



U.S. Small Business
Administration



U.S. Small Business
Administration

Marketing & Selling to the Federal Government

Government Contracting 101 Part 2 Marketing

Puerto Rico & US Virgin Island District Office



GCBD 101 Part II

Como mercadearse con el gobierno federal utilizando: Capabilities Statement, SAM, FedBizOps, Futuros Contratos en Agencias

PR Contract Data

Place of Performance

FY19 Awards where Contractor is located in Puerto Rico 10/01/2018-09/30/2019		FY18 Awards where Contractor is located in Puerto Rico 10/01/2017-09/30/2018		FY17 Awards where Contractor is located in Puerto Rico 10/01/2016-09/30/2017	
Total Actions	3,963	Total Actions	7,133	Total Actions	5,154
Total Dollars	\$506,903,220	Total Dollars	\$1,086,013,227	Total Dollars	\$463,856,687
SB Actions	2,868	SB Actions	4,917	SB Actions	3,150
SB Dollars	\$417,567,280	SB Dollars	\$882,085,127	SB Dollars	\$390,672,925
% SB Dollars	82.38%	% SB Dollars	81.22%	% SB Dollars	84.22%
SDB Actions	1,587	SDB Actions	2,415	SDB Actions	1,732
SDB Dollars	\$232,234,704	SDB Dollars	\$449,299,233	SDB Dollars	\$151,555,971
% SDB Dollars	45.81%	% SDB Dollars	41.37%	% SDB Dollars	32.67%
WOSB Actions	461	WOSB Actions	642	WOSB Actions	544
WOSB Dollars	\$81,888,815	WOSB Dollars	\$154,350,352	WOSB Dollars	\$42,060,662
% WOSB Dollars	16.15%	% WOSB Dollars	14.21%	% WOSB Dollars	9.07%
HUBZone Actions	442	HUBZone Actions	357	HUBZone Actions	118
HUBZone Dollars	\$169,506,831	HUBZone Dollars	\$98,342,784	HUBZone Dollars	\$21,967,923
% HUBZone Dollars	33.44%	% HUBZone Dollars	9.06%	% HUBZone Dollars	4.74%
VOSB Actions	201	VOSB Actions	384	VOSB Actions	271
VOSB Dollars	\$28,536,905	VOSB Dollars	\$53,462,462	VOSB Dollars	\$16,307,653
% VOSB Dollars	5.63%	% VOSB Dollars	4.92%	% VOSB Dollars	3.52%
SD VOSB Actions	121	SD VOSB Actions	228	SD VOSB Actions	134
SD VOSB Dollars	\$16,840,536	SD VOSB Dollars	\$37,396,111	SD VOSB Dollars	\$12,174,799
% SD VOSB	3.32%	% SD VOSB	3.44%	% SD VOSB	2.62%
8(a) Firm Actions	551	8(a) Firm Actions	867	8(a) Firm Actions	692
8(a) Firm Dollars	\$121,214,965	8(a) Firm Dollars	\$266,826,991	8(a) Firm Dollars	\$117,528,466
% 8(a) Firm Dollars	23.91%	% 8(a) Firm Dollars	24.57%	% 8(a) Firm Dollars	25.34%

Contract Data

Contractor is located in PR

FY19 Awards where Contractor is located in Puerto Rico 10/01/2018-09/30/2019		FY18 Awards where Contractor is located in Puerto Rico 10/01/2017-09/30/2018		FY17 Awards where Contractor is located in Puerto Rico 10/01/2016-09/30/2017	
Total Actions	1,239	Total Actions	7,133	Total Actions	5,154
Total Dollars	\$153,604,411	Total Dollars	\$1,086,013,227	Total Dollars	\$463,856,687
SB Actions	819	SB Actions	4,917	SB Actions	3,150
SB Dollars	\$114,924,449	SB Dollars	\$882,085,127	SB Dollars	\$390,672,925
% SB Dollars	74.82%	% SB Dollars	81.22%	% SB Dollars	84.22%
SDB Actions	511	SDB Actions	2,415	SDB Actions	1,732
SDB Dollars	\$37,666,589	SDB Dollars	\$449,299,233	SDB Dollars	\$151,555,971
% SDB Dollars	24.52%	% SDB Dollars	41.37%	% SDB Dollars	32.67%
WOSB Actions	150	WOSB Actions	642	WOSB Actions	544
WOSB Dollars	\$26,464,044	WOSB Dollars	\$154,350,352	WOSB Dollars	\$42,060,662
% WOSB Dollars	17.23%	% WOSB Dollars	14.21%	% WOSB Dollars	9.07%
HUBZone Actions	114	HUBZone Actions	357	HUBZone Actions	118
HUBZone Dollars	\$65,226,887	HUBZone Dollars	\$98,342,784	HUBZone Dollars	\$21,967,923
% HUBZone Dollars	42.46%	% HUBZone Dollars	9.06%	% HUBZone Dollars	4.74%
VOSB Actions	81	VOSB Actions	384	VOSB Actions	271
VOSB Dollars	\$11,323,959	VOSB Dollars	\$53,462,462	VOSB Dollars	\$16,307,653
% VOSB Dollars	7.37%	% VOSB Dollars	4.92%	% VOSB Dollars	3.52%
SD VOSB Actions	55	SD VOSB Actions	228	SD VOSB Actions	134
SD VOSB Dollars	\$5,190,088	SD VOSB Dollars	\$37,396,111	SD VOSB Dollars	\$12,174,799
% SD VOSB	3.38%	% SD VOSB	3.44%	% SD VOSB	2.62%
8(a) Firm Actions	177	8(a) Firm Actions	867	8(a) Firm Actions	692
8(a) Firm Dollars	\$20,254,520	8(a) Firm Dollars	\$266,826,991	8(a) Firm Dollars	\$117,528,466
% 8(a) Firm Dollars	13.19%	% 8(a) Firm Dollars	24.57%	% 8(a) Firm Dollars	25.34%

