

How To Market Your Business With The Federal Government

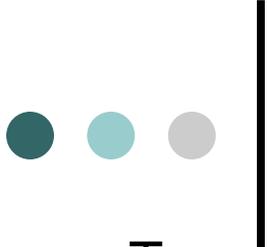


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Things Needed To Get Started



- Federal Level
 - Register in Central Contractor Registry (CCR)
<http://www.ccr.gov>
 - Register With SBA
 - Utilize SBA Website



How To Get Started

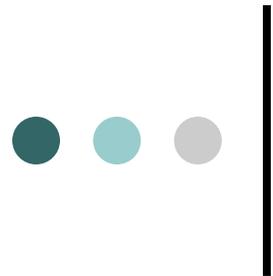
- Target Your Market

- FedBizOpps-(<http://www.FedBizOpps.gov>)
- Register in <https://www.fedteds.gov/>
- Corps of Engineers EBS website
<https://ebs.swf.usace.army.mil/ebs/AdvertisedSolicitations.cfm>
- Federal Agency Forecasts
- Federal Agencies Websites
- Meet With Local SBDC For Monetary Assistance



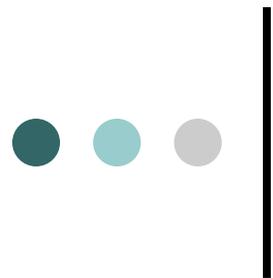
Things To Do When Starting

- Network, Network, Network
- Utilize Small Business Liaisons/Small Disadvantaged Business Utilization Specialists
- Attend Matchmaking Conferences/Workshops



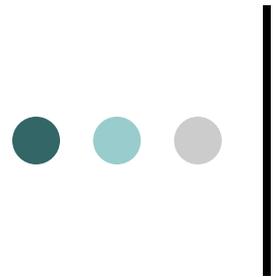
Things To Do When Starting (cont.)

- Find out about Types of Contracts Agency Utilize
 - Indefinite Delivery/Indefinite Quantity (IDIQ)
 - Fixed Price Contracts
 - Purchase Orders
 - Credit Cards



Things To Do When Starting (cont.)

- Always read ALL the specific requirements listed in the solicitation.
 - Utilize the Federal Acquisition Regulation
 - <http://www.arnet.gov/far/>
- Always follow the prescribed procedures
- Direct any questions to the Contracting Officer (KO) or a representative of the KO



You're Ready To Bid/Offer

- Get all your key players involved in preparing your bid.
- Have someone unfamiliar with the solicitation proofread your proposal/bid (does it make sense?)
- Submit your bid/offer on time in the prescribed manner



You're Ready To Bid/Offer (Cont)

- Read the solicitation CAREFULLY!!!!
- Get clarification, in writing, of any ambiguities or mistakes in the bid package
- Read every aspect of the RFP completely and accurately



Federal Certifications

- Small Business (self-certify)
- Woman-Owned Business (self-certify)
- SBA certification Small Disadvantaged Business (SBA certified)
- SBA 8(a) Program (SBA certified)
- SBA HUBZone certification (SBA certified)
- SDVOSB (self certification)



Enhance Your Business

- Pointers from Debriefing
- Enter into Joint Ventures
- Mentor-Protégé Relationships
- Utilize Your Business Opportunity Specialist



Government Websites

- www.FebBizOpps.gov
- www.ccr.gov
- www.sas.usace.army.mil
- <https://ebs.swf.usace.army.mil/ebs/AdvertisedSolicitations.cfm>
- www.sba.gov
- www.sad.usace.army.mil