, human services, community development...

**Health and Nutrition**  
Medical, health care, insurance, diet, food stamps, fitness, public health...

**History, Arts, and Culture**  
Museums, libraries, genealogy, ethnic traditions...

**Jobs and Education**  
Employment, career, workplace, labor, school, students, teachers...

**Money and Taxes**  
Unclaimed government money, credit, saving, retirement...

**Public Safety and Law**  
Crime, prison, law enforcement, disasters, emergencies...

**Reference and General Government**  
Libraries, forms, government news, laws, photos, maps, research...

**Science and Technology**  
Space, biology, Internet security, media, phone, radio, patents...

**Travel and Recreation**  
Transportation, air, train, international, tourism...

**Voting and Elections**  
Voter registration, contact elected officials...

**Change text size:** A A A

- E-mail this page
- Print this page
- Receive updates by e-mail
- USA.gov RSS feeds
- Tutorials: Find government info
- BOOKMARK

**Government Agencies**

- A-Z Agency Index
- Federal Government
- State Government
- Local Government
- Tribal Government

**News and Features**

- Social Security Benefits Increase 5.8% in 2009**  
See table of estimated changes.
- Economic Crisis**  
Questions and answers about the U.S. economic crisis
- Register to Vote**  
Get absentee ballot, register to vote by mail, registration deadlines...

[More News and Features >>](#)

**What's FREE This Month?**

[Save Money on Your Energy Bill](#)  
The Home Energy Saver website offers a home energy audit and tips to keep your energy bills down.

# USA Spending

[www.usaspending.gov/](http://www.usaspending.gov/)



USA Spending.gov

HOME CONTRACTS ASSISTANCE SUBGRANTS SUBCONTRACTS LOANS DATA QUALITY PROVIDE FEEDBACK

Printer-Friendly

## Welcome to USASpending.gov - Where Americans Can See Where Their Money Goes

Have you ever wanted to find more information on government spending? Have you ever wondered where federal contracting dollars and grant awards go? Or perhaps you would just like to know, as a citizen, what the government is really doing with your money. The Federal Funding Accountability and Transparency Act of 2006 (Transparency Act) requires a single searchable website, accessible by the public for free that includes for each Federal award:

1. The name of the entity receiving the award;
2. The amount of the award;
3. Information on the award including transaction type, funding agency, etc;
4. The location of the entity receiving the award;
5. A unique identifier of the entity receiving the award.

Welcome to [www.USASpending.gov](http://www.USASpending.gov), a relaunch of [www.FederalSpending.gov](http://www.FederalSpending.gov), that provides citizens with easy access to government contract, grant and other award data.

To begin searching, select either the [Assistance](#) or [Contracts](#) tab at the top left side of this page. You can easily switch back and forth as you search.

The table below provides a summary of the federal spending information available on [USASpending.gov](http://USASpending.gov). For an overview of the data available on this website, please see the [Data Quality](#) tab at the top of this page.

Contracts and Other Spending in Billions of Dollars

|   | FY 2000     | FY 2001     | FY 2002     | FY 2003     | FY 2004     | FY 2005     | FY 2006     | FY 2007     | FY 2008* <sup>(1)</sup><br>(partial year) |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|-------------|---|
| Contracts                                 | \$208.841   | \$219.802   | \$259.595   | \$298.514   | \$344.441   | \$387.076   | \$424.695   | \$439.456   | \$263.721                                 |
| Grants                                    | \$294.511   | \$330.738   | \$406.151   | \$493.283   | \$449.613   | \$441.015   | \$488.516   | \$518.827   | \$132.581                                 |
| Loans                                     | \$107.976   | \$141.814   | \$216.755   | \$210.831   | \$154.779   | \$118.777   | \$95.389    | \$20.477    | \$18.260                                  |
| Insurance                                 | \$431.320   | \$492.207   | \$556.586   | \$567.211   | \$603.890   | \$653.229   | \$771.275   | \$1.937     | \$2.647                                   |
| Direct Payments<br>(e.g. Social Security) | \$768.254   | \$839.649   | \$841.514   | \$947.943   | \$965.484   | \$1,004.073 | \$1,092.675 | \$64.155    | \$34.317                                  |
| Other                                     | \$2.816     | \$2.675     | \$0.233     | \$0.682     | \$0.404     | \$0.361     | \$3.876     | \$43.514    | \$60.851                                  |
| Total                                     | \$1,813.718 | \$2,026.886 | \$2,280.834 | \$2,518.464 | \$2,518.611 | \$2,604.531 | \$2,876.426 | \$1,088.367 | \$512.378                                 |

# FedBizOpps

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

**FEDBIZOPPS.GOV** Federal Business Opportunities

Home General Info News Opportunities Agencies Privacy

Welcome to FBO.gov, the U.S Government's one-stop virtual marketplace. Through this single point-of-entry, commercial vendors and government buyers are invited to post, search, monitor, and retrieve opportunities solicited by the entire Federal contracting community.

**Find Opportunities**  
NO REGISTRATION REQUIRED  
[Advanced Search](#) ▶ [View By Agency](#) ▶

**Buyers / Engineers**  
Post, manage, and award opportunities.  
Username:   
Password:   
[View Opportunities](#)  
[Register Now](#)  
[Password Reminder](#)

**Vendors / Citizens**  
Search, monitor, and retrieve opportunities.  
Username:   
Password:   
[Find Opportunities](#)  
[Register Now](#)  
[Password Reminder](#)

**QUICK SEARCH**  
   
[Advanced Search](#)

**DEMONSTRATION VIDEOS**  
Training videos are now available to familiarize users with the features and functionality of the new FBO.  
[Watch the Videos](#) ▶

**USER GUIDES**

- Buyer
- Vendor
- Engineer
- Location / Agency Admin

Use [Adobe Acrobat Reader](#) to view files in PDF format.

**ADDITIONAL RESOURCES**

- FAQs
- Business Partner Network (BPN)
- Central Contractor Registration (CCR)
- Online Reqs & Cert Application (ORCA)
- Federal Agency Business Forecasts
- Federal Assets Sales
- Federal Grants

[Location / Agency Administrators](#)