How the Government Buys - Primary Buying Methods

- **Micro-purchases with credit cards** – Government purchases of individual items under \$3,500 are generally considered to be micro-purchases. They don't require competitive bids or quotes and agencies can simply pay using a Government Purchase Card or credit card, without involving a procurement officer. Seventy percent of all government purchases are for micro-purchases under \$3,500; in 2010, this represented more than \$19 billion.(micro-purchases – No SB set-asides)
- **Simplified acquisition procedures** – Purchases under \$150,000 can use simplified purchasing procedures that involve less paperwork and fewer approval levels. The good news for small business is that purchases above \$3,500, but under \$150,000 are also reserved or “set aside” exclusively for small businesses.
 - 8(a), HUBZone, SDVOSB and WOSB/EDWOSB SAs not precluded
 - >\$15,000 and <\$25,000 must be displayed in a public place, or by any appropriate electronic means. However, \$3K – 15K are not required to be posted on FBO or in a public place. (see FAR 5.101(a))
 - >\$25,000 - posted at FBO www.fbo.gov >\$150,000 – first consideration must be 8(a), HUBZone, SDVOSB, WOSB and EDWOSB (parity), then SBSA and lastly “Unrestricted/Full and Open (F&O)” (all businesses large and small may participate)

How the Government Buys - Primary Buying Methods

- **Sealed bids** – This method is used when the government buys competitively and has very specific requirements. Agencies will issue an “Invitation for Bid” (IFB), much like an RFP in the commercial sector. Businesses will then submit sealed bids that are opened by a contracting officer in a public setting, read aloud and recorded. Contracts are awarded to the lowest bidder who is determined to be fully responsive to the needs of the government.
- **Contracting by negotiations** – This is a more complex and time-consuming process. In certain cases, when the value of a government contract exceeds \$150,000 and when it necessitates a highly technical product or service, the government may issue an RFP. Typically, the government will request a product or service it needs and solicit proposals from prospective contractors on how they intend to carry out that request and at what price. Proposals in response to an RFP can be subject to negotiation after they have been submitted. If the government is merely checking into the possibility of buying, it may issue a Request for Quotation (RFQ). A response to an RFQ by a prospective contractor is not considered an offer, and consequently, cannot be accepted by the government to form a binding contract.
- **Consolidated purchasing vehicles** – Many agencies have common purchasing needs such as software or offices supplies. To achieve economies of scale, purchases of certain types of products or services are centralized. In this “consolidated purchasing,” acquisition vehicles are typically used, the most common being GSA Schedules or Government Wide Acquisition Contracts, called G-WACs. These centralized buying vehicles are negotiated by the government with awards to many vendors and used by multiple agencies.

Identify Your Product or Service

Government coding systems: Knowing the codes that apply to your business will help you identify the government buying offices that have a need for your product or service and register and search for bid opportunities.

- **North American Industry Classification System Code (NAICS):**

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.

www.census.gov/eos/www/naics/

- **Federal Supply Classification Code (FSC):**

The (FSC) is a four-digit code used by government buying offices to classify and identify the products, and supplies that the government uses and buys.

<https://public.logisticsinformationservice.dla.mil/H2/H2home.aspx>

- **Product Service Codes (PSC):**

The (PSC) Group by the lettering system provides the product and service codes that will be used in the Federal Procurement Data System. Go to

https://www.acquisition.gov/PSC_Manual.

Learn Federal Contracting Procedures

- In order to win federal contracts, you will want/need to become familiar with federal regulations
- Federal Acquisition Regulations (FAR) <https://www.acquisition.gov/?q=browsefar>
 - Part 8.4 – Federal Supply Schedules
 - Part 12 - Acquisition of Commercial Items
 - Part 13 – Simplified Acquisitions
 - Part 14 – Sealed Bidding
 - Part 15 – Contracting by Negotiation
 - Part 19 - Small Business Programs
 - Part 22 - Application of Labor Laws to Government Acquisitions
- Defense Federal Acquisition Regulation Supplement (DFARS) www.acq.osd.mil/dpap/
- GSA's Regulations: <https://www.acquisition.gov/browsegsam>
- 52.219 FAR Clauses



GCBD 101 Part II

Como mercadearse con el gobierno federal utilizando: Capabilities Statement, SAM, FedBizOps, Futuros Contratos en Agencias

What is a Capabilities Statement?

