



Tips & Opportunities for Small Businesses

*AMC Annual SB Conference
McLean Hilton*

George Mason University

Procurement Technical Assistance Program

November 18, 2010



Mason Enterprise Center

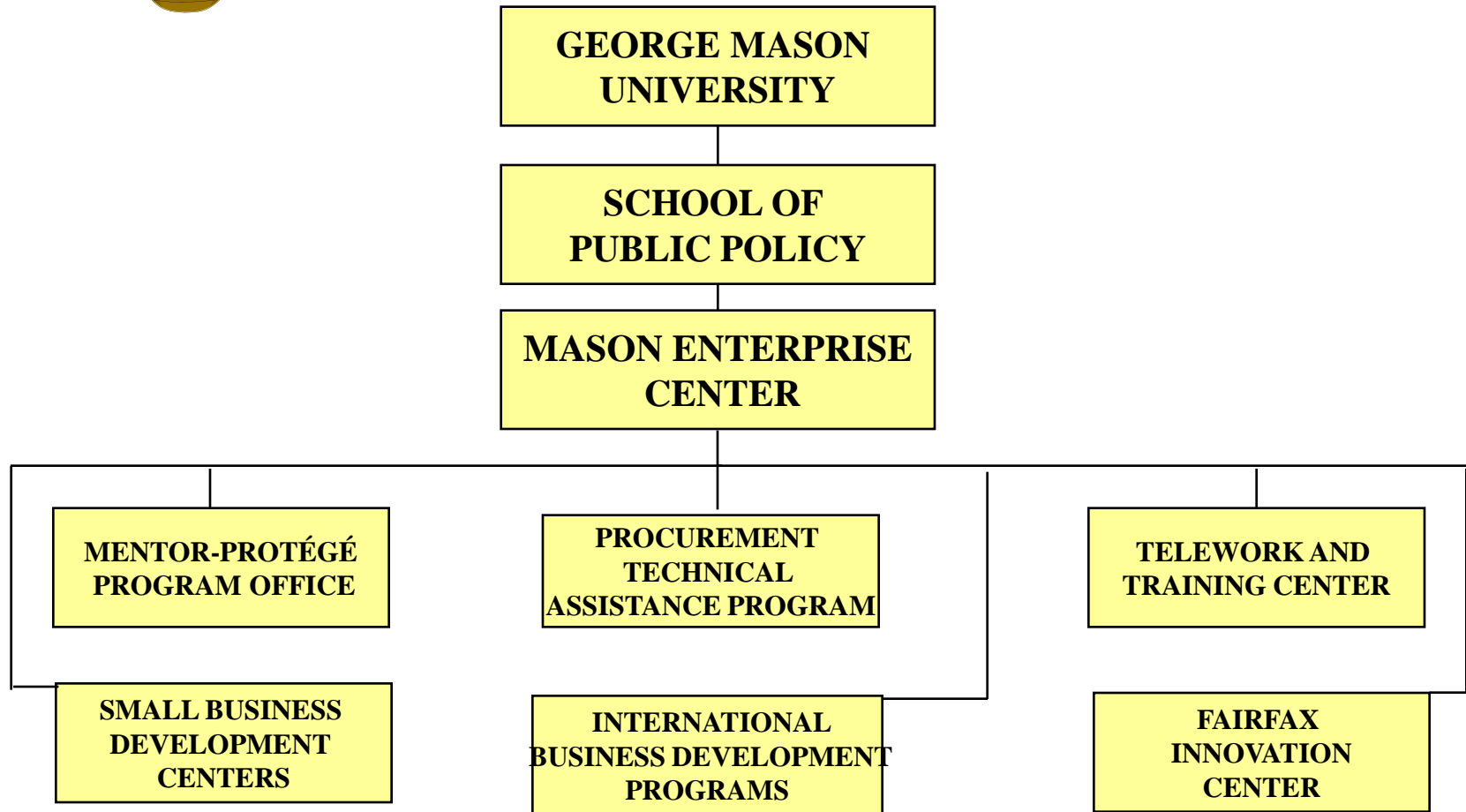


PTAP Background

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>



The screenshot shows the homepage of the Virginia Procurement Technical Assistance Program. At the top, the George Mason University logo is on the left, the program title is in the center, and the Virginia state seal is on the right. Below this is a yellow banner with the text "WELCOME TO THE NEW VIRGINIA STATE-WIDE PTAP". A navigation bar contains links for "Our Mission", "Our Services", "VA PTAP Events Calendar", "Find Your PTAC", and "Contact VA PTAP". The main content area features a large graphic of the state of Virginia filled with various images representing different sectors: a satellite dish, an American flag, a statue of George Washington, a military tank, a ship, and a landscape. Text on the left describes the program as a non-profit funded by the Defense Logistics Agency, co-located in Fairfax, VA, and manages three additional centers. A bottom section lists "Virginia PTAP Satellite Offices" (Central VA, Northern VA, Hampton VA) and "Other Regional PTAC's" (CRATER). The page is dated "Last Updated: May 31, 2006".

GEORGE MASON UNIVERSITY

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

Some photos provided by the Virginia Tourism Corporation

Central VA PTAC **Northern VA PTAC** **Hampton VA PTAC**

CRATER
Procurement Assistance Center

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!


Our Mission	Our Services	Events Calendar	Helpful Links	Contact Us
-------------	--------------	-----------------	---------------	------------




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
-----------------------	---



Central VA PTAC



Hampton VA PTAC

GEORGE MASON UNIVERSITY MASON ENTERPRISE CENTER
4031 UNIVERSITY DR, SUITE 200, FAIRFAX, VA 22030
Point of Contact: Operations Manager
Phone: 703-277-7757 Fax: 703-352-8195 **E-mail: novaptac@gmu.edu**
[Directions](#) to the Northern Virginia PTAC Office

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




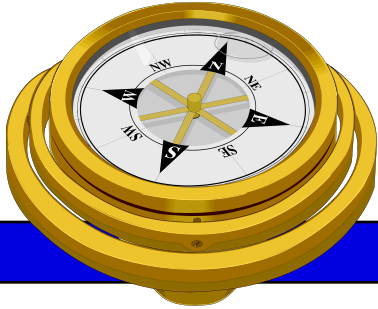
The Defense Logistics Agency, on behalf of the Secretary of Defense, administers the DoD Procurement Technical Assistance Program (PTAP). PTA Centers are a local resource available that can provide assistance to business firms in marketing products and services to the Federal, state and local governments.

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

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

Why Do Business With Federal Government

- 
- \$438+ Billion + in contracts FY2009
 - 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>



U.S. Census Bureau

People | Business | Geography | Newsroom | Subjects A to Z | Search@Census

North American Industry Classification System (NAICS)

Main | FAQs | History | Development Partners | Federal Register Notices | Product Classification

NAICS SEARCH

Enter keyword or 2-6 digit code

2007 NAICS Search

Enter keyword or 2-6 digit code

2002 NAICS Search

DOWNLOADS / REFERENCE FILES / TOOLS

[For 2007 NAICS](#)

[For 2002 NAICS](#)

[Concordances](#)

[NAICS Update Process Fact Sheet](#) [PDF 37K]

OMB's final decisions on [ECPC recommendations for NAICS 2012](#) coming soon

INTRODUCTION

The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy.

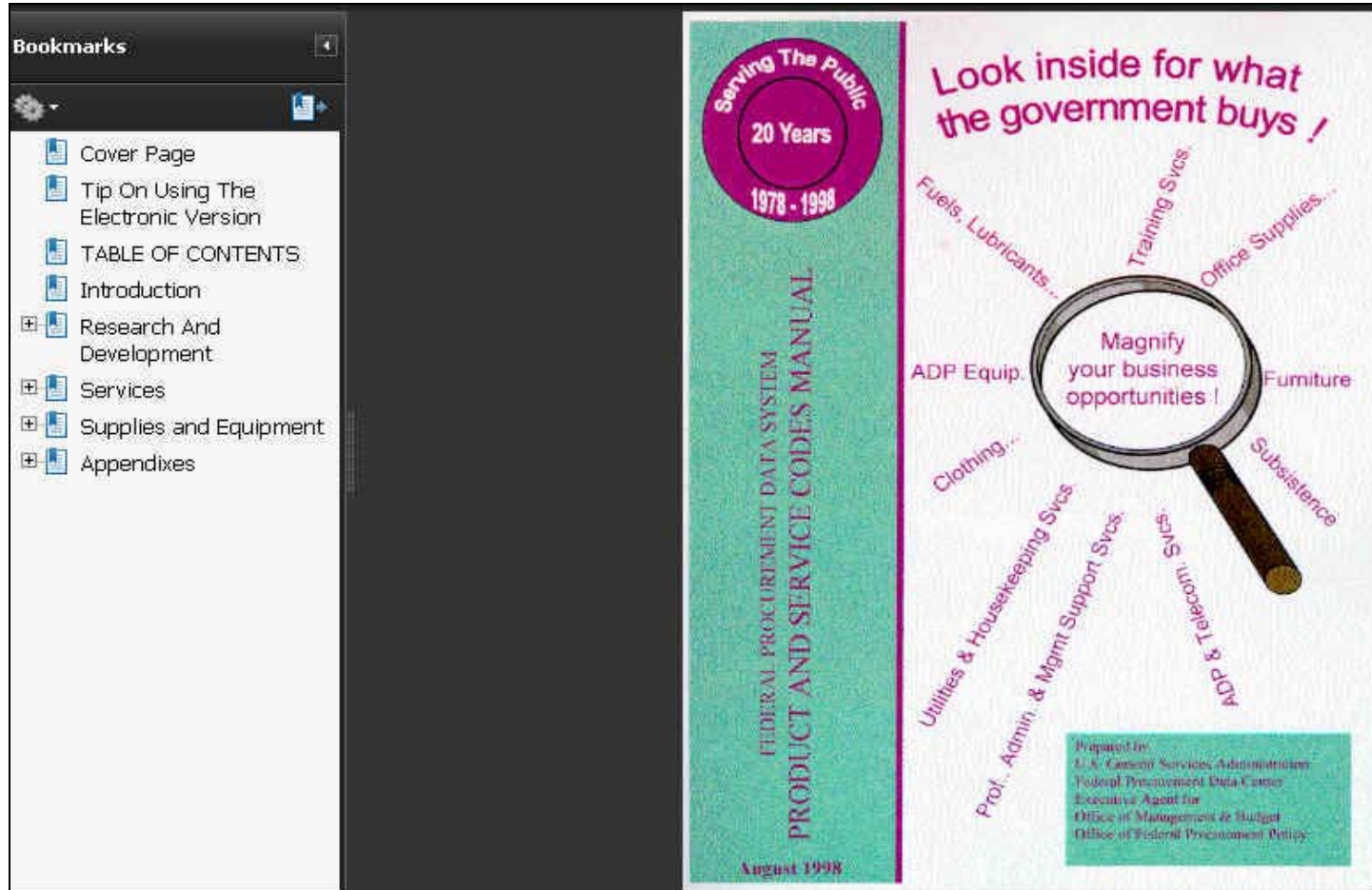
NAICS was developed under the auspices of the Office of Management and Budget (OMB), and adopted in 1997 to replace the [Standard Industrial Classification \(SIC\) system](#). It was developed jointly by the [U.S. Economic Classification Policy Committee \(ECPC\)](#), [Statistics Canada](#), and Mexico's [Instituto Nacional de Estadística y Geografía](#), to allow for a high level of comparability in business statistics among the North American countries.