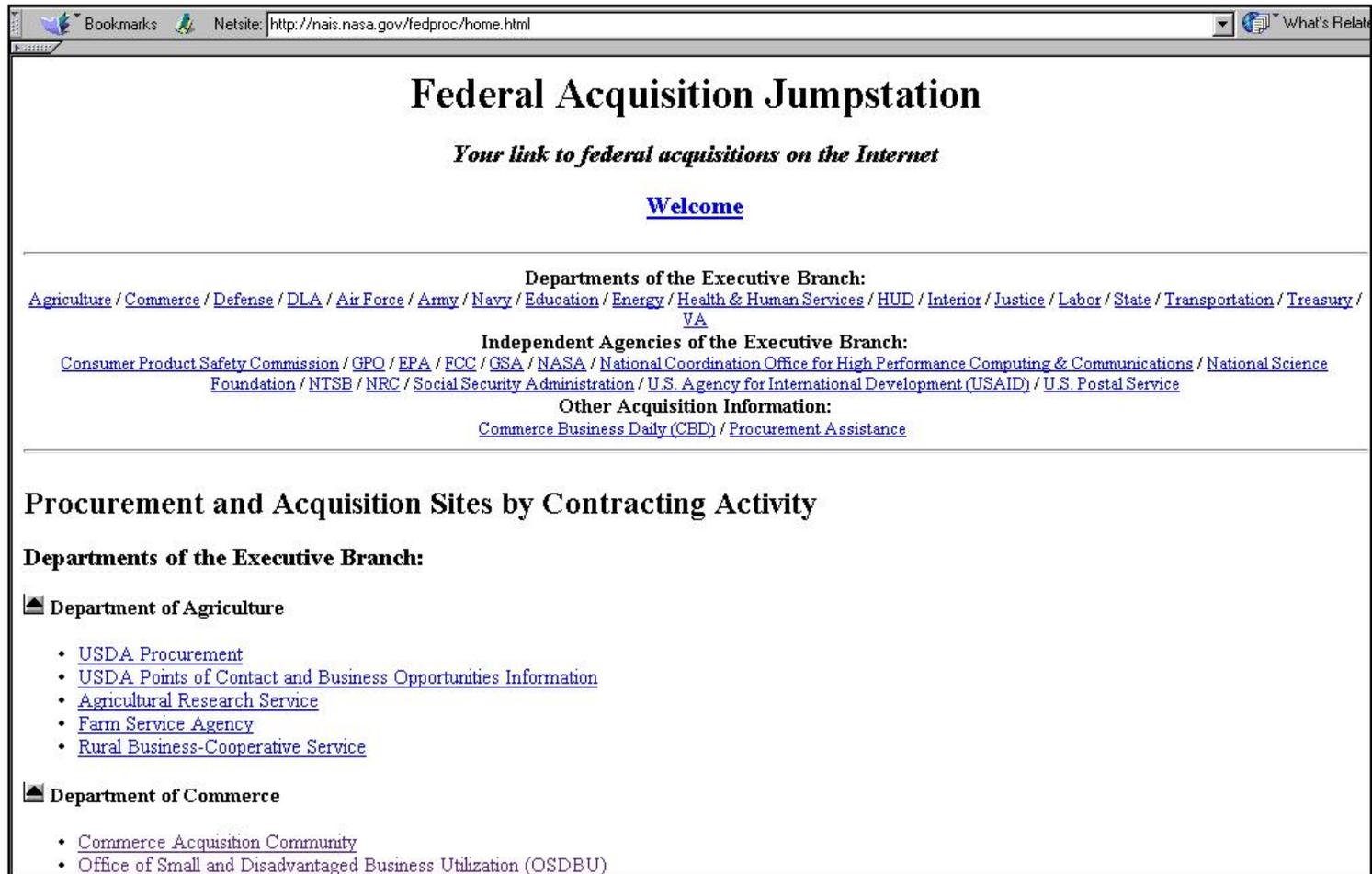
# Federal Procurement Data System - NG

<https://www.fpds.gov>

| <b>Log In</b>   | <b>What's New</b>   | <b>Top Requests</b>   |
|---|---|---|
| Log-In: <input type="text"/><br>Password: <input type="password"/><br><br><input type="button" value="Log In"/><br><br><a href="#">Forgot Your Password?</a><br><a href="#">Security and Privacy</a><br><a href="#">About FPDS-NG</a><br><a href="#">Contact Help Desk</a>  | New government wide standard reports and improved adhoc reporting is now available.<br><a href="#">New Interagency Contract Directory</a><br><a href="#">New FPDS-NG enhanced reporting capability!</a><br><a href="#">GCE unveils new 'ezSearch' Tool</a><br><a href="#">For more information on reports and other new items please click here.</a><br><a href="#">DoD Data Availability</a><br><a href="#">For more information on using and importing the XML data archives please click here.</a><br><a href="#">To read this month's FPDS-NG Information Center newsletter, click here.</a><br><a href="#">FPDS-NG User's Manual</a> | Current top requests:<br><a href="#">Hurricane Katrina Contracts</a><br><a href="#">Hurricane Rita Contracts</a><br><a href="#">Other Hurricane/Disaster Relief</a><br><a href="#">Trending Analysis Report for the Last 5 Years</a><br><a href="#">FPDS-NG Transaction and User Statistics</a><br><a href="#">Performance Based Statistics</a><br><a href="#">Top 100 Federal Contractors Report FY 2006</a>   |
| <b>Registration</b>   | <b>Important Links</b>  | <b>Reports</b>  |
| Welcome to the new Federal Procurement Data System (FPDS).<br>If you have not already registered, please do so by clicking the link below. If you are a registered FPDS user, login using the fields provided in the Login section.<br><br>Not Registered? <a href="#">Register</a><br><a href="#">Who Should Register?</a> | <a href="#">FPDS-NG FAQs</a><br><a href="#">IAE FAQs</a><br><a href="#">List of Agencies Submitting Data to FPDS-NG</a><br><a href="#">Find Current Business Opportunities</a><br><a href="#">Small Business Services</a><br><a href="#">Business Partner Network</a><br><a href="#">Register as a Potential Contractor</a><br><a href="#">Past Performance Information Retrieval System</a><br><a href="#">Federal Technical Data System</a><br><a href="#">Official Website for eGov Initiatives</a><br><a href="#">FPDS-NG Project Site</a><br><a href="#">Interagency Contract Directory</a>  | The following FPDS reports are available now for download:<br><a href="#">Small Business Goaling Report FAQs</a><br><a href="#">Small Business Goaling Report FY 2007</a><br><a href="#">Small Business Goaling Report FY 2006</a><br><a href="#">Small Business Goaling Report FY 2005</a><br><a href="#">Small Business Goaling Report FY 2004</a><br><a href="#">Federal Procurement Report FY 2006</a><br><a href="#">Federal Procurement Report FY 2005</a><br><a href="#">Federal Procurement Report FY 2004</a><br><a href="#">Federal Procurement Report FY 2003</a><br><a href="#">Federal Procurement Report FY 2002</a><br><a href="#">Federal Procurement Report FY 2001</a><br><a href="#">Federal Procurement Report FY 2000</a><br><a href="#">Federal Procurement Report FY 1981-1999</a> |

# 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 \(OSDBU\)](#)

# DOD Defense Link

[www.defenselink.mil/sites](http://www.defenselink.mil/sites)

**U.S. DEPARTMENT OF DEFENSE** SEARCH  **GO** **ELEVATED**

Home Leaders News Press Resources Multimedia / Photos Videos Publications Bloggers DoD Websites Employee Resources

**FREEDOM WALK**  
Thousands Mark 9/11 Anniversary

**TOP LINKS**

- Secretary of Defense
  - Speeches
  - Travels
  - Messages
  - Biography
  - Other Top Leaders
- Special Reports
  - Money Woes?
  - Hurricane Gustav
  - Ramadan
  - Heroes
  - Archive
- Subscribe
  - E-Mail
  - RSS
  - Podcasts
  - AFPS News Widget
- DoD Info
  - Site Map
  - Veterans Affairs

**DoD Web Sites** is DefenseLINK's portal to the Department of Defense on the World Wide Web. This page offers direct links to some of the most important and most popular DoD Web Sites. For links to more DoD Sites, select any letter of the alphabet. Read [about sites](#) for information on the selection criteria used to build these lists of sites. Visit [other sites](#) for direct access to the database of all registered DoD Web Sites. Send suggestions for this page to [Questions & Comments](#).