- A Capabilities Statement is a snapshot of your company that serves as a resume for your business.
- Capabilities statements are used to compare you with other vendors:
 - Many government agencies require that a Capabilities Statement be submitted with bids.
 - Similarly, prime contractors can require potential subcontractors to submit capabilities statements before doing business with them.
- Three standard types of capabilities statements are:
 - A one page fold-over used to open doors and make introductions.
 - A brochure that could be a part of a Request For Proposal response.
 - A detailed presentation used for capabilities briefings.

What Else Can a Capabilities Statement Do?

- A Capabilities Statement's primary purpose is for marketing.
- The information in Capabilities Statements can be valuable when used in brochures, websites, and other promotional literature.
- When you add information about awards, certifications, and clients, the Capabilities Statement can:
 - Create a sense of trust.
 - Show maturity of your business.
 - Open doors for you
 - Attract customers to consider you
 - Serve as a focused electronic summary
 - Sets you apart from your competitors
 - Represent you in your absence
 - Proves you know & understand the market
 - Proves you know & understand this market
- Mitigates risk!

Capabilities Statement Format

A Capabilities Statement should be:

- **Brief** (only 1 or 2 pages), to the point, and specifically related to the individual agency's needs.
- **Visually interesting** with a graphic identity similar to your company's brand and logo.
- **A searchable document** that can be easily changed and sent as a PDF file.

Capabilities Statement

Title this document
CAPABILITY STATEMENT

Show your logo and contact information, with a specific person's name, phone and email.

This is a CONTENT guide, not a design guide.
Add color & graphic elements as appropriate.

Use this section title: Core Competencies

Short introduction statement relating the company's core competencies to the agency's specific needs followed by key-word heavy bullet points

Tips:

- No long paragraphs.
- Use 2-3 short sentences followed by keyword heavy bullet points
- Create a new document for each agency, prime or teaming opportunity
- Tailor each Capability Statement to the agency mission or specific opportunity
- Call this document a Capability Statement
- Preferably, this Capability Statement is one page, one side
- Go to two sides only if absolutely necessary
- Save and distribute as a PDF, not a Word, PowerPoint or other format
- Keep the file format small, definitely under 1MB
- Use the whole page, keep page margins small

Section Title: Past Performance

List past customers for whom you have done *similar* work. Prioritize by related agency, to all federal to other government to commercial contracts. If the past projects do not relate to the targeted agency's needs, do not list it.

Tip: Ideally, include specific contract details and contact information for immediate references. Include name, title, email, & phone.

Section Title: Differentiators

Identify what makes you different from your competitors and how this benefits the targeted agency

Tip: Relate your key differentiators to specific needs of the agency, prime or teaming partner.

COMPANY DATA

One very brief company description detailing *pertinent* data.

Tips: Readers will visit your web site for additional information. Make sure your web site is constantly updated and government-focused. Use graphics if they help tell your story and describe your fit with the target.

List Specific Pertinent Codes and Data:

- DUNS
- CAGE Code
- NAICS (a reasonable number, fewer than 10)
- Socio-economic certifications: 8(a), HUB Zone, SBVOSB, WOSB.
- Accept Credit and Purchase Cards
- GSA Schedule Contract Number(s) and SIN
- Other federal contract vehicles
- BPAs and other federal contract numbers
- Pertinent teaming agreements

Your logo, address, phone numbers (voice, mobile and fax) email, web site and other related contact information.

- Herramienta útil para mercadear su empresa.
- Instrumento critico en la contratación Federal.
- Le indica a los potenciales clientes quién es usted/compañía, qué hace su compañía, y por qué es diferente , la mejor para ser contratada.

Capability Statement

Your Logo Here

TargetGovTip: This is a content & design template. Show your logo and contact information, with a specific person's name, phone, and email.

Core Competencies:

Tailor your Capability Statement to reflect your audience. An example: first sentence is, "[Your Company] is able to help the [Target Agency or Prime Contractor] in their requirement for [specific requirements]."

Short introduction statement relating the company's core competencies to the agency's specific needs followed by keyword heavy bullet points.

TargetGov Tip:

- No long paragraphs
- Use short sentences followed by keyword heavy bullet points
- Create a new document for each agency mission or specific opportunity
- Call this document a Capability Statement
- Preferably, this Capability Statement is one page, one side
- Go to two sides only if absolutely necessary
- Save and distribute as a PDF, not a Word, PowerPoint, or other format

Differentiators:

Identify what makes you different from your competitors and how this benefits the targeted agency.

TargetGov Tip: Relate your key differentiators to the needs of the agency, prime, or teaming partner.

Sample Differentiator Questions

- Why did your biggest customer want you?
- How and why is your company the best choice for the needs of this opportunity or agency?
- What is it about your services/products that make you stand out from the rest?

Past Performance:

List past customers for whom you have done similar work. Prioritize by related agency, to all federal to all other government to commercial contracts. If the past projects do not relate to the targeted agency's needs, do not list.

TargetGov Tip: Ideally, include specific contact information for immediate references. Include name, title, email, and phone.

Your address, phone numbers (voice, mobile, and fax), email, website, and other related contact information

Company Data:

Company History
One very brief paragraph of company description detailing pertinent facts.

TargetGovTip: Readers will visit your website for additional information. Make sure your website is constantly updated and government-focused.