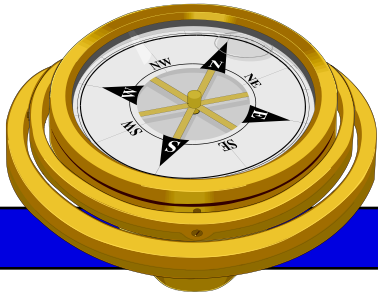
This official U.S. Government Web site provides the latest information on plans for NAICS revisions, as well as access to various NAICS reference files and tools.

The official 2007 U.S. NAICS Manual, includes definitions for each industry, background information, tables showing changes between 2002 and 2007, and a comprehensive index. The official 2007 U.S. NAICS Manual is available in print and on CD_ROM from the National Technical Information Service (NTIS) at (800) 553-6847 or (703) 605-6000, or through the [NTIS](#) Web site. Previous versions of the NAICS Manual are available.

Product Supply Codes

https://www.acquisition.gov/service_product_codes.pdf





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/>

The screenshot shows the Central Contractor Registration (CCR) website. At the top, there is a blue header with the text "Central Contractor Registration" and a background image of the American flag. Below the header is a navigation bar with links: "CCR Home", "CCR Search", "Federal Agency Registration", "News", "Release Notes", "Request Data Access", and "Help". A secondary navigation bar includes "Contractors", "Grantees", "International Registrants", "Small Businesses", "Security Notes", and "600,037 Active Registrants".

On the left side, there is a "Quick Links" section with links to "Dynamic Small Business Search", "ORCA", "SBA", "Request DUNS Number", and "Federal Business Opportunities". There is also an accessibility icon (a person in a wheelchair).

The main content area is divided into three sections:

- Welcome to Central Contractor Registration (CCR)**: A paragraph stating that CCR is the primary registrant database for the U.S. Federal Government, followed by a link to "Learn more about CCR Policy and Background".
- Log in to CCR**: A login form with fields for "User ID:" and "Password:", a "Log In" button, and links for "Forgot User ID" and "Forgot Password".
- Create New Registration**: A section with a "Start New Registration" button and links for "What You Need to Register" and "International Registrants".

On the right side, there is a section titled "Top Frequently Asked Questions" with a placeholder for content.

Dynamic Small Business Search

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

The screenshot shows the DSBS website interface. At the top, there is a navigation bar with the SBA logo, "Your Small Business Resource", and buttons for "Print", "Exit", "Help", "DSBS", and "Quick Market Search". Below this is a banner for "Welcome to the Dynamic Small Business Search" with a note that all search form hotlinks open a new browser window. A "NEW" starburst icon highlights a "NEW MARKETING FEATURE FOR CONTRACTING OFFICERS" section, which instructs users to use the "Quick Market Search" button. A disclaimer states that the SBA does not make any representation as to the accuracy of the data included, other than certifications relating to 8(a) Business Development, HUBZone or Small Disadvantaged Business status. The main search section is titled "Location of Firm:" and 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). A "Congressional District" field is also present, with a note that it requires exactly one state from the list at left and is a 2-digit numeric (leading 0 if 1 digit) or AL for At Large. A "County" field is also present, with a note that it requires selecting 1 state and pressing the "Lookup" button. Below these fields are several input boxes for "Area Code or Phone Number Initial Fragment", "Metropolitan Statistical Area", "SBA Servicing Office", and "Zip Code or Zip Code Initial Fragment".

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

Print Exit Help
DSBS Quick Market Search

DSBS Welcome to the Dynamic Small Business Search All search form hotlinks open a new browser window.

NEW NEW MARKETING FEATURE FOR CONTRACTING OFFICERS:
Use the "Quick Market Search" button above to go to the **Quick Market Search**

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.

Location of Firm:
State(s):
(How to make multiple selections.)
(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

Congressional District:
(Requires exactly one state from the list at left.)
2-digit numeric (leading 0 if 1 digit),
or AL for At Large

County: Select 1 State, then press Lookup

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)
 Zip Code or Zip Code Initial Fragment (1 to 5 numeric digits)

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



BPN.Gov
Business Partner Network

Central Contractor Registration (CCR)

Federal Agency Registration (FedReg)

IUID
Item Unique Identification Registry (IUID)

ORCA
Online Representations and Certifications Application (ORCA)

Welcome to BPN.Gov

The Business Partner Network (BPN) 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.

BPN News

CCR Release 4.10.2 Implemented

CCR Changes Notice: Wednesday, **July 28, 2010** the Central Contractor Registration (CCR) system installed their latest release.

These most recent changes are documented on-line to fill you in on the details at [Release Notes](#).

[\[See Full Story\]](#)

MANDATORY REPORTING FOR RECOVERY ACT CONTRACTORS


ATTENTION: This message is for contractors awarded Federal contracts funded by the American Recovery and Reinvestment Act of 2009 i.e. the recovery Act



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
 - Federal Agency Budget Overviews
 - Current & historical budget information
 - www.gpoaccess.gov/usbudget
 - [/www.whitehouse.gov/omb/budget](http://www.whitehouse.gov/omb/budget)
 - GAO Reports/Studies –
 - www.GAO.gov
 - U.S. Congress:
 - thomas.loc.gov (Library of Congress)

Agency Forecasts

acquisition.gov/comp/procurement_forecasts/index.html



Acquisition Central acquisition.gov

Agency Recurring Procurement Forecasts:

HOME PAGE	<input type="text" value="Select an Agency"/>
SMALL BUSINESS INFORMATION	<input type="text" value="Select an Agency"/>
BUSINESS OPPORTUNITIES	<input type="text" value="Select an Agency"/>
PROCUREMENT FORECAST	<input type="text" value="Select an Agency"/>

USA Spending

www.usaspending.gov /

An Official Web Site of the United States Government Friday, November 12, 2010 Text A⁺ A⁻ A

Home Summaries Trends Data Feeds Opportunities FAQs Sub-award Documents News Feedback Help SHARE f t e

USASPENDING.GOV

Government spending at your fingertips

Prime Award Advanced Search Sub-award Advanced Search

Popular Requests

- > Gulf Oil Spill Contracts
- > Construction Contracts
- > Housing Assistance
- > Student Assistance
- > Research and Development Contracts

Spending Trends

(\$) Grant Spending

(\$) Contract Spending

What's new

Find out what [new features](#) have been recently added to the site.

To [sign up for updates](#) or to access your subscriber preferences, please submit your email

Sub-recipient (grants sub-

FedBizOpps

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

The screenshot shows the FedBizOpps.gov website. At the top is a blue banner with the FedBizOpps.gov logo and the text "Federal Business Opportunities". To the right of the banner are logos for IAE, E-GOV, and USA.gov. Below the banner is a navigation bar with links: Home, Getting Started, General Info, Opportunities, Agencies, and Privacy. The main content area has a yellow background and features a search bar with the text "Search more than 28,800* active federal opportunities." Below this are several dropdown menus for "Posted Date" (Last 90 Days), "Set-Aside Code" (Any), "Place of Performance" (Any State or Territory), and "Type" (Any). There are also input fields for "Keyword / Solicitation #" and "Agency". A green "Search" button is located below the input fields. To the right of the search bar is a section titled "RECOVERY" with the text "FBO now contains Recovery and Reinvestment Act actions." Below this are two buttons: "SEARCH RECOVERY OPPORTUNITIES" and "SEARCH RECOVERY AWARDS". Further down is a section titled "FBO RECOVERY REPORTS" with links for "Click here for Opportunities" and "Click here for Awards". Below this is a section titled "USER GUIDES" with links for "Buyer", "Vendor", "Engineer", and "Location / Agency Admin". At the bottom of the page, there are two sections: "Buyers / Engineers" and "Vendors / Citizens". The "Buyers / Engineers" section has a "View Opportunities" link and a note that "No login is required to view opportunities." The "Vendors / Citizens" section has a "Find Opportunities" link and a note that "No login is required to view opportunities." The bottom of the page also includes input fields for "Username" and "Password" for both sections.

Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Search more than **28,800*** active federal opportunities.

Posted Date: Last 90 Days Set-Aside Code: Any

Place of Performance: Any State or Territory Type: Any

Keyword / Solicitation #: Agency:

Search

Additional criteria and multiple selections are available on the [advanced search form](#).
* Notices posted within the last 90 days.

RECOVERY
FBO now contains Recovery and Reinvestment Act actions.

SEARCH RECOVERY OPPORTUNITIES

SEARCH RECOVERY AWARDS

FBO RECOVERY REPORTS

- Click here for [Opportunities](#)
- Click here for [Awards](#)

Click [here](#) to learn more.

USER GUIDES

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

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

Buyers / Engineers
Government users may post, manage, and award opportunities.

Username: Password:

[View Opportunities](#)
No login is required to view opportunities.








Vendors / Citizens
Vendors and citizens may search, monitor, and retrieve opportunities.

Username: Password:

[Find Opportunities](#)
No login is required to view opportunities.

Federal Procurement Data System - NG

<https://www.fpds.gov>

		
 Log In	 What's New	 Top Requests
Log-In: <input type="text"/> Password: <input type="password"/> <input type="button" value="Log In"/> Forgot Your Password? Security and Privacy About FPDS-NG Contact Help Desk	New government wide standard reports and improved adhoc reporting is now available. New Interagency Contract Directory New FPDS-NG enhanced reporting capability! GCE unveils new 'ezSearch' Tool For more information on reports and other new items please click here. DoD Data Availability For more information on using and importing the XML data archives please click here. To read this month's FPDS-NG Information Center newsletter, click here. FPDS-NG User's Manual	Current top requests: Hurricane Katrina Contracts Hurricane Rita Contracts Other Hurricane/Disaster Relief Trending Analysis Report for the Last 5 Years FPDS-NG Transaction and User Statistics Performance Based Statistics Top 100 Federal Contractors Report FY 2006
 Registration	 Important Links	 Reports
Welcome to the new Federal Procurement Data System (FPDS). 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. Not Registered? Register Who Should Register?	FPDS-NG FAQs IAE FAQs List of Agencies Submitting Data to FPDS-NG 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 FPDS-NG Project Site Interagency Contract Directory	The following FPDS reports are available now for download: Small Business Goaling Report FAQs Small Business Goaling Report FY 2007 Small Business Goaling Report FY 2006 Small Business Goaling Report FY 2005 Small Business Goaling Report FY 2004 Federal Procurement Report FY 2006 Federal Procurement Report FY 2005 Federal Procurement Report FY 2004 Federal Procurement Report FY 2003 Federal Procurement Report FY 2002 Federal Procurement Report FY 2001 Federal Procurement Report FY 2000 Federal Procurement Report FY 1981-1999

Partial FY 2009 SB Goaling Report

Small Business Goaling Report Fiscal Year 2009

This report displays the dollars, actions, and percentages for small business contracts. The goaling exclusions apply to this report. This report is run by funding agency.

Funding Department	Total Small Business Eligible Actions	Total Small Business Eligible Dollars	Small Business Actions	Small Business Dollars	Small Business Percentage
DEPT OF DEFENSE (9700)	1,943,259	\$302,376,720,694.07	1,006,530	\$63,894,421,489.22	21.1307%
ENERGY, DEPARTMENT OF (8900)	14,719	\$30,991,236,273.52	8,612	\$1,958,613,802.53	6.3199%
HEALTH AND HUMAN SERVICES, DEPARTMENT OF (7500)	68,834	\$18,797,114,212.74	32,405	\$3,203,986,163.79	17.0451%
NATIONAL AERONAUTICS AND SPACE ADMINISTRATION (8000)	32,049	\$14,640,440,447.23	16,189	\$2,207,984,204.43	15.0814%
VETERANS AFFAIRS, DEPARTMENT OF (3600)	230,253	\$14,545,213,660.26	107,599	\$5,082,361,808.30	34.9418%
HOMELAND SECURITY, DEPARTMENT OF (7000)	88,613	\$14,439,866,558.01	50,916	\$4,675,972,262.27	32.3824%
JUSTICE, DEPARTMENT OF (1500)	133,170	\$7,673,618,840.49	78,736	\$1,883,169,782.88	24.5408%
GENERAL SERVICES ADMINISTRATION (4700)	324,142	\$7,399,179,916.70	134,559	\$2,001,095,056.95	27.0448%
AGRICULTURE, DEPARTMENT OF (1200)	69,832	\$5,320,964,579.72	53,556	\$2,803,295,018.38	52.6040%
COMMERCE, DEPARTMENT OF (1300)	26,559	\$3,340,528,144.21	16,009	\$1,221,849,629.18	36.5765%
STATE, DEPARTMENT OF (1900)	27,134	\$3,002,970,951.57	12,081	\$1,019,346,220.54	33.9446%
INTERIOR, DEPARTMENT OF THE (1400)	77,294	\$2,923,876,892.02	48,566	\$1,644,499,414.84	56.2438%
TREASURY, DEPARTMENT OF THE (2000)	26,309	\$2,156,756,549.52	13,415	\$576,131,089.97	26.7128%
ENVIRONMENTAL PROTECTION AGENCY (6800)	22,602	\$2,007,454,883.88	10,937	\$949,912,027.33	47.3192%
LABOR, DEPARTMENT OF (1600)	9,110	\$1,955,603,837.12	4,361	\$717,538,881.70	36.6914%
TRANSPORTATION, DEPARTMENT OF (6900)	12,954	\$1,929,487,873.69	6,031	\$750,775,386.17	38.9106%
OFFICE OF PERSONNEL MANAGEMENT (2400)	15,357	\$1,605,384,409.54	4,789	\$224,383,125.22	13.9769%
EDUCATION, DEPARTMENT OF (9100)	3,448	\$1,484,619,869.95	1,536	\$243,504,632.58	16.4018%
SOCIAL SECURITY ADMINISTRATION (2800)	9,838	\$1,241,065,946.12	5,971	\$402,976,155.78	32.4702%
AGENCY FOR INTERNATIONAL DEVELOPMENT (7200)	1,450	\$1,037,226,638.39	509	\$89,868,273.99	8.6643%

Federal Acquisition Jumpstation

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

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](#) / [Homeland Security](#) / [HUD](#) / [Interior](#) / [Justice](#) / [Labor](#) / [State](#) / [Transportation](#) / [Treasury](#) / [VA](#)

Independent Agencies of the Executive Branch:

[Consumer Product Safety Commission](#) / [GPO](#) / [EPA](#) / [FCC](#) / [CSA](#) / [NASA](#) / [National Science Foundation](#) / [NTSB](#) / [NRC](#) / [OPM](#) / [Social Security Administration](#) / [U.S. Agency for International Development \(USAID\)](#) / [U.S. Postal Service](#)

Other Acquisition Information:

[Procurement Assistance](#)

Procurement and Acquisition Sites by Contracting Activity

[FedBizOpps](#) - Federal-wide entry point to business opportunities

[Grants.gov](#) - Grants.gov is your source to FIND and APPLY for federal grants.

[Federal Funding Accountability and Transparency Act Subaward Reporting System \(FSRS\)](#)

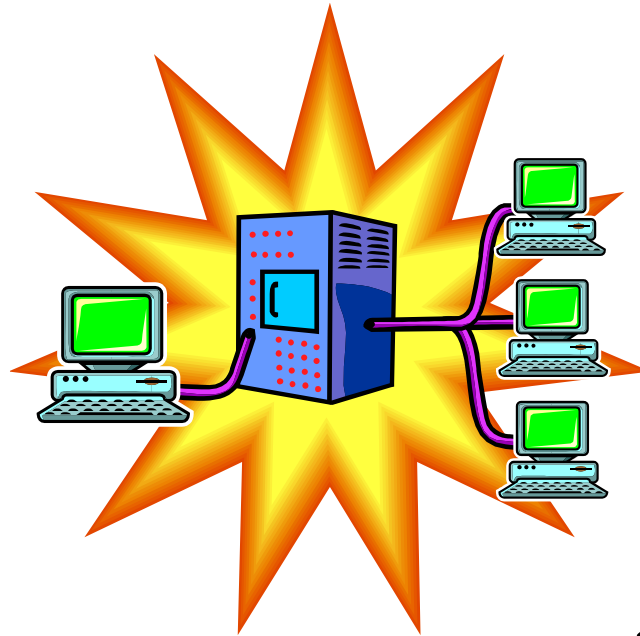


How To Get Started?

- ✓ 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 \$150,000
- Simplified Acquisition Threshold \$150,000
- Small Purchase Threshold < \$25,000



- Micro-purchase < \$3000



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 Documents

FAR Reference

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

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

<https://www.acquisition.gov>

The screenshot displays the ACQUISITION CENTRAL website. At the top, the header includes the text "ACQUISITION CENTRAL" and a search bar with a "Search" button. Below the header, a navigation bar lists links: "About IAE | Acquisition Systems | News Room | For Buyers | For Sellers | For Citizens | Acquisition Workforce | AcqNet". The main content area is titled "ACQUISITION CENTRAL" and features a section for "Emergency Contracting Information" with a welcome message and a paragraph about the site's purpose. To the left, there is a sidebar titled "Acquisition Systems" listing various systems like "AbilityOne", "Catalog for Federal Domestic Assistance (CFDA)", etc. To the right, a "Quicklinks" section lists links such as "Federal Acquisition Regulation (FAR)", "Acquisition Advisory Panel (SARA Panel)", etc. At the bottom, there is a logo for "SAM SYSTEM FOR AWARD MANAGEMENT".

