OPENING
small business opportunities
federal government contracting
U.S. Small Business Administration SBA
DOORS
Why Would You Want the Federal Government as Your Customer?

- U.S. government is the world’s largest buyer of goods and services.
- Government purchases total over $425 billion a year.
- Federal agencies are required to establish small business contracting goals.
How Does the SBA Help Me Become a Government Contractor?

• Ensuring small businesses receive a fair share of contracts (23% of contracts are for small businesses)

• Classes, workshops and counseling by SBA district offices and resource partners

• Certifications / Self-Certifications through SBA
Getting Started – Registering with the *CCR*

- The *Central Contractor Registration* is an online database of companies wanting to do business with the federal government.

- Buying agencies can search the *CCR* for vendors.

- Creating and updating your small business profile in *CCR* gives your firm access to contracting opportunities.
Federal Procurement Goals

Federal procurement goals provide agencies with a strong incentive to look for qualified small businesses when awarding contracts.

Explore:

- SBA Certification Programs
- Self-certification Programs
SBA Certification Programs

SBA programs assist specific groups in securing federal contracts:

- Historically Underutilized Business Zone Program (HUBZone)
- 8(a) Business Development Program
Self-Certification Programs

These certifications provide eligibility to receive special procurement opportunities:

• Women-owned Small Business

• Economically Disadvantaged Women-Owned Small Business

• Service-Disabled Veteran-owned Small Business

• Veteran-owned Small Business (for Veteran’s Administration procurements and subcontracts).

• Small Disadvantaged Business Certification Program
Ready to Register

Go to www.ccr.gov and click on “Start New Registration.”
Training and Counseling Programs

- Small Business Training Network – a virtual campus

- *Business Opportunities: A Guide to Winning Federal Contracts*

- Free, online “how-to” courses on federal procurement procedures

- Small Business Development Centers

- SCORE
Identifying Contracting Opportunities—Federal Business Opportunities

- Announces available business opportunities
- Identifies contracts over $25,000
- Online listing at www.fbo.gov
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<td>RECOVERY - Program Funds Control System (PFCS)</td>
<td>Department of Agriculture Rural Development Procurement Management Division</td>
<td>Special Notice (Modified) / HUBZone</td>
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<td>RECOVERY NOTICE OF TASK ORDERS FOR A/E SERVICES AND POST CONSTRUCTION AWARD SERVICES</td>
<td>Department of Commerce National Institute of Standards and Technology (NIST) Acquisition Management Division</td>
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Identifying Contracting Opportunities – Simplified Purchases

- Government uses simplified procedures for purchases between $3,000 and $100,000.
- These purchases are generally reserved for small businesses.
Identifying Micro-purchases

• Government purchases under $3,000.

• Do not require competitive bids or quotes.

• Payment via government credit card.
Identify Subcontracting Opportunities

- Teaming with a prime contractor can be a profitable experience.

- Experience gained as a subcontractor helps you in bidding on prime contracts.

- SBA’s SUB-Net searchable database posts subcontracting opportunities.
http://web.sba.gov/subnet/search/index.cfm

U.S. Small Business Administration Subcontracting Network

American Recovery and Reinvestment Act (ARRA) Subcontract Solicitations

ARRA Prime Contracts Solicitations  Iraq Reconstruction RFP's

Also see SBA's Subcontracting Opportunities Directory
DSBS-Dynamic Small Business Search Engine in CCR - Central Contractor Registration

www.sba.gov
Other SBA Programs/Services

- Disaster Assistance
- Counseling
- Online Training
- Small Business Advocacy
- Bonding
- Financial Assistance
Other Resources

Type of Information

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Kentucky Procurement Assistance Program

- Help with certification applications
- Bid Match

Phone: 800-838-3266
Website: ced.kpap@ky.gov
Questions?

Contact Information:

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