List Specific Codes:

- DUNS
- Socio-economic certifications: 8(a), HUB Zone, SDVOB, etc.
- NAICS (all)
- CAGE Code
- Accept Credit and Purchase Cards
- GSA Schedule Contract Number(s)
- Other federal contract vehicles
- BPAs and other federal contract numbers
- State contract Numbers

COMPANY NAME

CAPABILITY STATEMENT

CAPABILITIES

Write a brief introduction of your company's core capabilities and provide a bulleted, keyword heavy list of your products and services. This should not be the full history of your company, or your mission and vision statements; rather, try to write a sentence or two that clearly articulates the products or services you provide.

- Capability 1
- Capability 2
- Capability 3
- Capability 4
- Capability 5
- Capability 6
- Capability 7
- Capability 8

DIFFERENTIATORS

The Differentiators section is your opportunity to clearly define what makes your company different from all the rest and to explain why it matters.

- Quantified example 1
- Quantified example 2
- Quantified example 3
- Quantified example 4
- Quantified example 5

PAST PERFORMANCE

Include a list of relevant projects/customers for which you have worked, as well as a very brief synopsis of the project. If possible, you should include the client's contact information, as well.

Client Name	Project	Contact Information
Client 1	Provided A and B over a period of XX years/months to address/resolve/improve X and Y.	Jane Doe, Director, 888-867-5309, jdoe@companya.com
Client 2	Developed and executed C and D utilizing H, I and J technologies.	Sally Doe, COR, 888-867-5309, sdoe@agency.gov
Client 3	Implemented this and that and continue to provide ongoing support and maintenance.	John Doe, CTO, 888-867-5309, jdoe@companyd.com

COMPANY DATA

- License Numbers
- Federal ID (TIN or EIN)
- Socio-economic certifications: 8(a), HUB Zone, SDVOB, MBE, etc.
- Industry Certifications: ISO, CMMI, etc.
- Relevant Codes (Just the numbers, not the description): NAICS, SIC, UNSPSC, CAGE, HIS, etc.
- GSA Schedule Contract Number
- Contract Vehicles
- Contract Numbers

Contact Name
Title

Phone:
Mobile:
Email:

www.yoururl.com

Corporate Office
Address 1
Address 2
City, State Zip

SECOND NATURE ART AND FRAMING

QUALITY FRAMING FOR ART, MIRRORS, CERTIFICATES PLAQUES AND PRINTS

Company Overview

Second Nature Art and Framing is a full service art, framing and matting supplier with retail operations in Hastings and manufacturing facilities in San Juan Puerto Rico. Established in 2001, the company provides quality products and services to the xxxxxx and xxx metropolitan area and to large national corporations. We have met the product specifications, packaging, handling, storage, shipping and delivery requirements of major clients at multiple locations throughout the xxx. We have factory production, logistics and support capabilities to supply the national marketplace.

We are specialists in wood frames, molding, home decor, office accessories, picture frames, framed art, prints, maps, photos, certificates, awards, mirrors, portraits, plaques, custom wood products, glass, acrylic, fabrics, mats, liners, and wood molding.

Second Nature prides itself in quality workmanship at affordable prices from custom projects to factory production meeting high volume requirements. The management and principal staff at Second Nature have over 40 years experience in project management, custom framing design, matting, layout and manufacturing production. We undertake commercial projects, government supply contracts and subcontracts for framing and matting as well as related services.

SBA SMALL BUSINESS

Second Nature is an experienced and quality source for government contracting officers and purchasing agents to meet statutory obligations requiring supplies and services procurements from small business. We actively seek teaming arrangements with other small businesses and prime contractors in the building supply, interior decorating, construction management and building rehabilitation businesses.

Supplies and Services

- Custom Frame Design
- Custom Frame Layout
- Framing Selection for Artwork, Mirrors, Certificates, Awards, Plaques and Prints
- Matting
- Interior Decorating Consulting
- Installation Services
- Volume Factory Production
- Complete Assembly
- Merchandising Consultation
- Artwork Custom Wood and Metal Working
- Shipping
- Delivery

Past Performance

Through our operations in San Juan, P.R., Second Nature has supplied custom framing and manufacturing services for the Minneapolis Metropolitan area for the last 5 years. Our retail store houses a full selection of contemporary interior art, metal and wood frame stock, several varieties of matting and custom design and framing services. A typical project involves a close working relationship with the customer, integrating individual decor and artistic preferences into the design process and completing the framing project to client specifications.

Second Nature Manufacturing facilities in Ponce, P.R. have serviced our retail outlet and large Midwest stores with high volume framed art for interior decorating since 2001.