ACQUISITION CENTRAL

Integrated Acquisition Environment IAE

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

ACQUISITION CENTRAL

Emergency Contracting Information

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.

Acquisition Systems

- AbilityOne
- Catalog for Federal Domestic Assistance (CFDA)
- Central Contractor Registration (CCR)
- Excluded Parties List System (EPLS)
- Electronic Subcontracting Reporting System (eSRS)
- Federal Business Opportunities (FBO)
- Federal Agency Registration (FedReg)
- Federal Procurement Data System (FPDS)
- Financial Management Service (FMS)
- Treasury Offset Program (TOP)
- FATA Subaward Reporting System (FSRS)
- Online Representations and Certifications Application (ORCA)
- Fast Performance Information Retrieval System (PPIRS)
- Small Business Administration (SBA)

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)
- FPDS-IIG Newsletters
- Office of Federal Procurement Policy (OFPP)
- Regulations.gov
- 7 Steps to Performance Based Services Acquisition Guide
- NAICS (North American Industry Classification System)
- Product Service Code Manual
- Federal Agency Procurement

SAM SYSTEM FOR AWARD MANAGEMENT

Some Items of Note

SAM & <https://www.fsrs.gov/>



Federal Funding Accountability and Transparency Act Subaward Reporting System (FSRS)

Log-In or Register Now:

FEDERAL GOVERNMENT **AWARDEES**

Please use Internet Explorer 6.0+, Mozilla Firefox 2.0+, or Apple Safari 3.0+ to access FSRS.

About FSRS **FAQs**

About FSRS

The Federal Funding Accountability and Transparency Act (FFATA) was signed on September 26, 2006. The intent is to empower every American with the ability to hold the government accountable for each spending decision. The end result is to reduce wasteful spending in the government. The FFATA legislation requires information on federal awards (federal financial assistance and expenditures) be made available to the public via a single, searchable website, which is www.USASpending.gov.

Documents

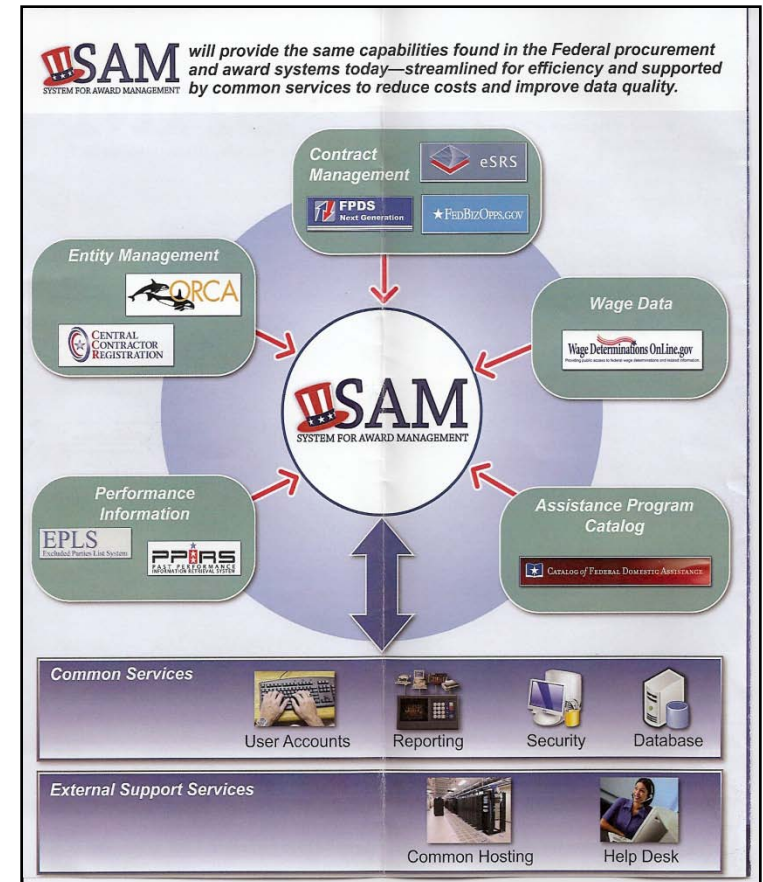
User Guides
» [FSRS Awardee Guide](#)

Training Materials
» [FSRS Awardee User Demonstration](#)

News

Question of the Month:
Who is required to file a FFATA report in FSRS? [View the answer](#)

New! As of October 29, 2010, FSRS.gov now supports both contracts and grants sub-award reporting. Prime awardees, [click here](#) to register or log-in.



Defense Acquisition University

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

The screenshot shows the DAU website with a blue header bar. The main navigation menu includes: Home, About DAU, Student Information, Publications, Locations, Careers at DAU, iCatalog, and Defense Acquisition Portal. The left sidebar contains sections for "DAU TOP 5" (Training, Continuous Learning, Knowledge Sharing, Mission Assistance, Research), "SITE MENU" (Defense Acquisition Workforce / DACM, Alumni Information, DAU iTunesU, DAU Media Kit, Acquisition Conferences, FAQs), and "DAU CALENDAR" (Nov 2010). The main content area features a "DAU Ticker" with a "2010 USD(AT&L) Workforce Development Award Results Announced" article, a "Find us on Facebook" link, and a "View Details" button. Below the ticker are three featured sections: "Apply for a Course" (listing Army, Navy & Marine Corps, Air Force), "Functional Gateways" (listing Business, Contracting/Purchasing, Facilities Engineering), and "Career-Long Learning" (listing Continuous Learning Center, Student Course Material).

DAU DEFENSE ACQUISITION UNIVERSITY
Learn. Perform. Succeed.

Home About DAU Student Information Publications Locations Careers at DAU iCatalog Defense Acquisition Portal

Enhanced by Google

DAU TOP 5

- Training
- Continuous Learning
- Knowledge Sharing
- Mission Assistance
- Research

SITE MENU

- Defense Acquisition Workforce / DACM
- Alumni Information
- DAU iTunesU
- DAU Media Kit
- Acquisition Conferences
- FAQs

DAU CALENDAR

Nov 2010

Sun Mon Tue Wed Thu Fri Sat

DAU Ticker

2010 USD(AT&L) Workforce Development Award Results Announced

Dr. Ashton B. Carter, Under Secretary of the Defense for Acquisition, Technology and Logistics, has announced the results of the 2010 USD(AT&L) Workforce Development Award competition. To view the announcement and list of winners, click [here](#) to go to the Workforce Development ...

[View Details](#)

Find us on Facebook

[iCatalog](#) [Course Login](#)

Apply for a Course

- Army
- Navy & Marine Corps
- Air Force

Functional Gateways

- Business
- Contracting/Purchasing
- Facilities Engineering

Career-Long Learning

- Continuous Learning Center
- Student Course Material

Defense Logistics Agency

www.dla.mil

DEFENSE LOGISTICS AGENCY
America's Logistics Combat Support Agency

Home | News | Team DLA | Customer Resources | Business Opportunities | Careers | Directory

11/12/2010 FOIA-Privacy Search: >>

HQ DLA Operating Status

WE ARE DLA

DLA's 3 Areas of Focus
WARFIGHTER SUPPORT ENHANCEMENT
STEWARDSHIP EXCELLENCE
WORKFORCE DEVELOPMENT

Find us on Facebook Watch us on YouTube
twitter

DLA PORTAL



[About DLA](#)
[From the Director](#)
[DLA Web Gateway](#)
[DLA Today \(Mil Only and CAC Required\)](#)
[No Fear Act](#)
[DLA Acronyms List](#)

TEAM DLA

[DLA Headquarters](#)
[DLA Document Services](#)

NEWS CENTER > All News

[Veterans Day event honors those who've served, sacrificed](#)
11/12/2010
Combined Federal Campaign

Army Small Business Programs

<http://www.sellingtoarmy.info>

Office of Small Business Programs
BUILDING THE FUTURE OF THE ARMY THROUGH SMALL BUSINESS

Home Business Opps Register Tools Locations Login Search

SMALL BUSINESS
SDB / 8(A)
WOMEN-OWNED
HUBZONE
VETERAN-OWNED /
SERVICE-DISABLED
SUBCONTRACTING
MENTOR-PROTÉGÉ
HBCU / MI

Policy Document Archive

Calendar of Events

Welcome
The Office of Small Business Programs, Department of the Army welcomes you. Our vision is to be an integral part of the Army team and to help small businesses and America's Army meet the challenges of this century. Our goal is to establish the Army as the premier organization for the promotion of and [more from Director Tracey Pinson...](#)

Director:
Ms. Tracey Pinson

Business Development Center

The 6th Annual National Veteran Small Business Conference & Expo
Post Conference Info

Legislative & Policy Information

2011 OSDDBU Procurement Conference
3 YEARS

HIGHLIGHTS

- ★ Director's Message
- ★ Director's Biography
- ★ Expectations for OSDDBU Directors

INFORMATION

- ★ Start Here: All About the Army OSBP
- ★ Helpful Links
- ★ Army Acquisition Forecasts

FEATURES

- ★ Army Corps of Engineers Releases Listing of New Civil Works Projects
- ★ Policy Document Archive
- ★ Frequently Asked Questions


PLAY INTRO

OSBP NEWSLETTER

ELECTRONIC BROCHURES


Army Material Command

<http://www.amc.army.mil/>




WWW.ARMY.MIL /AMC


U.S. ARMY MATERIEL COMMAND




AMC Links

- Home
- About AMC
- News & Information
- Business Opportunities
- AMC Civilian Careers
- AMC Band
- HQAMC BRAC
- FOIA
- Visitors

 RSS

 Podcasts



AMC's Lean Six Sigma success generates 6 awards

The U.S. Army Materiel Command garnered six of the 11 Army Lean Six Sigma Excellence Awards.[MORE](#)


MISSION

Vision Statement:
Providing America's Warfighters with the Decisive Edge.