A | B | C | D | E | F | G | H | I | J | K | L | M | N | O | P | Q | R | S | T | U | V | W | X | Y | Z

|  |  |
|--|--|
| <a href="#">Air Force</a>                                | <a href="#">Guard and Reserve</a>  |
| <a href="#">Annual Defense Report</a>                    | <a href="#">Homeland Security</a>  |
| <a href="#">Anthrax</a>                                  | <a href="#">Humanitarian Assistance, Disaster Relief, and Mine Action</a>              |
| <a href="#">Army</a>                                     | <a href="#">Joint Chiefs of Staff</a>  |
| <a href="#">Base Realignment and Closure (BRAC)</a>      | <a href="#">Joint Civilian Orientation Conference (JCOC)</a>                           |
| <a href="#">Biographies</a>                              | <a href="#">Joint Strike Fighter</a>   |
| <a href="#">Budget</a>                                   | <a href="#">Korean War 50th Anniversary</a>  |
| <a href="#">Business</a>                                 | <a href="#">Marine Corps</a>   |
| <a href="#">Business Transformation Agency</a>           | <a href="#">Military Health System</a>   |
| <a href="#">Chief Information Officer, DoD</a>           | <a href="#">Missile Defense Agency (MDA)</a>   |
| <a href="#">Civilian Job Opportunities</a>               | <a href="#">Navy</a>   |
| <a href="#">Coast Guard</a>                              | <a href="#">Navy SONAR Ocean Stewardship Organization of the Department of Defense</a> |
| <a href="#">Defense Almanac</a>                          | <a href="#">Pay</a>  |
| <a href="#">Defense Media Activity (DMA) <b>NEW!</b></a> | <a href="#">Pentagon</a>   |
| <a href="#">Deployment</a>                               | <a href="#">Personnel and Readiness</a>  |
| <a href="#">Directives</a>                               | <a href="#">Quadrennial Defense Review Report (QDR)</a>                                |
| <a href="#">DoD 101 (Introduction to the DoD)</a>        | <a href="#">Recruiting</a>   |
| <a href="#">DoD Office of Security Review</a>            | <a href="#">Secretary of Defense</a>   |
| <a href="#">DoD Order of Precedence</a>                  | <a href="#">Space</a>  |
| <a href="#">Enduring Freedom (war against terrorism)</a> | <a href="#">Sports</a>   |
| <a href="#">Facts and Statistics</a>                     | <a href="#">Terrorism and Terrorists</a>   |
| <a href="#">Family</a>                                   | <a href="#">Today in the Department of Defense</a>                                     |
| <a href="#">Federal Voting Assistance Program (FVAP)</a> | <a href="#">Today's Military</a>   |
| <a href="#">Forms</a>                                    | <a href="#">Tricare</a>  |
| <a href="#">Freedom of Information (FOIA)</a>            | <a href="#">Unified Combatant Commands</a>   |
| <a href="#">Guantanamo Bay, Cuba</a>                     |  |

# DOD Purchase Statistics

[siadapp.dmdc.osd.mil/procurement/historical\\_reports/services/services.html](http://siadapp.dmdc.osd.mil/procurement/historical_reports/services/services.html)

/

[\[SIAD Home Page\]](#)

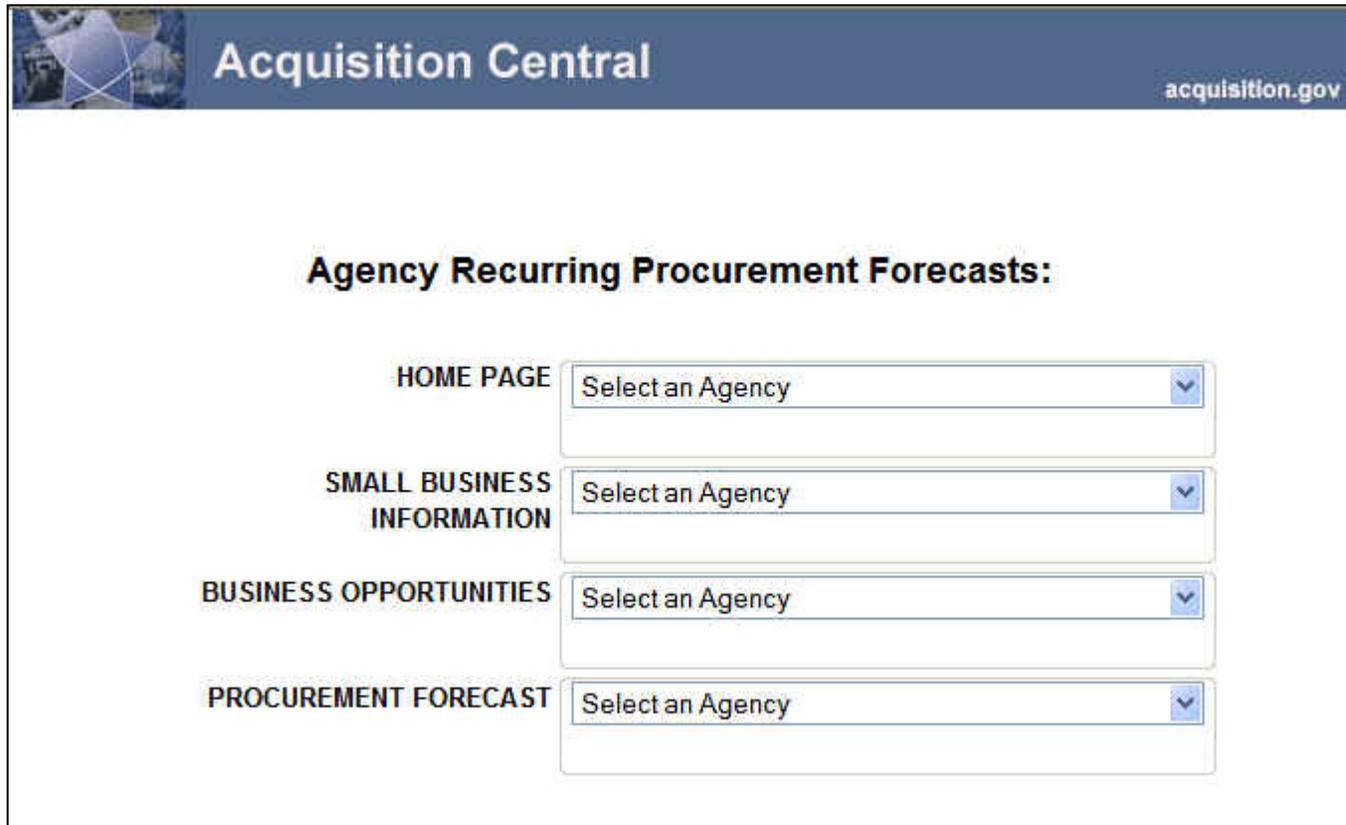
## Product and Service Statistics

- Prime Contract Awards by Service Category and Federal Supply Classification (P07) (250K, Print Landscape) NOTE: [View List of Abbreviations](#)

- [Fiscal Year 1996](#)
- [Fiscal Year 1997](#)
- [Fiscal Year 1998](#)
- [Fiscal Year 1999](#)
- [Fiscal Year 2000](#)
- Fiscal Year 2001
  - FSC Summary [PDF](#) [XLS](#)
  - FSC Detail [PDF](#) [XLS](#)
- Fiscal Year 2002
  - FSC Summary [PDF](#) [XLS](#)
  - FSC Detail [PDF](#) [XLS](#)
- Fiscal Year 2003
  - FSC Summary [PDF](#) [XLS](#)
  - FSC Detail [PDF](#) [XLS](#)
- Fiscal Year 2004
  - FSC Summary [PDF](#) [XLS](#)
  - FSC Detail [PDF](#) [XLS](#)
- Fiscal Year 2005
  - FSC Summary [PDF](#) [XLS](#)
  - FSC Detail [PDF](#) [XLS](#)
- Fiscal Year 2006
  - FSC Summary [PDF](#) [XLS](#)
  - FSC Detail [PDF](#) [XLS](#)

# Agency Forecasts

[acquisition.gov/comp/procurement\\_forecasts/index.html](http://acquisition.gov/comp/procurement_forecasts/index.html)