Facilities

3000 Sq. Ft. Retail Store in San Juan Puerto Rico

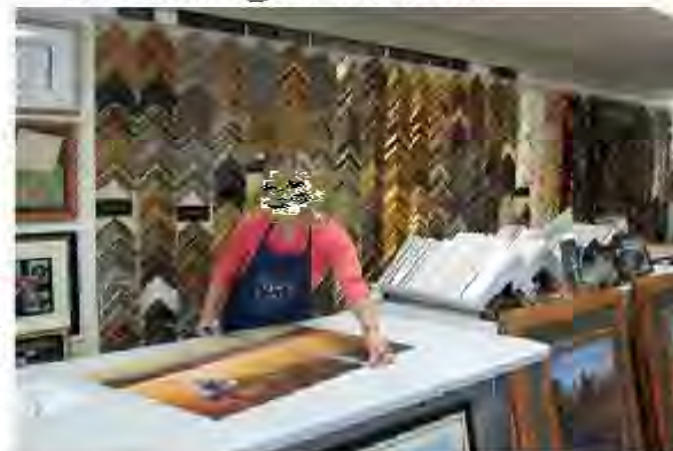
5000 Sq. Ft. Manufacturing Facility in Ponce, P.R. featuring Lesome Precision Double-Cut Saw Capability for up to 6' wide molding

NAICS Codes: 442299 - All Other Home Furnishings 337211 - Wood Office Furniture Manufacturing 339999 - All Other Miscellaneous Manufacturing 423220 - Home Furnishing Merchant Wholesalers 423930 - Recyclable Material Merchant Wholesalers 424990 - Other Miscellaneous Non durable Goods Merchant Wholesalers

DUNS: 100543XXXX

CAGE CODE: 6HXX56

CONTACT: ANGEL EJEMPLO
(787)XXX-XXXX
EMAIL: XXXXX@XXXXXXXXXX.COM



120 EAST SECOND STREET, San Juan, Puerto Rico 009xx

EXAMPLE

Capabilities Statement Contents

Include the following information in your Capabilities Statement:

1. **Core competencies.** Introduce the company's core competencies and relate those to the customers' specific needs.
2. **Past performance.** Describe similar work you have performed for past customers.
3. **Differentiators.** Discuss unique techniques or approaches that are part of your business.
4. **Corporate data.** List your business details:
 - **Facilities or Office Locations.** List all significant and strategically placed office locations.
 - **Company data.** Include the size of your firm, your revenue, your available resources, your insurance and bonding capacity, and the typical geographic area you serve.
 - **Contact information.** Include physical address, contact person details, office telephone, office fax, email address, etc.
 - **Relevant codes.** List DUNS, CAGE, NAICS, NIGP, or other codes.

Always Keep Your Capabilities Statement Current

- Once you have a Capabilities Statement (whether online, hardcopy, or both), make enough copies that you can readily distribute it.
- Update your Capabilities Statement regularly to include current products, services, and other corporate information.

A Capabilities Statement...

- A Capabilities Statement is an important element in marketing and promoting your business.
- A Capabilities Statement informs your existing and potential customers about your business' capabilities, including:
 - Who you are.
 - What you sell.
 - What core competencies you bring to the table.
- A Capabilities Statement includes specific information about:
 - Your products and services.
 - Your qualifications, credentials, and differentiators.
 - Your corporate data.



What Is an Elevator Speech (or Pitch)

“What do you do?” - That question represents a golden opportunity for you to market yourself and your business to a potential client. In most cases you have just a few seconds – about as long as it takes for an elevator to travel from the lobby to the penthouse – to get your message across and engage your listener’s interest. Your elevator speech should be between 30 seconds and two minutes long and you should be able to adapt it on the fly to the situation.

Why Do I Need One?

- If you're fumbling for words when asked that question, you need to take the time to develop an elevator speech. Be prepared to articulate what you do and most importantly, why a client would choose you over your competition.

Elevator Speech Components- who, what, why

- Who am I?
- What business/field/industry am I in?
- What group of people do I service? In what capacity do I serve?
- Why is my business/product or service better than the rest?
- What makes me different from the competition?
- What benefits do I offer my customers?

Prior to the event –Perfect Your Buyer Meeting

Prepare what you will say about your business in your face-to-face meeting. You will have ten minutes with the buyer.

Suggested Matchmaker appointment schedule:

- 3 minutes...introduce yourself, exchange business cards, and give an overview of your business (Elevator Speech).
- 4 minutes...describe your products/services, track record, successes – What do you want them to remember about your business?
- 3 minutes...find out what opportunities you have with the buyer and find out how to follow-up

Get Feedback and Practice Your Pitch

- Another element in the process is to get feedback on your pitch from fellow stakeholders, employees, or someone not as close to the business as you are. Modify your pitch based on this feedback, and then rehearse and familiarize yourself with it. This absolutely involves reading it out loud. As a goal, aim for delivering your pitch in 30-45 seconds, longer than that and you'll need to head back to the drawing board.
- You could also try writing key words or phrases from your elevator pitch on a prompt card that you can pull out before meetings to refresh your memory.

A Capabilities Statement...



- A Capabilities Statement is an important element in marketing and promoting your business.
- A Capabilities Statement informs your existing and potential customers about your business' capabilities, including:
 - Who you are, What you sell, What core competencies you bring to the table.
- A Capabilities Statement includes specific information about:
 - Your products and services, Your qualifications, credentials, and differentiators, Your corporate data.
- The information in Capabilities Statements can be valuable when used in brochures, websites, and other promotional literature.
- When you add information about awards, certifications, and clients, the Capabilities Statement can:
 - Create a sense of trust, Show maturity of your business.



