

Federal Contracting & Small Business



Being a government contractor offers a range of benefits, such as good income, flexible work, timely payments and stable employment.

Federal Government Contracting buys all types of products and services and is required by law to provide opportunities for small businesses. Prime contractors bid on and win contracts directly from government agencies. Subcontractors join prime contractor teams, usually to provide a specific capability or product.



Get Started with the U.S. Small Business Administration - SBA

Assess your business Evaluate your small business to see if it has what it takes to win a government contract.

[Learn more](#)

<https://www.sba.gov/federal-contracting/contracting-guide/assess-your-business>

Basic Requirements – Your business must meet basic requirements.

[Learn more](#)

<https://www.sba.gov/federal-contracting/contracting-guide/basic-requirements>

How to win contracts – Increase chances of winning a government contract by research the federal marketplace and taking advantage of SBA resources.

[Learn more](#)

<https://www.sba.gov/federal-contracting/contracting-guide/how-win-contracts>

Types of contracts – There are several different ways of contracting that can help you win awards from the federal government.

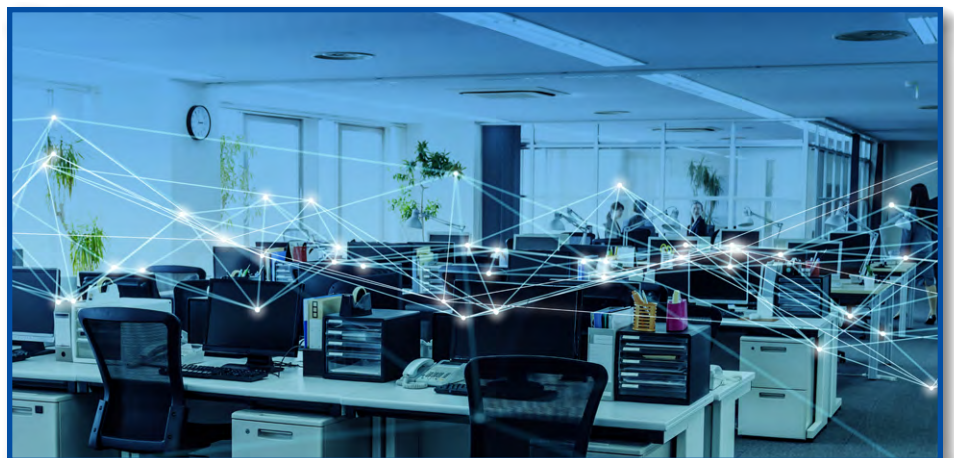
[Learn more](#)

<https://www.sba.gov/federal-contracting/contracting-guide/types-contracts>

Registering to do Business with the Federal Government

Before you are considered for a contract, you must register your business. Before you do anything else:

- Register for an Employer Identification Number – Tax ID
- Find the North American Industry Classification System (NAICS) codes for your business. [Learn more](#) <https://www.census.gov/naics/>
- Register for a Data Universal Numbering Systems (DUNS) number
[Learn more](#) <https://www.dnb.com/duns-number/get-a-duns.html>
- Register with the System for Award Management (SAM.gov) – see next page
- Register with [certify.SBA.gov](https://certify.sba.gov)



The SBA's role in contracting

The SBA works with federal agencies in order to award 23 percent of prime government contract dollars to eligible small businesses. It also offers counseling and help to small business contractors.

System for Award Management - [SAM.gov](https://sam.gov) (sam.gov is the link/web address)

If a business is ready to bid on federal contracts, it's necessary to submit the business profile to the primary database that federal agencies use to locate contractors. To send a business "resume" to the government, register a business profile with the System for Award Management, also known as SAM. Agencies, can search for a business based on several factors, including capabilities, size, location, experience, and ownership. All businesses, whether large or small, must have a profile in SAM in order to do business with the federal government.

[Learn more](#) [SAM.gov](https://sam.gov)

Dynamic Small Business Search - dsbs.sba.gov

The Small Business Administration maintains the Dynamic Small Business Search (DSBS) database. As a small business registers in the System for Award Management (SAM.Gov) there is an opportunity to fill out a small business profile. The information provided populates DSBS. DSBS is another tool contracting officers use to identify potential small business contractors for upcoming contracting opportunities.

Pro tip: Small businesses can also use DSBS to view information about their competitors, including their growth, customers, and market penetration

[Learn more](#)

[Dynamic Small Business Search](https://dsbs.sba.gov)

SBA's - Benefits of government contracting - Contracting Guide

[Learn more](#)

<https://www.sba.gov/federal-contracting/contracting-guide>

Size Standards - SBA's size standards determine whether your business qualifies as small.

[Learn more](#)

<https://www.sba.gov/federal-contracting/contracting-guide/size-standards>

Governing rules and regulations - Small businesses must comply with regulations that govern the government contracting process.

[Learn more](#)

<https://www.sba.gov/federal-contracting/contracting-guide/governing-rules-responsibilities>

Prime and subcontracting - The federal government helps small businesses get an opportunity to subcontract on federal prime contracts.

[Learn more](#)

<https://www.sba.gov/federal-contracting/contracting-guide/prime-subcontracting>

Contract Opportunities

Federal business opportunities for contractors are listed at SAM.gov.

<https://sam.gov/content/home>

Government agencies are required by SAM to advertise ALL contracts over \$25,000.

U.S. General Services Administration (GSA) – the government agency that connects government buyers with contractors, is a great way to start. Securing a contract with the GSA is also called “getting onto the GSA Schedule”, which means you have been approved to do business with the government. www.gsa.gov

About GSA Schedule

The GSA Schedule, also known as Federal Supply Schedule, and Multiple Award Schedule (MAS), is a long-term governmentwide contract with commercial companies that provide access to millions of commercial products and services at fair and reasonable prices to the government. MAS makes buying easy and efficient with the use of modern technology to connect government buyers and industry.

[Learn more](#) about FSA Schedule

<https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedule/about-gsa-schedule>

Visit the Buyer and Seller pages for additional information on how these regulations and policies guide your Schedule experience.

Buyer - <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedule/schedule-buyers>

Seller - <https://www.gsa.gov/buying-selling/purchasing-programs/gsa-schedule/schedule-buyers>

Browse the GSA Subcontracting Directory (link below) for opportunities to subcontract with existing GSA Prime Contractors.

<https://www.gsa.gov/small-business/register-your-business/subcontracting-and-other-partnerships>

SBA's Subcontracting Network – SubNet the SBA's subcontracting network system bridges that gap between business seeking small businesses and small business seeking contract opportunities. SubNet is a data base of subcontracting opportunities posted by large contractors looking for small business to serve as subcontract

[Learn More](#)

https://eweb1.sba.gov/subnet/client/dsp_Landing.cfm

The U.S. Department of Defense (DoD) maintains a similar directory of large prime contractors that small business can use to find subcontracting opportunities.

[Learn More](#)

<https://business.defense.gov/Acquisition/Subcontracting/Subcontracting-For-Small-Business/>

