



OPENING DOORS

U.S. Small Business Administration

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Office of Veterans Business Development

Agenda

- Federal Government Contracting Overview
- Is it right for you?
- How to get started?

Federal Government Contracting

- **U.S. Government:** Single largest purchaser of goods and services in world
- > \$450 billion in contracts awarded each year
- **Statutory goal:** 23% of contracting dollars to small businesses
- **SBA:** Promotes small business access to federal procurement opportunities

Did You Know That Small Businesses...

- Represent 99% of all employer firms
- Have been responsible for over 64% of job creation over the past 15 years
- Account for 50% of private, non-farm GDP
- Hire 40% of high-tech workers
- Produce 13 times more patents per employee than large patenting firms

Small Business Contracting: a Win-Win

- **U.S. Government:** Works with America's most forward-leaning, nimble and innovative companies
- **Small Businesses:** Increase revenue to build and scale operations and create jobs

Small business contracting fosters competition in the federal procurement arena.

Federal Contracting Goals

- **23%** of contracting dollars to Small Businesses
- **5%** to Women Owned Small Business
- **5%** to Small Disadvantaged Business
- **3%** to HUBZone Small Businesses
- **3%** to Service-Disabled Veteran-Owned Businesses

Is Federal Contracting Right For You?

- Does the federal government purchase your product or service?
- Do you want to do business with the federal government?
- Are you prepared to do business with the federal government?

Government Certifications

- Women business owners: <https://www.sba.gov/wosb>
- Veteran business owners: <https://www.sba.gov/contracting/government-contracting-programs/service-disabled-veteran-owned-businesses>
- 8(a) Business Development Program
 - Counseling and set-aside contracting opportunities for 9 years
 - <https://www.sba.gov/8abd>
- Historically Underutilized Business Zone (HUBZone) Program
 - For businesses located in communities marked by relatively high unemployment, high poverty, and/or low income
 - <https://www.sba.gov/hubzone>

Useful Websites

- <https://www.sam.gov> System for Award Management - Get registered in the federal database
- <https://www.certify.sba.gov/> SBA Online Certification Website
- Obtain your NAICS codes that categorize your business at <https://www.sba.gov/size>
- For current contracting opportunities, visit <https://www.fbo.gov>

Useful Websites, cont.

- The Federal Procurement Data System-Next Generation—can be an educational tool opening the door for federal contracts
- Take advantage of the more than 50 reports that you can run based on 160 specialized fields
- Visit <https://www.fpds.gov/fpdsng/cms/>

Useful Websites, cont.

- USASpending
<https://www.usaspending.gov/Pages/Default.aspx>
- Subcontracting/Sub-Net, <https://www.sba.gov/content/sub-net>
- Mentor Protégé Program
<https://www.sba.gov/contracting/government-contracting-programs/8a-business-development-program/mentor-protege-program>

How to Get Started

- GC Classroom—free online training courses (<https://www.sba.gov/gclassroom>)
- Veterans Business Outreach Centers
- Women’s Business Centers
- Small Business Development Centers
- SCORE
- Procurement Technical Assistance Centers
- Local SBA District Offices

<https://www.sba.gov/tools/local-assistance>

Questions



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