Mission Statement:
Develop, deliver, and sustain material to ensure a dominant joint force for the U.S. and our Allies.

LEADER

The Materiel Enterprise is yielding improved support to deployed units for an Army at war. Through best practices, the Army is learning and transforming. As a consequence, we are faster, more agile and offer comprehensive equipment solution to soldier in the field. We are saving lives and improving support to units and Soldiers in the ARFORGEN process.




Related Link:
[Dunwoody Biography](#)

TOP AMC STORIES


ARDEC engineer awarded LATINA Style service award

PICATINNY ARSENAL, N.J. - A Picatinny engineer received a prestigious LATINA Style Distinguished Service Award during... [More](#)




RDECOM earns Superior Unit Award

Army officials named the Research, Development and Engineering Command as winners of the Superior Unit Award. The award... [More](#)



Sharing the songs in her heart

Tammy Hughes spent the most of her childhood singing in her hometown, then traveled with a famous oldies band, and now... [More](#)



Ft. Belvoir BRAC

<http://www.belvoirnewvision.com>

Belvoir
NEW VISION

search

HOME OVERVIEW MULTIMEDIA & PRESS ROOM FAQs CONTACT LINKS

Click here to view the Sept

**Fort Belvoir's Transformation:
Making the Vision Real**

Belvoir BRAC News

On-Post Road Closures/Detours, Updated November 12, 2010

Army Single Face to Industry- Acquisition Business Website

Federal Business Opportunities Website

Sign up for Belvoir BRAC News

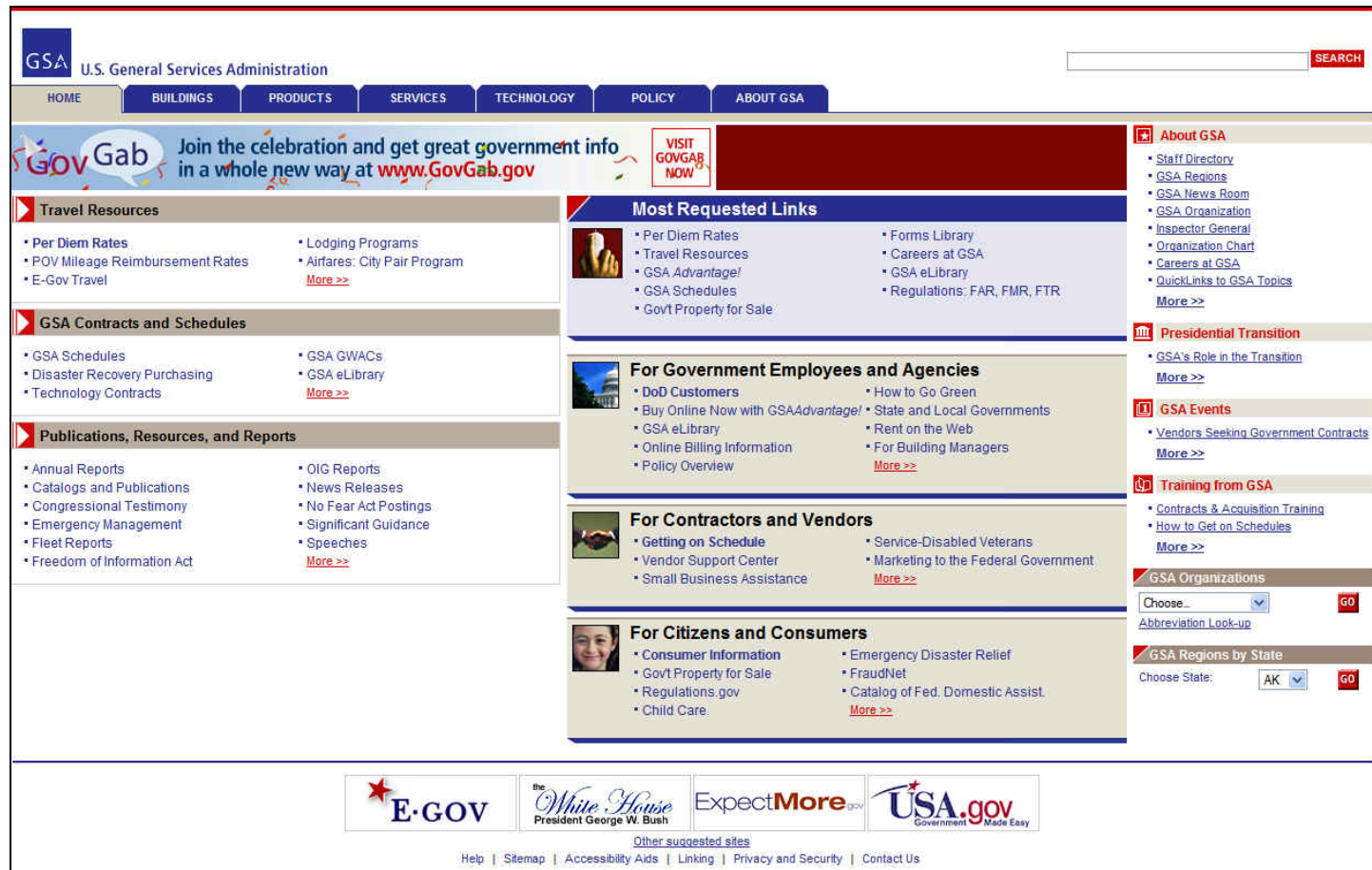
What's New

September 2010 Newsletter

Rendering courtesy of the U.S. Army; photo by Gary Fike; photo by Marc Barnes, USACE; photo

General Services Administration

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



The screenshot shows the GSA website homepage with a navigation bar, a search bar, and several content sections. The navigation bar includes links for HOME, BUILDINGS, PRODUCTS, SERVICES, TECHNOLOGY, POLICY, and ABOUT GSA. The search bar is located in the top right corner. The main content area is divided into several sections:

- Gov Gab**: Join the celebration and get great government info in a whole new way at www.GovGab.gov
- Travel Resources**:
 - Per Diem Rates
 - POV Mileage Reimbursement Rates
 - E-Gov Travel
 - Lodging Programs
 - Airfares: City Pair Program
 - [More >>](#)
- GSA Contracts and Schedules**:
 - GSA Schedules
 - Disaster Recovery Purchasing
 - Technology Contracts
 - GSA GWACs
 - GSA eLibrary
 - [More >>](#)
- Publications, Resources, and Reports**:
 - Annual Reports
 - Catalogs and Publications
 - Congressional Testimony
 - Emergency Management
 - Fleet Reports
 - Freedom of Information Act
 - OIG Reports
 - News Releases
 - No Fear Act Postings
 - Significant Guidance
 - Speeches
 - [More >>](#)
- Most Requested Links**:
 - Per Diem Rates
 - Travel Resources
 - GSA Advantage!
 - GSA Schedules
 - Gov't Property for Sale
 - Forms Library
 - Careers at GSA
 - GSA eLibrary
 - Regulations: FAR, FMR, FTR
- For Government Employees and Agencies**:
 - DoD Customers
 - Buy Online Now with GSA Advantage!
 - GSA eLibrary
 - Online Billing Information
 - Policy Overview
 - How to Go Green
 - State and Local Governments
 - Rent on the Web
 - For Building Managers
 - [More >>](#)
- For Contractors and Vendors**:
 - Getting on Schedule
 - Vendor Support Center
 - Small Business Assistance
 - Service-Disabled Veterans
 - Marketing to the Federal Government
 - [More >>](#)
- For Citizens and Consumers**:
 - Consumer Information
 - Gov't Property for Sale
 - Regulations.gov
 - Child Care
 - Emergency Disaster Relief
 - FraudNet
 - Catalog of Fed. Domestic Assist.
 - [More >>](#)
- About GSA**:
 - Staff Directory
 - GSA Regions
 - GSA News Room
 - GSA Organization
 - Inspector General
 - Organization Chart
 - Careers at GSA
 - QuickLinks to GSA Topics
 - [More >>](#)
- Presidential Transition**:
 - GSA's Role in the Transition
 - [More >>](#)
- GSA Events**:
 - Vendors Seeking Government Contracts
 - [More >>](#)
- Training from GSA**:
 - Contracts & Acquisition Training
 - How to Get on Schedules
 - [More >>](#)
- GSA Organizations**:
 - Choose...
 - Abbreviation Look-up
 - [Go](#)
- GSA Regions by State**:
 - Choose State:
 - AK
 - [Go](#)

The footer includes logos for E-GOV, the White House, ExpectMore.gov, and USA.gov, along with a link to "Other suggested sites" and a list of links: Help, Sitemap, Accessibility Aids, Linking, Privacy and Security, and Contact Us.