The screenshot shows the 'Acquisition Central' website header with the URL 'acquisition.gov'. Below the header is a section titled 'Agency Recurring Procurement Forecasts:'. This section contains four rows of form elements, each with a label on the left and a dropdown menu on the right. The labels are 'HOME PAGE', 'SMALL BUSINESS INFORMATION', 'BUSINESS OPPORTUNITIES', and 'PROCUREMENT FORECAST'. Each dropdown menu currently displays the text 'Select an Agency' and has a small downward-pointing arrow on the right side.

| Category                   | Dropdown Menu    |
|----------------------------|------------------|
| HOME PAGE                  | Select an Agency |
| SMALL BUSINESS INFORMATION | Select an Agency |
| BUSINESS OPPORTUNITIES     | Select an Agency |
| PROCUREMENT FORECAST       | Select an Agency |

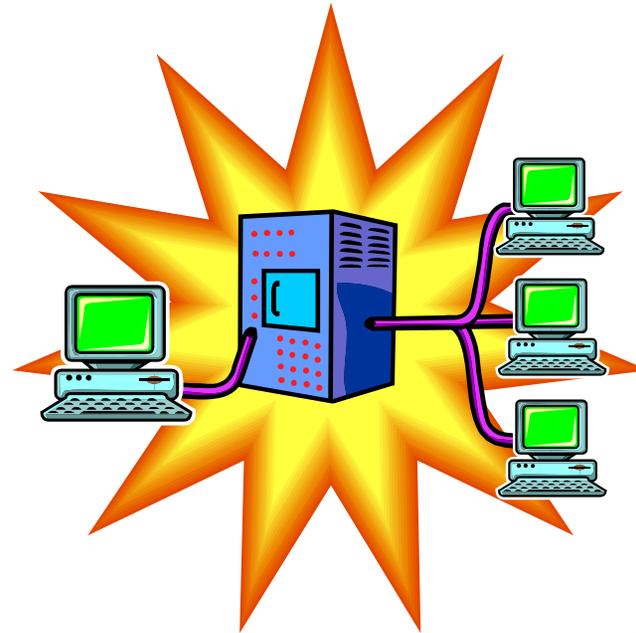


# How To Get Started?

- ✓ 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

# Federal Purchase Thresholds

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



- Micro-purchase < \$2500



# Federal Acquisition Regulations



Acquisition Central acquisition.gov

## Federal Acquisition Regulation (FAR)

**FAR Reissue 2005 - PDF VOL 1  
(For Printing Purposes Only)**

**FAR Reissue 2005 - PDF VOL 2  
(For Printing Purposes Only)**

*All PDF Files Require Adobe Acrobat 7.0*

### Current FAR

Includes Amendments from FAC 2005-13  
Effective on September 28, 2006

- HTML Format
- PDF Format
- FrameMaker - Zipped
- FAR Matrix - HTML
- FAR Matrix - PDF
- FAR Index - PDF
- Appendix

### FAR Reference

- FAR (Archived) - HTML
- FAR (Archived) - PDF
- GSA Forms Library
- FAR - Zipped
- Search the FAR

### FAR Documents

### Other Information

- Subscribe to Acquisition News
- Frequently Asked Questions
- Authority of the FAR
- FAR Drafting Guide

# 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 Central

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

## ACQUISITION CENTRAL

Integrated Acquisition Environment

About IAE | Acquisition Systems | News Room | For Buyers | For Sellers | For Citizens | Acquisition Workforce | AcqNet

### ACQUISITION CENTRAL

Welcome to ACQUISITION CENTRAL, the web site for the federal acquisition community and the government's business partners. From this site you can access shared systems and tools to help you conduct business efficiently.

ACQUISITION CENTRAL is hosted by IAE (Integrated Acquisition Environment), the E-Gov Initiative that is streamlining the federal acquisition process. Acquisition Central is here to help every member of the acquisition community by providing one website for all things acquisition. From here you can learn about regulations, systems, resources, opportunities, and training.

This website was designed to create an easily navigable resource to share the efforts of IAE as it works to achieve its vision of more efficient and transparent practices through better use of information, people, processes and technology. Users are encouraged to contact us to let us know if you have found the website useful or to offer comments on how utility can be improved.

**Access the Federal Acquisition System Requirements Document.**  
[Accessible Version]

**Let us know how we can make FPDS more useful to you.**  
[Provide Feedback to FPDS2009 >>>](#)

**2007 NAICS Codes Available**

North American Industry Classification System (NAICS) codes are used to categorize data for the federal government. In acquisition they are particularly critical for size standards. The NAICS codes are revised every five years by the Census Bureau. As of October 1, 2007, the federal acquisition community began using the 2007 version of the NAICS codes. Three new industries and four activities within other industries will be available.

You can find a listing of the new codes on the [US Census website](#) and the related [Federal Register notification](#) (May 2006).

Best viewed with a screen resolution of 1152x864 or greater, using Internet Explorer version 5.5 or higher.

Site Map | FAQs | Contact Us | Privacy & Security Policy | USA.Gov

#### Quicklinks

- Federal Acquisition Regulation (FAR)
- Acquisition Advisory Panel (SARA Panel)
- Acquisition Center of Excellence (ACE) for Services
- Agency Supplemental Regs
- Civilian Agency Acquisition Council (CAAC)
- Code of Federal Regulations
- Federal Register
- General Services Acquisition Manual (GSAM)
- IDA Ustad Award
- Multiple Award Schedules Advisory Panel (MASAP)
- Office of Federal Procurement Policy (OFPP)
- Regulations.gov
- 7 Steps to Performance Based Services Acquisition Guide
- NAICS (North American Industry Classification System)
- Federal Agency Procurement Forecasts
- Emergency Contracting Information

#### Acquisition Systems

- AbilityOne
- Central Contractor Registration (CCR)
- Excluded Parties List System (EPLS)
- Electronic Subcontracting Reporting System (eSRS)
- Federal Business Opportunities (FBO)
- Federal Agency Registration (FedReg)
- Federal Technical Data Solutions (FedTeDS)
- Federal Procurement Data System (FPDS)
- Financial Management Service (FMS) Treasury Offset Program (TOP)
- Online Representations and Certifications Application (ORCA)
- VETBIZ.gov
- Wage Determinations Online (WDOL)

# Acquisition Knowledge Sharing System

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

The screenshot displays the AT&L Knowledge Sharing System website. The header includes the logo and the text "AT&L Knowledge Sharing System" and "Your one stop source for AT&L information". The navigation bar contains links for Home, DAU, Contact, Site Map, FAQ, Help, and Search. The main content area is titled "AKSS Today!" and features several sections: "Interactive Catalog (iCatalog)", "PEO/SYSCOM Commanders' Conference", "STRATEGIC GOALS IMPLEMENTATION PLAN V2.0 2008", and "The Uniqueness of the Ship Building Acquisition Process". The right sidebar contains a "Defense Acquisition University" logo, a "Filter by:" section, and various resource icons like "Defense Acquisition Guidebook", "Integrated Framework Chart", "Ask A Professor", "AT&L Reading Library", "AT&L Living Library", "AKMS Videos", "Defense AT&L eLetter", "Virtual Tour", and "AKSS Tutorial". Below these are sections for "Acquisition Community Connection", "Community Areas", and "DAU Video".

**AT&L Knowledge Sharing System**  
Your one stop source for AT&L information

Defense Acquisition University

Home | DAU | Contact | Site Map | FAQ | Help | Search

Filter by: Organizations Career Field/Topics

**AKSS Today!**

**Interactive Catalog (iCatalog)**  
DAU is pleased to introduce the new Interactive Catalog, (iCatalog). The iCatalog is a Web-based version of the university's printed catalog. It provides the most current information available to the workforce regarding DAU courses, the acquisition career fields, the Certification and Core Plus Development Guides, and other information traditionally found in the DAU printed catalog. The iCatalog may be accessed at <http://icatalog.dau.mil>.