**Al igual que para las
ventas al sector privado,
venderle al Gobierno
Federal requerirá de
esfuerzos de mercadeo**



**SIN MERCADERO
NO HAY VENTA**

Transfondo del Mercadeo



David Ogilvy 1911-1999
El padre de la Publicidad.

- “Si estas intentando persuadir a alguien para que haga algo, o compre algo, parece que es mucho más efectivo utilizar su lenguaje, el lenguaje en el que piensan quienes te escuchan.”

SIGLAS – Entendiendo el “idioma federal”

- **SBTDC** - Small Business and Technology Development Center
- **SAM** - The System for Award Management
- **CAGE Code** -Commercial And Government Entity Code
- **DCMA** -Defense Contract Management Agency
- **DLA** -Defense Logistics Agency
- **DFARS** -Defense Federal Acquisition Regulation
- **DUNS**- Data Universal Numbering System
- **FAR** -Federal Acquisition Regulation
- **DOD** - Department of Defense
- **GSA** - General Service Administration
- **NAICS** - North American Industry Classification System
- **ORCA** -Online Representations and Certifications Application
- **SBA** -Small Business Administration
- **SIC**- *Standard Industrial Classification Codes*
- **VA** - Department of *Veterans Affairs*
- **TPIN**- Trading Partner Identification Number

- **Escoja sus armas de mercadeo.**
- **Escoja las herramientas que se sienta cómodo.**

Herramientas Disponibles

- **Relaciones Públicas, Flyers, Brochures, Pagina Web, Correo Electrónico, Foros en Internet, Periódico, radio Televisión, etc...**






CARLOS PAINTING, INC

PRESIDENTE

TEL.787-XXX-1234

P.O. BOX NNXX
SAN JUAN, PR009XX

A person wearing a white dress shirt and a tie with orange and black diagonal stripes is holding a white business card. In the foreground, a silver metal binder with many white pages is visible.

NAICS: 238220, 238160, 237310, 236115

8(A) CERTIFICATION, HUBZone certification,
Woman owned, Veteran Owned, DBE

MASTER PAINTERS ASSOCIATION OF PR
OIL PAINTERS OF PUERTO RICO

Market Your Company

HOME

SEARCH RECORDS

DATA ACCESS

GENERAL INFO

HELP

CREATE USER ACCOUNT

Your CCR username will not work in SAM. You will need a new SAM User Account to register or update your entity records. You will also need to create a SAM User Account if you are a government official and need to create Exclusions or search for FOUO information.

[Create User Account](#)

REGISTER/UPDATE ENTITY

You can register your Entity (business, individual, or government agency) to do business with the Federal Government. If you are interested in registering or updating your Entity, you must first create a user account.

[Register/Update Entity](#)

SEARCH RECORDS

All entity records from CCR/FedReg and ORCA and exclusion records from EPLS, active or expired, were moved to SAM. You can search these records and new ones created in SAM. If you are a government user logged in with your SAM user account, you will automatically have access to FOUO information.

[Search Records](#)

[Need Help?](#)

WHAT IS SAM?

The **System for Award Management (SAM)** is a **Federal Government owned and operated** free web site that consolidates the capabilities in CCR/FedReg, ORCA, and EPLS. Future phases of SAM will add the capabilities of other systems used in Federal procurement and awards processes.

NEWS AND ANNOUNCEMENTS

SAM Management Moves to GSA FAS and CIO

Click on General Info and go to the News and Announcements section for the full story.

Can I use my CCR username in SAM? Click [HERE](#) to find answers to this and other top questions.

USER GUIDES/HELPFUL HINTS

Additional information, such as a full User Guide, Quick Start Guides, Helpful Hints, and Webinars are available on the HELP tab.

Service Desk

URL: <http://www.FSD.gov>

FORMER CCR REGISTRANTS

If you had an active record in CCR, you have an active record in SAM. You do not need to do anything in SAM at this time, unless a change in your business circumstances requires updates to your Entity record(s) in order for you to be paid or to receive an award or you need to renew your Entity(s) prior to its expiration. SAM will send notifications to the registered user via email 60, 30, and 15 days prior to expiration of the Entity. To update or renew your Entity records(s) in SAM you will need to create a SAM User Account and link it to your migrated Entity records. You do not need a user account to search for registered entities in SAM by typing the DUNS number or business name into the search box.

Register your company

Register in SAM - Selling to the Government

- The System for Award Management, more commonly known as SAM, is the primary source for agencies to learn about prospective vendors.
- SAM is a government-maintained free database of companies wanting to do business with the government. This database is a marketing tool for businesses and a searchable list of prospective vendors for the government.
- A firm must register in the SAM system to participate as a seller in the federal space. Further, a firm's profile in SAM must be updated at least once every 12 months – for the profile to stay active.
- Completing an accurate and appealing small business profile in the government's SAM system is an important, foundational step in marketing your goods and services to the federal government


Develop a Compelling Small Business Profile

Selling to the Government

- SAM profile is important. Small businesses should:
 - Learn as much as possible about the SAM system
 - Access the SAM site and perform multiple searches as if you were hiring a firm similar to your business
 - Treat your profile as if it were your business resume
 - Get feedback about your SAM profile and revise it accordingly
 - Update your profile annually or sooner if necessary

SBA Dynamic Small Business Search (DSBS)

HTTP://DSBS.SBA.GOV/DSBS/SEARCH/DSP_DSBS.CFM

 DSBS


[Skip Navigation](#) [Accessibility Options](#)
[Mobile View](#) [Print](#) [Exit](#) [Help](#)
[DSBS](#) [Quick Market Search](#) [TM OnLine](#)

Ready

Welcome to the Dynamic Small Business Search

All search form hotlinks open a new browser window.