GSA Vendor Support Center

www.gsa.gov/vendorsupportcenter



Home | Regions | Staff Directory | Careers | Forms | e-Tools | QuickLinks

GSA U.S. General Services Administration

Search This Site

WHAT GSA OFFERS | DOING BUSINESS WITH GSA | LEARN MORE

Home > About GSA > e-Tools > Supply & Procurement e-Tools > Vendor Support Center

Supply & Procurement e-Tools

- Overview
- Federal Procurement Data System
- GSA Advantage!
- GSA Carbon Footprint Tool
- GSA Global Supply
- GSA eLibrary
- Green Products Compilation
- Schedule Sales Query
- ▶ **Vendor Support Center**
- eBuy
- eOffer/eMod

Vendor Support Center

The [Vendor Support Center \(VSC\)](#) is the online source for vendors to obtain information, review and report sales, and more. The VSC website contains a wealth of information to assist both [GSA Schedule](#) and [Governmentwide Acquisition Contract \(GWAC\)](#) contractors in fulfilling the contract administration requirements of their respective contracts. Online information is available 24 hours a day, 7 days a week.

The VSC also contains information regarding the Multiple Award Schedule (MAS) Express Program, a specialized program designed to simplify, streamline, and ultimately accelerate the process for vendors to obtain GSA Schedule contracts.

The VSC maintains a staff ready to assist vendors in the preparation and submission of electronic catalog files to [GSA Advantage!®](#), and in the submission and reporting of sales data. Vendors may contact the VSC staff Monday - Friday, 7:30 a.m. - 5:30 p.m. Eastern Time, on (877) 495-4849, or via email at vendor.support@gsa.gov.


The shortcut to this page is www.gsa.gov/vendorsupportcenter.

Last Reviewed 07/08/2010

Print Email Favorites Twitter Facebook Share


General Services Administration E-library

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




GSA Federal Acquisition Service

HomeeBuy - quotesGSA Advantage - online shoppingHelp



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.

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://www.gsa.gov).




Search

in all the words

Search

enter Keywords, Contract Number, Contractor/Mfr Name, Schedule/SIN/GWAC Number

▶ [View an Alphabetical Listing of available Contractors \(a-z\)](#)

**Category Guide**

▶ **Fall/Winter**

▶ Building & Industrial

▶ Furniture & Furnishings

▶ IT Solutions & Electronics

▶ Law Enforcement, Fire, & Security

▶ Recreation & Apparel

▶ Services

▶ Travel & Transportation Solutions

▶ Wildland Fire & Equipment

▶ **Hurricane Response Supplies & Services**

▶ Disaster Relief

▶ Hospitality, Cleaning, & Chemicals


▶ Laboratory, Scientific, & Medical

▶ Office Solutions

▶ Security Solutions


▶ Tools, Hardware, & Machinery

▶ Vehicles & Watercraft

**News...**

Attention Tire Customers


Beginning January 1, 2010...Schedule 26 I will be merged into 23 V - Vehicle Multiple Award Schedule. The same Special Item Numbers (SINs) from schedule 26 I will be added to schedule 23 V, making them easy to identify. For more information, visit [GSA's Vehicle and Products](#) website.

**Quick Schedule**

Go to

- schedule -


Go

**Schedule Contracts**

GSA schedule contracts offer direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing!

▶ [View schedule contracts](#)


▶ [GSA schedules info](#) ▶ [VA schedules info](#)

**Technology Contracts**

GSA technology contracts cover the whole spectrum of IT solutions, from network services and information assurance to telecommunications and purchase of hardware and software.

▶ [View technology contracts](#)

▶ [GSA technology contracts info](#)

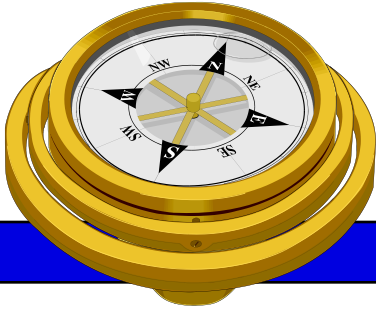
**State and Local Governments**

Cooperative Purchasing

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.

▶ [View participating vendors](#)

▶ [Cooperative Purchase FAQ](#)



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/

Today: 11/12/2010 | This page last updated: 11/08/2010 17:28:44



Federal OSDBU Directors Interagency Council

Google Custom Search Go

[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.

News

- OSDBU Council Elects Officers for Fiscal Year 2010
- Success Story: Quality Support, Inc.
- Success Story: Media Fusion, Inc.

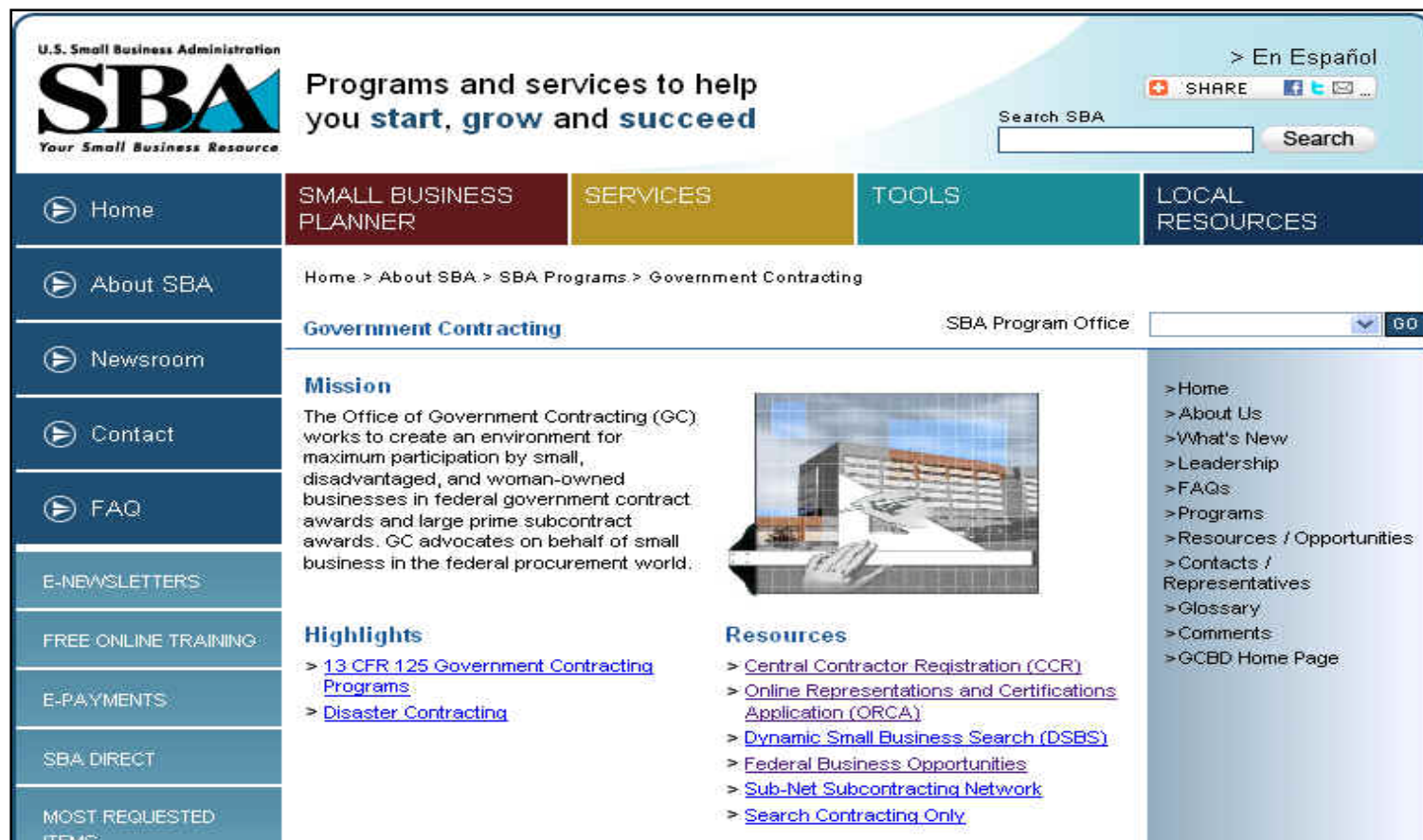
Free GSA/EPA Workshops



Reduce Small Business

SBA Government Contracting Assistance

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



The screenshot displays the SBA Government Contracting website. At the top, the SBA logo is accompanied by the text "U.S. Small Business Administration" and "Your Small Business Resource". To the right, there is a link to "En Español", a "SHARE" button with social media icons, and a search bar labeled "Search SBA". Below the header, a navigation bar includes links for "Home", "About SBA", "Newsroom", "Contact", and "FAQ". A secondary navigation bar features "SMALL BUSINESS PLANNER", "SERVICES", "TOOLS", and "LOCAL RESOURCES". The main content area is titled "Government Contracting" and includes a breadcrumb trail: "Home > About SBA > SBA Programs > Government Contracting". Below this, the "Mission" section states that 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. The "Highlights" section lists links to "13 CFR 125 Government Contracting Programs" and "Disaster Contracting". The "Resources" section lists links to "Central Contractor Registration (CCR)", "Online Representations and Certifications Application (ORCA)", "Dynamic Small Business Search (DSBS)", "Federal Business Opportunities", "Sub-Net Subcontracting Network", and "Search Contracting Only". On the right side, there is a sidebar with a list of links: "> Home", "> About Us", "> What's New", "> Leadership", "> FAQs", "> Programs", "> Resources / Opportunities", "> Contacts / Representatives", "> Glossary", "> Comments", and "> GCBD Home Page".

Business.Gov

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

A screenshot of the Business.GOV website. The header features the logo "Business.GOV" with the tagline "THE OFFICIAL BUSINESS LINK TO THE U.S. GOVERNMENT" and a "BOOKMARK" button. The main content area shows a woman drawing a flowchart: "BUSINESS PLAN" (underlined) leads to a question mark, which leads to a lightbulb, which leads to "WORK", which leads to a dollar sign. Below this, a grey box titled "This Month: Being an Entrepreneur" lists eight topics in two columns. The right sidebar contains a search bar and a list of "View All Topics" including Start a Business, Register a Business, Loans & Grants, Run a Business, Business Law, Business Opportunities, Business Types & Industries, State & Local, and About Us.