**PEO/SYSCOM Commanders' Conference**  
The PEO/SYSCOM Commanders' Conference will take place November 4th and 5th at DAU. This year's theme is "Best Practices: Acquiring, Delivering, Affordable Capabilities." Featured speakers include the Under Secretary of Defense for Acquisition, Technology, and Logistics, CEOs, Service Acquisition Executives, PEOs, and other OSD officials. Also immediately following the conference, there will be a Program Manager's Forum November 5th and 6th for major acquisition PMs. The website address is <http://www.peosyscom.net>.

**STRATEGIC GOALS IMPLEMENTATION PLAN V2.0 2008**  
The Office of the Under Secretary of Defense for Acquisition, Technology and Logistics would like to draw everyone's attention to the AT&L Source Document. This document seeks to provide the acquisition team a foundational set of principles for how we run our business. The three top level slides articulating the "Guiding Principles" can be reviewed by selecting the hyperlink. You can also review the entire AT&L Source Document at [https://akss.dau.mil/Documents/Policy20080207\\_SGP.pdf](https://akss.dau.mil/Documents/Policy20080207_SGP.pdf).

The Under Secretary expects everyone on the acquisition team to use the Source Document principles, approaches and goals to guide management and execution of defense acquisition programs.

**The Uniqueness of the Ship Building Acquisition Process**  
An interview was conducted at DAU with Rear Admiral Charles Hamilton, USN (Ret.) on October 30, 2007. RADM Hamiltons experience includes being the Program Executive Officer for Ships, where he had responsibility for the great majority of the current and future classes of USN surface vessels. He also was the Program Manager for the Arsenal Ship program, RADM Hamiltons acquisition experience spans 13 years, during which time he was responsible for the DDX 1000 (ZUMWALT Class) Destroyer development; development and production of the Littoral Combat Ship and the T-AKE, and working the life cycle support of 180 combatants around the globe.

1. [The Uniqueness of the Ship Building Acquisition Process \(Full Interview\)](#)
2. [Solicitation Competition](#)
3. [Arsenal Solicitation and non-traditional Contractors](#)
4. [Major Differences Associated with Ship Building Acquisition](#)
5. [Littoral Combat Ship Program](#)

**Defense Acquisition University**

Filter by: Organizations Career Field/Topics

Defense Acquisition Guidebook Integrated Framework Chart Ask A Professor

AT&L Reading Library AT&L Living Library AKMS Videos

Defense AT&L eLetter Virtual Tour AKSS Tutorial

**Acquisition Community Connection**

Communities (ACC) Special Interest Areas

**Community Areas**

- Contingency Contracting
- Continuous Process Improvement
- Contracting
- Data Management
- DoD Wireless
- Earned Value Management
- Facilities Engineering
- Information Technology
- Logistics Management
- Production Quality & Manufacturing
- Program Management
- Risk Management
- Science & Technology Management
- Small Business
- Systems Engineering

**DAU Video**

- DAU Webcast Podcast Center
- DAU Living Library
- About DAU
- PodCast Channel
- CON
- 2006 DAU Conference
- Targeted Training
- Rapid Deployment Training (RDT)
- Technology Transition Practitioner's Workshop 30 March

# Defense Logistics Agency

[www.dla.mil](http://www.dla.mil)

The screenshot shows the DLA website homepage with a blue header and a navigation menu. The main content area features a large image of a tank being loaded onto a transport trailer, with two workers in the foreground. To the right, there are three news articles under the 'DLA News Center' heading. The first article is about hurricane relief, the second is about hurricane Gustav relief, and the third is about Georgia humanitarian relief. A 'Director's Message' section is also visible, along with a 'DLA's AREAS OF FOCUS' graphic.

**DEFENSE LOGISTICS AGENCY**  
Extending the Enterprise Forward to the Point of the Spear

Site Index | Policy Statements | No Fear Act | Contact Us

PUBLIC CUSTOMERS VENDORS EMPLOYEES

**DLA News Center**

**Deployable Team Helps Distribute Hurricane Relief**  
Employees with the Defense Distribution Center's Deployable Distribution Center helped deliver relief supplies to survivors of Hurricane Ike, which slammed into Southeast Texas Sept. 13.

**Defense Logistics Agency Supports Hurricane Gustav Relief Efforts**  
Through an interagency agreement with the Federal Emergency Management Agency, DLA provided food and fuel to support Hurricane Gustav relief efforts.

**Defense Logistics Agency Supports Georgia Humanitarian Relief**  
The Defense Logistics Agency is engaged in providing humanitarian aid to Georgia in an ongoing effort to relieve the war-torn former Soviet republic that came under Russian attack Aug 8.

[For more stories ...](#)

**Director's Message**  
The Defense Logistics Agency's ability to deliver American warfighters the right logistics solution in every transaction requires more than successful management of the Department of Defense's wholesale supplies and suppliers. [More...](#)

**DLA's AREAS OF FOCUS**

- ★ WARFIGHTER SUPPORT
- ★ STEWARDSHIP
- ★ GROWTH & DEVELOPMENT
- ★ LEADERSHIP

**About DLA**

**DLA Organizations**

**Careers**

**Director's Corner**

**e-FOIA**

**Videos**

**Podcasts**

**Loglines Magazine**

**DLA News**

**Media Information**

# Army Small Business Programs

<http://www.sellingtoarmy.info>

OSADBU - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address [http://www.sellingtoarmy.info/show\\_file.asp?fileID=674&ID=30](http://www.sellingtoarmy.info/show_file.asp?fileID=674&ID=30)

**OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION**  
BUILDING THE ARMY'S FUTURE THROUGH SMALL BUSINESS

HOME BUSINESS OPPS REGISTER TOOLS LOCATIONS LOGIN SEARCH GO

MENTOR-PROTÉGÉ  
WOMAN OWNED  
Ba/SDB  
HBCU/MI  
VETERAN OWNED/  
SERVICE DISABLED  
HUBZONE  
SMALL BUSINESS  
SUB CONTRACTING

Please Visit the DOCUMENT STORE

Home Wednesday, August 25, 2004 Site Map Program Menu

**Doing Business in Iraq** last updated 7/26/2004

Please visit these links for more information regarding the reconstruction of Iraq:

[www.fedbizopps.gov](http://www.fedbizopps.gov)  
[www.rebuildingiraq.org](http://www.rebuildingiraq.org)

Documents with Information on the Reconstruction of Iraq:  
CPA Iraq Data Collection

OSADBU  
OS  
ADBU  
OSAI

OSADBU TEXT SITE  
SITE MAP

MESSAGES

- ★ Conference Registration
- ★ Director's Message
- ★ Expectations for Directors

INFORMATION

- ★ \*\*NEW\*\* DoD Conference
- ★ Calendar of Events
- ★ Director's Briefings
- ★ Document Store
- ★ Doing Business in Iraq
- ★ Doing Business w/ the Army
- ★ Federal Register Size Reg.
- ★ Future Combat Systems
- ★ OSADBU White Paper

FEATURES

- ★ SURVEY
- ★ 2004 Army SBT Conference
- ★ Army Awards \$13.6 Billion
- ★ Director's Webcast Events
- ★ IRAQ Conference
- ★ Office Supply Contract
- ★ SBA Announcement
- ★ SEI Group Inc. Award