All form fields that require typing in data have "tooltips" with data format information.

 **NEW FEATURES FOR MOBILE USERS:**
Phone number hotlinks can be used to dial the number on mobile phones.
Address hotlinks can be used to show the address in Google Maps.

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 Profile

States:

PW - Palau

PA - Pennsylvania

PR - Puerto Rico

RI - Rhode Island

SC - South Carolina

SD - South Dakota

TN - Tennessee

TX - Texas

UT - Utah

VT - Vermont

[\(How to make multiple selections.\)](#)

Area Code or Phone Number Initial Fragment

Metropolitan Statistical Area [Help](#)

SBA Servicing Office [Help](#)

Zip Code or Zip Code Initial Fragment

Searching within a State:
(Requires exactly one state from the State list at left.)

Congressional District: [Help](#)

County: (any county) [Lookup Help](#)

Government Certifications

8(a) Certified or 8(a) Joint Venture:

☐ Required (Active Certifications only)

☐ Required (Active Certifications and Previously Certified)

☐ Required (Previously Certified only)

☒ Not Required

Disadvantaged Business Enterprise, Certification States:

Not Required

AL - Alabama

AK - Alaska

AA - American Atlantic (APO/FPO)

AE - American Europe (APO/FPO)

Small Disadvantaged Business:

☐ Required (Active Certifications only)

☐ Required (Active Certifications and Previously Certified)

☐ Required (Previously Certified only)

☒ Not Required

HUBZone Certification:

☐ Required (Active Certifications only)

☐ Required (Active Certifications and Previously Certified)

☐ Required (Previously Certified only)


☒ Not Required

The SBA's 8(a), HUBZone and SDB certifications are also made available to external software via: [SBSS Public Web Services](#).


[FirstGov](#) > [E-Gov](#) > [Regulations.gov](#) > [White House](#)

[* Privacy & Security](#) * [Information Quality](#) * [FOIA](#) * [No Fear Act](#) * [ADA](#)

SBA Processing: 0.251 seconds Version: SBSS 8.1.1
Session timeout in 59 minutes.



SBA Dynamic Small Business Search (DSBS)

 **DSBS** [DSBS](#) [Quick Market Search](#) [TM OnLine](#) Ready

Welcome to the Dynamic Small Business Search

Ownership and Self-Certifications

☐ Any Minority Owned:

☐ Any Native American Owned:

☐ Tribally Owned

☐ Alaskan Native Corp (ANC) Owned

☐ Native Hawaiian Org (NHO) Owned

☐ Other Native American

☐ Other Minority Owned

☐ Community Development Corporation (CDC) Owned

☐ Self-Certified Small Disadvantaged Business

☐ Service Disabled Veteran Owned

☐ Veteran Owned (including Service Disabled Veteran Owned)

☒ Any Women-Owned Small Business: [\(search help\)](#)

☒ Women-Owned Small Business under the Women-Owned Small Business Program [\(more information\)](#)

☒ Economically Disadvantaged Women-Owned Small Business under the Women-Owned Small Business Program

☒ Women-Owned Small Business Joint Venture

☒ Economically Disadvantaged Women-Owned Small Business Joint Venture

(To start over in this section, if you like, you can use this hotlink: [Clear These Checkboxes](#))

Specific Nature of Business

NAICS Codes: ☒ Any ☐ All (slower) [Help](#)

"Buy Green" NAICS Codes: ☒ Any ☐ All (slower) [Help](#)

Keywords: ☒ Any ☐ All (slower) [Help](#)

General Nature of Business

☐ Manufacturing ☐ Construction ☐ Research & Development ☐ Services

Minimum Acceptable Bonding Levels

Construction Bonding Level (per contract)

Construction Bonding Level (aggregate)

Service Bonding Level (per contract)

Service Bonding Level (aggregate)

Quality Assurance Standards

☐ ANSI/ASQC Z1.4 ☐ ISO-9000 Series ☐ ISO 10012-1 ☐ MIL-Q-9858 ☐ MIL-STD-45662A

Last modified: 07/13/2004 12:00:00 AM

[FirstGov](#) > [E-Gov](#) > [Regulations.gov](#) > [White House](#)
* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA

SBA Processing: 0.251 seconds Version: SBSS 8.1.1
Session timeout in 57 minutes.

SBA Dynamic Small Business Search (DSBS)

Skip NavigationAccessibility Options

SBA

SBA Profile

Mobile ViewExit

Back To Profile List

Ready

Capabilities Narrative:

Hispanic Woman-Owned Business provides environmental consulting, engineering, expertise in hazardous materials management(asbestos,lead, mold, PCB's) wastewater treatment, industrial hygiene, and environmental and OSHA training.