Business.GOV
THE OFFICIAL BUSINESS LINK TO THE U.S. GOVERNMENT

BOOKMARK

BUSINESS PLAN

? →  → WORK → \$

This Month: Being an Entrepreneur

- » Assessing Your Readiness
- » Turn Ideas into a Reality
- » Startups and High Growth Business
- » An Entrepreneur's Checklist
- » Words of Inspiration
- » Starting a Business as a Minor
- » Big Ideas vs. Daily Tasks
- » Minority Entrepreneurs

Search Federal, State & Local Sites

View All Topics

- Start a Business**
Business Plans, Start Up Steps ...
- Register a Business**
DBA, Licenses, Incorporation ...
- Loans & Grants**
Loans, Grants, Venture Capital ...
- Run a Business**
Insurance, Marketing, Taxes ...
- Business Law**
Labor Law, Posters, Trademarks ...
- Business Opportunities**
Contracting, Franchises, Export ...
- Business Types & Industries**
Home Based, Women Owned, Restaurants ...
- State & Local**
Doing business in your state
- About Us**

SBA SBDC Listings

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

The screenshot displays the SBA SBDC website. At the top, the SBA logo is on the left, and the text "Programs and services to help you start, grow and succeed" is in the center. A search bar and a "GO" button are on the right. Below the header is a navigation bar with links: 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 Small Business Development Centers Entrepreneurial Development" and includes a "Mission" section, "Highlights" with links to various programs, and "Resources" with links to SBDC en Espanol, 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 Program Office" dropdown menu and a list of links: Home, About Us, SBDC en Espanol, SBDC Locator, Info, SBDC Funding Recipients. The footer contains links to Business.gov, ExpectMore.gov, Strengthening Social Security, Health Care, SBA RESOURCE PARTNERS, and ENERGY STAR, along with a list of links: 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.

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

About SBA

Newsroom

Contact

FAQ

E-NEWSLETTERS

FREE ONLINE TRAINING

E-PAYMENTS

MARKETING AND OUTREACH

MOST REQUESTED ITEMS

Home > About SBA > SBA Programs > Office of Small Business Development Centers

Office of Small Business Development Centers
Entrepreneurial Development

SBA Program Office SBA Programs

Mission

The Office of Small Business Development Centers (SBDC) provides management assistance to current and prospective small business owners. SBDCs offer one-stop assistance to individuals and small businesses by providing a wide variety of information and guidance in central and easily accessible branch locations. The program is a cooperative effort of the private sector, the educational community and federal, state and local governments and is an integral component of Entrepreneurial Development's network of training and counseling services.

Highlights

- > [Antonio Doss - Associate Administrator](#)
- > [EDMIS](#)
- > [Faith-Based Initiatives](#)
- > [Veterans & Reservists Assistance](#)
- > [SBDC National Clearinghouse](#)
- > [SBA's Drug Free Work Place Program](#)

Resources

- > [SBDC en Espanol](#)
- > [SBDC Locator](#)
- > [Association of SBDC's](#)
- > [Information for SBDC funding recipients](#)
- > [Listen to Portable Assistance Training](#)

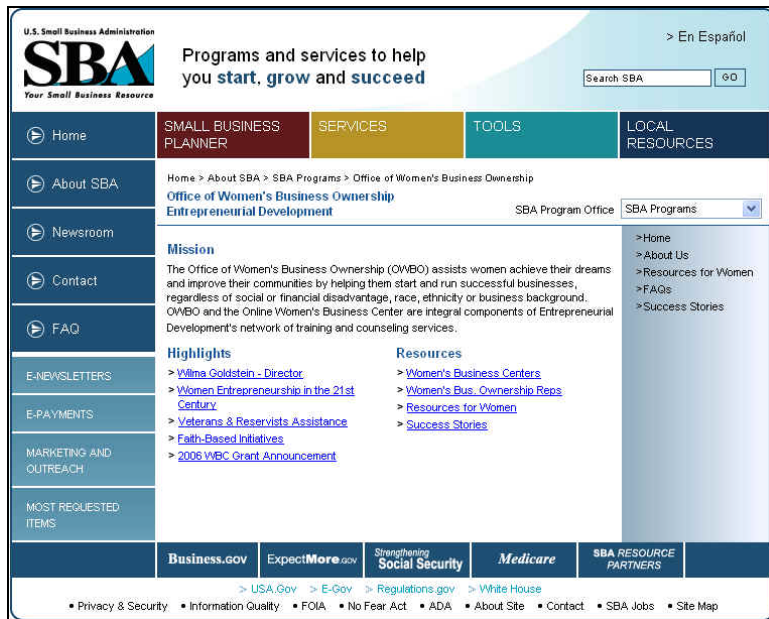
> Home
> About Us
> SBDC en Espanol
> SBDC Locator
> Info, SBDC Funding Recipients

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

Woman's Business Web Sites



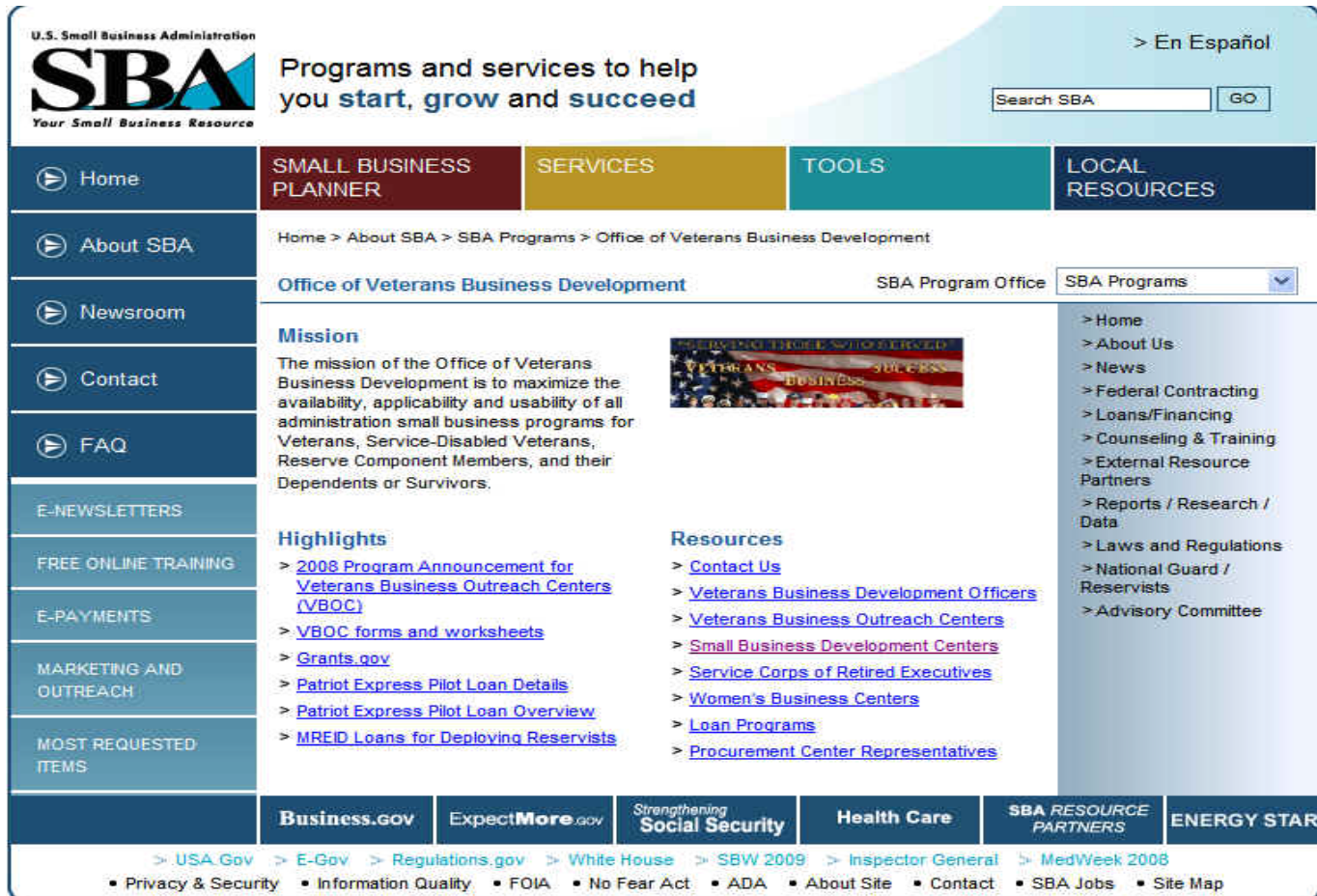
www.onlinewbc.gov/

www.womenbiz.gov



SBA VETS

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



The screenshot shows the SBA VETS website. At the top, the SBA logo is on the left, and the text "Programs and services to help you start, grow and succeed" is in the center. A search bar and a link to "En Español" are on the right. Below this is a navigation bar with links to Home, About SBA, Newsroom, Contact, and FAQ. The main content area is divided into three columns. The left column contains links to E-NEWSLETTERS, FREE ONLINE TRAINING, E-PAYMENTS, MARKETING AND OUTREACH, and MOST REQUESTED ITEMS. The middle column contains the "Mission" statement, "Highlights" with links to various programs, and "Resources" with links to contact information and other services. The right column contains a list of links to various SBA programs and services. At the bottom, there is a footer with links to 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.