TOUR THE VIRTUAL PENTAGON

OSADBU NEWSLETTER

OSADBU Internet

[http://www.sellingtoarmy.info/show\\_file.asp?fileID=588&ID=30](http://www.sellingtoarmy.info/show_file.asp?fileID=588&ID=30)

start Corporat... Inbox - Nets... Natl SB Fed ... Microsoft Po... Useful WebSi... DoD SADB... OSADBU - Mi... 1:53 PM

# General Services Administration

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

The screenshot displays the GSA website homepage with the following elements:

- Header:** GSA U.S. General Services Administration logo and a search bar.
- Navigation:** A menu with tabs for HOME, BUILDINGS, PRODUCTS, SERVICES, TECHNOLOGY, POLICY, and ABOUT GSA.
- Gov Gab:** A banner for Gov Gab with the text "Join the celebration and get great government info in a whole new way at [www.GovGab.gov](http://www.GovGab.gov)".
- Travel Resources:** A section with links for Per Diem Rates, POV Mileage Reimbursement Rates, E-Gov Travel, Lodging Programs, and Airfares: City Pair Program.
- GSA Contracts and Schedules:** A section with links for GSA Schedules, Disaster Recovery Purchasing, Technology Contracts, GSA GWACs, and GSA eLibrary.
- Publications, Resources, and Reports:** A section with links for Annual Reports, Catalogs and Publications, Congressional Testimony, Emergency Management, Fleet Reports, Freedom of Information Act, and more.
- Most Requested Links:** A section with links for Per Diem Rates, Travel Resources, GSA Advantage!, GSA Schedules, Gov't Property for Sale, Forms Library, Careers at GSA, GSA eLibrary, and Regulations: FAR, FMR, FTR.
- For Government Employees and Agencies:** A section with links for DoD Customers, Buy Online Now with GSA Advantage!, GSA eLibrary, Online Billing Information, Policy Overview, How to Go Green, and State and Local Governments.
- For Contractors and Vendors:** A section with links for Getting on Schedule, Vendor Support Center, Small Business Assistance, Service-Disabled Veterans, and Marketing to the Federal Government.
- For Citizens and Consumers:** A section with links for Consumer Information, Gov't Property for Sale, Regulations.gov, Child Care, Emergency Disaster Relief, FraudNet, and Catalog of Fed. Domestic Assist.
- Right Sidebar:** Sections for About GSA (Staff Directory, GSA Regions, GSA News Room, GSA Organization, Inspector General, Organization Chart, Careers at GSA, QuickLinks to GSA Topics), Presidential Transition (GSA's Role in the Transition), GSA Events (Vendors Seeking Government Contracts), Training from GSA (Contracts & Acquisition Training, How to Get on Schedules), GSA Organizations (Choose dropdown, Abbreviation Look-up), and GSA Regions by State (Choose State dropdown).
- Footer:** Logos for E-GOV, the White House President George W. Bush, ExpectMore.gov, and USA.gov Government Made Easy. Below the logos are links for Help, Sitemap, Accessibility Aids, Linking, Privacy and Security, and Contact Us.

# e-Tools...

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



GSA U.S. General Services Administration



GSA *Schedules e-Library*  
GSA Federal Supply Service



 **GSA Advantage!**<sup>TM</sup>  
on-line shopping....

Welcome to the FSS Center for Acquisition Excellence Virtual Campus

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



GSA *Vendor Support Center*  
GSA Federal Supply Service

# GSA Vendor Support Center

[www.gsa.gov/vsc](http://www.gsa.gov/vsc)

The screenshot displays the GSA Vendor Support Center website. At the top left is the GSA logo and the text "U.S. General Services Administration". A search bar is located at the top right. Below the logo is a navigation menu with tabs for HOME, BUILDINGS, PRODUCTS, SERVICES, TECHNOLOGY, POLICY, and ABOUT GSA. A left-hand sidebar lists "e-Tools" including Overview, Buildings, HR Management Systems, Property Disposal, Supply & Procurement, GSA Advantage!, e-Buy, FedBizOpps, GSA Global Supply, GSA eLibrary, Schedule Sales Query, Vendor Support Center (highlighted), e-Resolve, eOffer/eMod, Technology, Transportation, and Vehicles. The main content area features a breadcrumb trail: Home > About GSA > e-Tools > Supply & Procurement > Vendor Support Center. The title "Vendor Support Center" is prominently displayed. The text explains that the VSC is the online source for vendors to obtain information, review and report sales, and more. It also contains information regarding the Multiple Award Schedule (MAS) Express Program. A "Printer Friendly format" link is provided. On the right, there is a "VIEW THIS WEBSITE NOW" section with a thumbnail of the website's main page, which includes a "MAS Express Speed Limit 30 Days" banner and various service links like "GSA Advantage!", "SIP DOWNLOAD", and "SIP WEB TRAINING". At the bottom, there are links for Help, Sitemap, Accessibility Aids, Linking, Privacy and Security, and Contact Us, along with "Also of interest" links to Whitehouse.gov, USA.gov, E-Gov.gov, ExpectMore.gov, and Other Suggested Sites. The page is dated "Last Reviewed 9/12/2008".

# General Services Administration E-library

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

The screenshot shows the GSA eLibrary website interface. At the top, there is a navigation bar with links for Home, eBuy - quotes, GSA Advantage - online shopping, and Help. The main content area is divided into several sections:

- Welcome!** A banner image of the GSA building with text: "Welcome! GSA eLibrary is your one source for the latest GSA contract award information. GSA offers unparalleled acquisition solutions to meet today's acquisition challenges. GSA's key goal is to deliver excellent acquisition services that provide best value, in terms of cost, quality and service, for federal agencies and taxpayers." Below this is a paragraph: "GSA offers a wide range of acquisition services and solutions utilizing a variety of tools, contract vehicles, and services to meet the customer's specific needs including Multiple Award Schedules, Governmentwide Acquisition Contracts, Technology Contracts, and Assisted Acquisition Services. For more information on what GSA has to offer, visit [GSA.gov](http://GSA.gov)."
- Search** A search bar with a dropdown menu set to "all the words" and a "Search" button. Below the search bar is a link: "View an Alphabetical Listing of available Contractors (a-z)".
- Category Guide** A list of categories with arrows pointing to the right:
  - Fall/Winter
  - Disaster Relief
  - Homeland Security
  - IT Solutions & Electronics
  - Law Enforcement, Fire, & Security
  - Recreation & Apparel
  - Tools, Hardware, & Machinery
  - Vehicles & Watercraft
  - Building & Industrial
  - Furniture & Furnishings
  - Hospitality, Cleaning, & Chemicals
  - Laboratory, Scientific, & Medical
  - Office Solutions
  - Services
  - Travel & Transportation Solutions
  - Wildland Fire & Equipment
- News...** A section titled "GSA MULTIPLE AWARD SCHEDULE 69 - Training Services and Devices" with text: "Need to learn a foreign language? Improve your communication or supervisory skills? Do people in your organization need computer, medical, HAZMAT, CPR or mandated defibrillator (AED) training? From classroom training, video- and distance-learning training, online training and college degree programs, to training for employee development, leadership and management development skills, GSA Multiple Award Schedule 69 has it all!"

On the right side of the page, there are several sidebar sections:

- Quick Schedule** A dropdown menu set to "schedule" and a "Go" button.
- Schedule Contracts** Text: "GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!" Links: "View schedule contracts", "GSA schedules info", "VA schedules info".
- Technology Contracts** Text: "GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software." Links: "View technology contracts", "GSA technology contracts info".
- State and Local Governments** Text: "States and localities can now purchase IT products, services, and support equipment as well as law enforcement, security, facilities management, fire, rescue, clothing, marine craft and emergency/disaster response products and services from Federal Supply Schedules." Links: "View participating vendors", "Cooperative Purchase FAQ".
- Disaster Recovery Purchasing** Text: "Purchase products and services to facilitate recovery from a major disaster." Links: "View participating vendors", "Disaster Recovery Purchasing FAQ".
- Get Quotes!** Text: "With GSA eBuy, getting quotes is just a click away!" Link: "Go to eBuy now...".



# 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

[www.osdbu.gov/](http://www.osdbu.gov/)

Today: 10/21/2008 | This page last updated: 10/20/2008 15:49:10



**Federal OSDBU Directors Interagency Council**

Home | About Us | General | Key Issues & Topics | Working Groups | Resources

**WELCOME**

Welcome to the Federal Office of Small and Disadvantaged Business Utilization Directors Interagency Council ("OSDBU Council") website. The OSDBU Council is an informal organization of Federal small business program officials that comes together monthly to exchange and discuss information on acquisition methods, issues and strategies; small business program initiatives and processes; and small business related outreach events that permit their respective agencies to increase their utilization of small businesses as prime and subcontractors to meet their annual requirements for services and goods.

The OSDBU Council is led by the Directors of the Federal OSDBUs who individually work closely with the U. S. Small Business Administration in the implementation of the Federal small business contracting programs.

Each year the OSDBU Council convenes an OSDBU Directors' Procurement Conference which brings together small business owners and representatives, large corporations, and Federal small business officials from throughout the country.

The OSDBU Council is hosted monthly by one of its Federal OSDBU members. If you need to reach an OSDBU member organization, our [members page](#) provides contact information for each of them.

**FY09 EXECUTIVE COMMITTEE MEMBERS**

 **Glenn Delgado, Chair**  
Assistant Administrator, OSDBU  
National Aeronautics and Space Administration (NASA)

 **Mauricio Vera, Vice Chair**  
Director, OSDBU  
Agency for International Development (USAID)

**News**

- OSDBU Council Elects Officers for Fiscal Year 2009
- Success Story: Quality Support, Inc.
- Success Story: Media Fusion, Inc.

**The 4th Annual National Veteran Small Business Conference & Expo**  
Post-Conference Website

**Parren J. Mitchell**  
Tribute to a Legend  
1922 - 2007

# SBA Government Contracting Assistance

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

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

Programs and services to help you start, grow and succeed

> En Español

Search SBA  GO

Home | SMALL BUSINESS PLANNER | SERVICES | TOOLS | LOCAL RESOURCES

Home > About SBA > SBA Programs > Government Contracting

Government Contracting SBA Program Office SBA Programs

**Mission**  
The Office of Government Contracting (GC) works to create an environment for maximum participation by small, disadvantaged, and woman-owned businesses in federal government contract awards and large prime subcontract awards. GC advocates on behalf of small business in the federal procurement world.

**Highlights**

- > [Disaster Contracting](#)
- > [Bundling Report](#)
- > [13 CFR 125 Government Contracting Programs](#)
- > [13 CFR 125.2 Contract Bundling Revision to 13 CFR 125.2 "Prime Contracting Assistance"](#)
- > [2002-029PR Contract Bundling Proposed Federal Acquisition Regulation \(FAR Case 2002-029\) revision](#)

**Resources**

- > [Search Contracting Only](#)
- > [HUBzone](#)
- > [Sub-Net](#)
- > [Pro-Net/CCR](#)
- > [Tech-Net](#)
- > [Goaling](#)
- > [For Contracting Officers Best Practices in Mitigating the Effects of Contract Consolidation on Small Businesses U.S. Department of Defense, Office of Small and Disadvantaged Business Utilization, "Benefit Analysis Guide Book"](#)
- > [Contract Bundling Reports to Congress](#)
- > [SBA issues final rule ending the Very Small Business Pilot Program](#)

> Home  
> About Us  
> What's New  
> Leadership  
> FAQs  
> Programs  
> Resources / Opportunities  
> Contacts / Representatives  
> Glossary  
> Comments  
> GCBD Home Page

Business.gov | ExpectMore.gov | Strengthening Social Security | Health Care | SBA RESOURCE PARTNERS | ENERGY STAR

> USA.Gov > E-Gov > Regulations.gov > White House > SBW 2009 > Inspector General > MedWeek 2008  
• Privacy & Security • Information Quality • FOIA • No Fear Act • ADA • About Site • Contact • SBA Jobs • Site Map

# Business.Gov

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

The screenshot shows the Business.GOV website interface. At the top left is the logo "Business.GOV THE OFFICIAL BUSINESS LINK TO THE U.S. GOVERNMENT". To the right is a search bar with "State & Local" selected and a "Search" button. Below the logo is a navigation menu with links: Home, Small Business Guides, State & Local Info, Government Forms, Frequent Questions, Contacts & Help, and About Us.

The main content area is divided into several sections:

- Small Business Guides:** A sidebar menu with categories like Business Topics, Resources For..., and a BOOKMARK icon.
- How Do I...?:** A section with tabs for What's New, Events, Deadlines, and Green Business. It features an "Info on Popular Business Topics" with a list of links: Find Small Business Grants and Loans, Register a Business Name (Doing Business As), Learn how to Incorporate a Business, Start a Home-Based Business, Get Started in Government Contracting, and Learn Ten Steps to Hiring Your First Employee.
- Find Licenses and Permits:** A section with a search form for "Enter City & State or Zip Code:" and a "Choose:" dropdown for "Business Type", with a "Search" button.
- Health Savings Account Guide:** A section with a caduceus icon and text explaining that it helps small business owners and employees explore options for affordable health care.
- Find Loans & Grants Fast!:** A section with a "Get Started!" button and an image of money.
- Recursos para Empresas:** A section with a photo of a woman and text about a Spanish language business resource guide for Hispanic-owned businesses.
- Featured City: Montpelier, VT:** A section with a photo of a street in Montpelier, Vermont, and text about why it's a great place to start a business.

# SBA SBDC Listings

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

The screenshot displays the SBA SBDC website interface. At the top left is the SBA logo with the tagline "Your Small Business Resource". To the right, it says "Programs and services to help you start, grow and succeed" and "En Español". A search bar is located in the top right corner. Below the header is a navigation menu with categories: Home, About SBA, Newsroom, Contact, FAQ, E-NEWSLETTERS, FREE ONLINE TRAINING, E-PAYMENTS, MARKETING AND OUTREACH, and MOST REQUESTED ITEMS. The main content area is divided into four columns: SMALL BUSINESS PLANNER, SERVICES, TOOLS, and LOCAL RESOURCES. The "SERVICES" column is currently selected. The main content area shows the "Office of Small Business Development Centers Entrepreneurial Development" page. It includes a "Mission" section, a "Highlights" section with links to various programs, and a "Resources" section with links to SBDC en Español, SBDC Locator, Association of SBDC's, Information for SBDC funding recipients, and Listen to Portable Assistance Training. A sidebar on the right contains a "SBA Programs" dropdown menu and a list of links: Home, About Us, SBDC en Español, SBDC Locator, and Info. SBDC Funding Recipients. At the bottom, there are logos for Business.gov, ExpectMore.gov, Strengthening Social Security, Health Care, SBA RESOURCE PARTNERS, and ENERGY STAR. A footer contains navigation links for USA.Gov, E-Gov, Regulations.gov, White House, SBW 2009, Inspector General, and MedWeek 2008, along with a list of site policies and contact information.