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

Programs and services to help you **start, grow and succeed**

> En Español

Search SBA

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

Home > About SBA > SBA Programs > Office of Veterans Business Development

Office of Veterans Business Development SBA Program Office SBA Programs

Mission
The mission of the Office of Veterans Business Development is to maximize the availability, applicability and usability of all administration small business programs for Veterans, Service-Disabled Veterans, Reserve Component Members, and their Dependents or Survivors.

Highlights
> [2008 Program Announcement for Veterans Business Outreach Centers \(VBOC\)](#)
> [VBOC forms and worksheets](#)
> [Grants.gov](#)
> [Patriot Express Pilot Loan Details](#)
> [Patriot Express Pilot Loan Overview](#)
> [MREID Loans for Deploying Reservists](#)

Resources
> [Contact Us](#)
> [Veterans Business Development Officers](#)
> [Veterans Business Outreach Centers](#)
> [Small Business Development Centers](#)
> [Service Corps of Retired Executives](#)
> [Women's Business Centers](#)
> [Loan Programs](#)
> [Procurement Center Representatives](#)

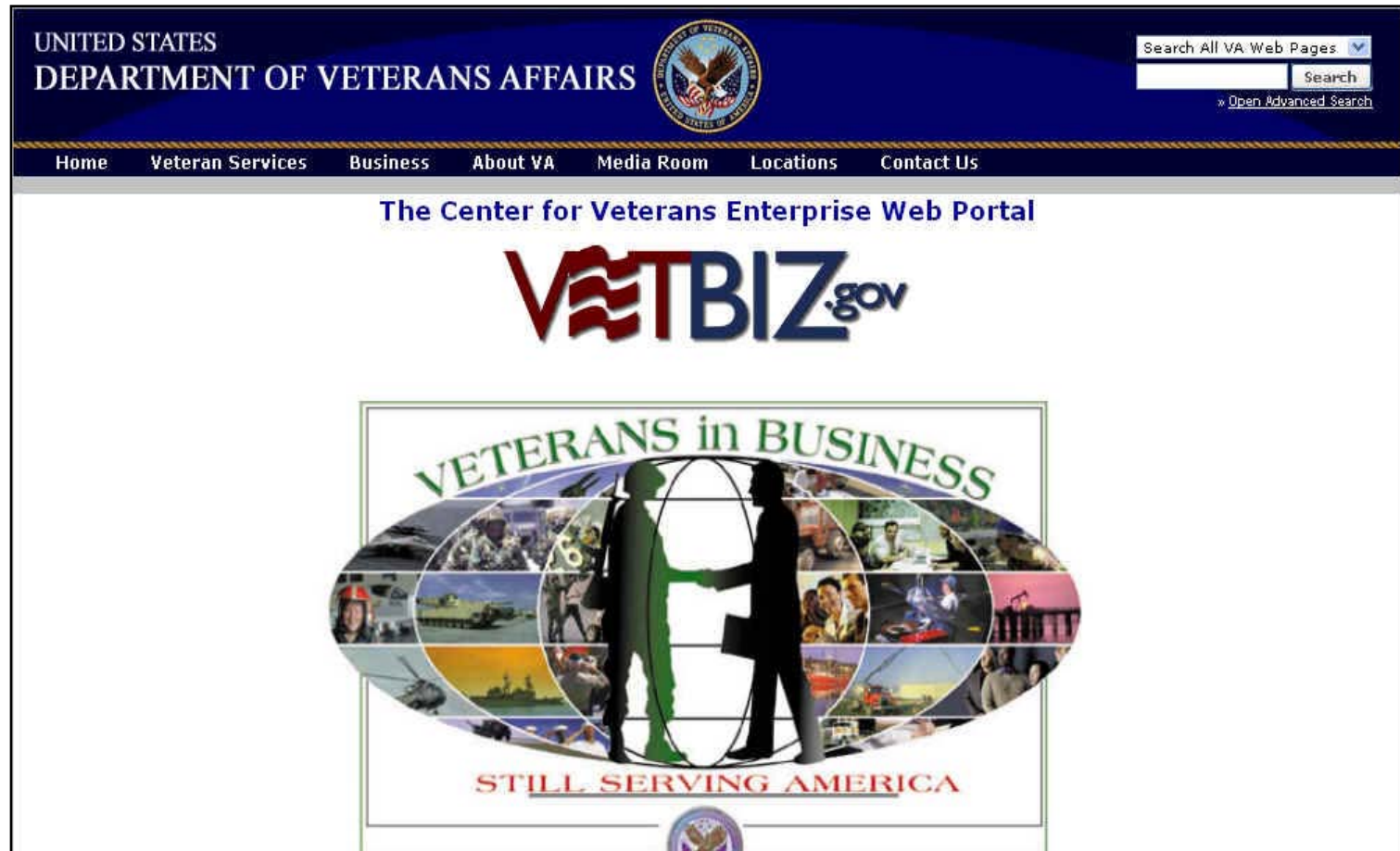
> Home
> About Us
> News
> Federal Contracting
> Loans/Financing
> Counseling & Training
> External Resource Partners
> Reports / Research / Data
> Laws and Regulations
> National Guard / Reservists
> Advisory Committee

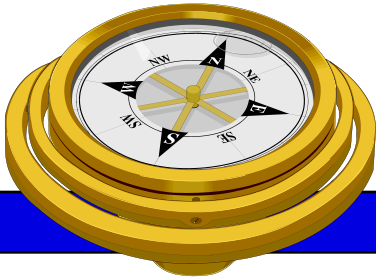
Business.gov | ExpectMore.gov | Strengthening Social Security | Health Care | SBA RESOURCE PARTNERS | ENERGY STAR

> 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

Center for Veteran's Enterprise

www.vetbiz.gov/



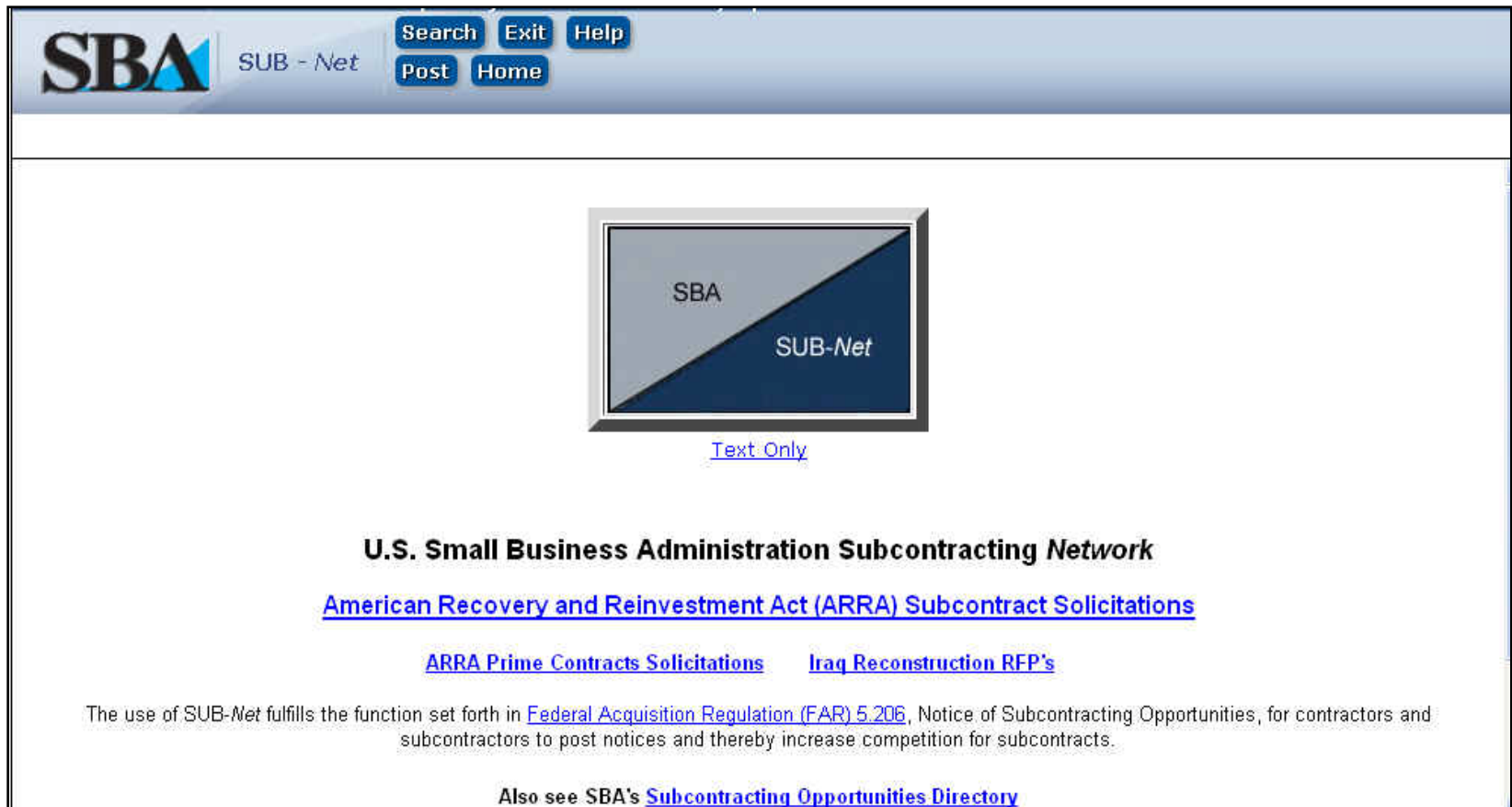


How To Get Started?

- ✓ 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/>





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

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