# Woman's Business Web Sites

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

Programs and services to help you start, grow and succeed

Search SBA  GO

Home | SMALL BUSINESS PLANNER | SERVICES | TOOLS | LOCAL RESOURCES

Home > About SBA > SBA Programs > Office of Women's Business Ownership  
 Office of Women's Business Ownership  
 Entrepreneurial Development

SBA Program Office: SBA Programs

**Mission**  
 The Office of Women's Business Ownership (OWBO) assists women achieve their dreams and improve their communities by helping them start and run successful businesses, regardless of social or financial disadvantage, race, ethnicity or business background. OWBO and the Online Women's Business Center are integral components of Entrepreneurial Development's network of training and counseling services.

**Highlights**  
 > [Wilma Goldstein - Director](#)  
 > [Women Entrepreneurship in the 21st Century](#)  
 > [Veterans & Reservists Assistance](#)  
 > [Faith-Based Initiatives](#)  
 > [2006 WBC Grant Announcement](#)

**Resources**  
 > [Women's Business Centers](#)  
 > [Women's Bus. Ownership Reps.](#)  
 > [Resources for Women](#)  
 > [Success Stories](#)

Business.gov | ExpectMore.gov | Strengthening Social Security | Medicare | SBA RESOURCE PARTNERS

USA.gov | E-Gov | Regulations.gov | White House

Privacy & Security | Information Quality | FOIA | No Fear Act | ADA | About Site | Contact | SBA Jobs | Site Map

[www.onlinewbc.gov/](http://www.onlinewbc.gov/)

[www.womenbiz.gov](http://www.womenbiz.gov)

**WOMENBIZ.GOV**  
 THE GATEWAY FOR WOMEN-OWNED BUSINESSES SELLING TO THE FEDERAL GOVERNMENT.

ABOUT US | 5 STEPS TO GOVERNMENT CONTRACTING | WHAT'S NEW | CONFERENCES & EVENTS | KEY RESOURCES

FAQs  
 Background  
 Women's Business Connection  
 Contact Us

HOME  
 Do you think about bidding on your first government contract?

Already seasoned in the federal procurement arena?

Government contracts can be a great source of business revenue for both new and established businesses. But to get those contracts, you have to understand the process and how to navigate it successfully.

Wherever you are in developing your business, womenbiz.gov can help you do business with the federal government. You'll find useful information and links specifically focused on the woman business owner interested in doing business with the federal government.

Home | Contact Us | Privacy Policy | Site Map | En Español  
 © 2007 All Rights Reserved.

This site provided by:  
 NATIONAL WOMEN'S BUSINESS COUNCIL

# SBA VETS

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

The screenshot shows the SBA VETS website interface. At the top left is the SBA logo with the tagline "Your Small Business Resource". To the right, it says "Programs and services to help you start, grow and succeed" and "En Español". A search bar is present with the text "Search SBA" and a "GO" button. Below the header is a navigation menu with categories: Home, About SBA, Newsroom, Contact, FAQ, E-NEWSLETTERS, FREE ONLINE TRAINING, E-PAYMENTS, MARKETING AND OUTREACH, and MOST REQUESTED ITEMS. The main content area is titled "Office of Veterans Business Development" and includes a "Mission" statement, "Highlights" with links to various programs, and "Resources" with links to contact information and other services. A sidebar on the right contains a list of navigation options. At the bottom, there are logos for Business.gov, ExpectMore.gov, Strengthening Social Security, Health Care, SBA RESOURCE PARTNERS, and ENERGY STAR. A footer contains a series of links including USA.Gov, E-Gov, Regulations.gov, White House, SBW 2009, Inspector General, MedWeek 2008, Privacy & Security, Information Quality, FOIA, No Fear Act, ADA, About Site, Contact, SBA Jobs, and Site Map.

# Center for Veteran's Enterprise

[www.vetbiz.gov/](http://www.vetbiz.gov/)

The screenshot shows the VETBIZ.GOV website interface. At the top, there is a navigation bar with the following links: VA Home, About VA, Organizations, Apply Online, Find a Facility, and Contact VA. A search box is located to the right of these links. Below the navigation bar, the main header features the United States Department of Veterans Affairs logo and the text "THE CENTER FOR VETERANS ENTERPRISE WEB PORTAL". The central focus is the "VETBIZ.GOV" logo, with a "Vendor Information Pages" button below it. The main content area is divided into three columns: "Business Owner Support", "Acquisition Assistance", and "Outreach Program". Each column contains a list of links to various resources. At the bottom of the page, there is a footer with additional links and a "Reviewed/Updated Date: June 6, 2008" notice.

**United States DEPARTMENT OF VETERANS AFFAIRS**

VA Home | About VA | Organizations | Apply Online | Find a Facility | Contact VA

**THE CENTER FOR VETERANS ENTERPRISE WEB PORTAL**

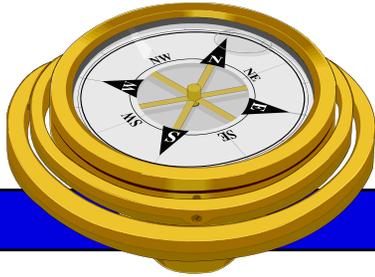
**VETBIZ.GOV**

Vendor Information Pages

| Business Owner Support  | Acquisition Assistance  | Outreach Program   |
|---|---|--|
| <ul style="list-style-type: none"><li><a href="#">Readiness Checklist</a></li><li><a href="#">Education Benefits</a></li><li><a href="#">Financing</a></li><li><a href="#">Business Coaching</a></li><li><a href="#">2008 Economic Stimulus Act</a></li></ul> | <ul style="list-style-type: none"><li><a href="#">Marketing</a></li><li><a href="#">Federal Contracting</a></li><li><a href="#">Federal Trending</a></li><li><a href="#">Teaming</a></li><li><a href="#">Market Research</a></li><li><a href="#">Verification Program</a></li></ul> | <ul style="list-style-type: none"><li><a href="#">Conference Schedule</a></li><li><a href="#">Conference Request</a></li><li><a href="#">Partners Page</a></li><li><a href="#">About CVE &amp; Staff</a></li></ul> |

Español | VA Forms | Facilities Locator | Contact the VA | Frequently Asked Questions (FAQs) | Privacy Policy | Web Policies & Important Links | Annual Performance and Accountability Report | Freedom of Information Act | Small Business Contacts | No FEAR Act Data | Regulations & Guidance Documents | Directives | Site Map | USA.gov | White House | USA Freedom Corps | ExpectMore | GovBenefits

Reviewed/Updated Date: June 6, 2008



# 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/>

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

Search Exit Help  
Post Home

SUB - Net

SBA  
SUB-Net

[Text Only](#)

**U.S. Small Business Administration Subcontracting Network**

[Hurricane Katrina Subcontracting Solicitations](#)

[Hurricane Subcontracting Information](#)   [Iraq Reconstruction RFP's](#)

The use of SUB-Net fulfills the function set forth in [Federal Acquisition Regulation \(FAR\) 5.206](#), Notice of Subcontracting Opportunities, for contractors and subcontractors to post notices and thereby increase competition for subcontracts.

Also see SBA's [Subcontracting Opportunities Directory](#)  
[CCR](#) - Central Contractor Registration

[DISCLAIMER](#)

Last modified: 01/29/2008 12:00:00 AM SBA Processing: 0.02 seconds Version: SubNet 5.0



# 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



## Market Research



## Networking



## Conferences



## Targeted Sales Calls



# Market Your Business



***Focus!!!!***



***George Mason University PTAP***  
***4031 University Drive, Suite 200***  
***Fairfax, VA 22030***  
***Phone: 703-277-7700***  
***Fax: 703-352-8195***  
***[www.vaptap.org](http://www.vaptap.org)***

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