Special Equipment/Materials:

XRF's, Microscopes, Sampling Equipment, air monitoring equipment

Business Type Percentages:

Service (100 %)

Bonding Levels

Construction Bonding Level (per contract) \$0
Construction Bonding Level (aggregate) \$0
Service Bonding Level (per contract) \$0
Service Bonding Level (aggregate) \$0

Size (SBA Users and Privileged Search Only):

Average Number of Employees: 5
Average Annual Gross Revenue: \$500,000
Location Number of Employees:
Location Annual Gross Revenue:
Barrels of Oil (for some NAICS codes): 0
Megawatt Hours (for some NAICS codes):
Total Assets (for some NAICS codes): \$0

NAICS Codes with Size Determinations by NAICS:

#	Primary?	Code	NAICS Code's Description	"Buy Green"? ⁽¹⁾	Small? ⁽²⁾
1	Yes	541620	Environmental Consulting Services		Yes
2		236115	New Single-Family Housing Construction (except Operative Builders)		Yes
3		236116	New Multifamily Housing Construction (except Operative Builders)		Yes
4		236118	Residential Remodelers		Yes
5		236210	Industrial Building Construction		Yes
6		236220	Commercial and Institutional Building Construction		Yes
7		237310	Highway, Street, and Bridge Construction		Yes


Last modified: 07/22/2013 12:00:00 AM

> FirstGov > E-Gov > Regulations.gov > White House

* Privacy & Security * Information Quality * FOIA * No Fear Act * ADA

SBA Processing: 2.418 seconds Version: SBS 8.1.1
Session timeout in 48 minutes.

SBA Dynamic Small Business Search (DSBS)



SBA Search Results

[Skip Navigation](#)
[Accessibility Options](#)
[Mobile View](#)
[Print](#)
[Exit](#)
[Help](#)

[DSBS](#)
[Quick Market Search](#)
[TM OnLine](#)

SBA Search Results

Table Listing, where

- the profile location is in: Puerto Rico;
- because criteria include SBA certification(s), profile statuses are expanded;
- the profile's status can be Active or Inactive;
- the profile may have expired in SAM;
- the business is not necessarily registered in SAM (no CAGE code issued yet);
- the business is not necessarily small;
- the firm is currently 8(a)-certified or an 8(a) Joint Venture;
- and randomized by original start time of search: 2014-01-24 06:46:24 PM.

Data validation took 0.01 seconds. The count and search queries took 1.93 seconds and 2.64 seconds, respectively.

Displaying profiles 1 - 25 (of 89 profiles matching criteria):

View	Name and Trade Name of Firm	Contact	Address and City, State Zip	Capabilities Narrative
1	SANTIAGO RIVERA, ARTURO GRUPO ARSARI	ARTURO SANTIAGO-RIVERA	REPARTO METROPOLITANO 1216 AVE AMERICO MIRANDA STE 200 SAN JUAN, PR 00921-1620	Provide technical services to Architects, Engineers, Contractors and Developers Firms in the areas of architecture, ada compliance, construction cost estimates, construction inspection, contract administration, construction management, scheduling.
2	PREVIDI, EDWARD EDWARD PREVIDI, PE	EDWARD PREVIDI	16 CALLE BELEN ALTURAS SAN PATRICIO GUAYNABO, PR 00968-3125	We provide engineering services consulting.
3	ADVISORY ENVIRONMENTAL TECHNOLOGIES, INC.	MILDRED SANTIAGO	530 AVE PONCE DE LEON SAN JUAN, PR 00901-0000	Hispanic Woman-Owned Business provides environmental consulting, engineering, expertise in hazardous materials management(asbestos,lead, mold, PCB's) wastewater treatment, industrial hygiene, and environmental and OSHA training.
4	COMMERCIAL DIVERS, INC.	JOSE ACEVEDO	1326 SALUD ST STE 503 PONCE, PR 00717-0000	
5	PROCESS AUTOMATION INC	JAIME MENENDEZ	#60 JAZMIN ST. HATILLO, PR 00659-2431	Control, Instrument and electrical Installation Smart Building, automation control, process Automation
6	GUAYNABO SHEET METAL WORK INC	GAMALIEL PEREZ	CARR 20 KM 5 SECTOR CUBITAS GUAYNABO, PR 00969-0966	Sheet metal work manufacturing from purchased metal
7	AVID CONSULTING ENGINEERS INC	JUAN A. LUGO	1570 PARANA ST SAN JUAN, PR 00926-0000	Project Management Project Inspection Construction Design Consulting
8	AURORA INDUSTRIES, LLC	Ron Harrison	PASARELL INDUSTRIAL PARK, RD 778, STR.11 COMERIO, PR 00782-0000	INACTIVE LOCATION
9	WOVENWARE, INC.	Carlos M Melendez	601 DEL PARQUE ST. STE 506 SAN JUAN, PR 00909-0000	We are a strategic and technical consulting group focused on bringing processes and technology into line with organizational goals. We work with our clients to determine the strategies that will allow their business to operate efficiently.
10	Rich Cleaning & Maintenance	CUREL SANTOS	Carr 176 Km 6 Bo Cupey Alto	

Last modified: 05/23/2013 12:00:00 AM

[FirstGov](#)
[E-Gov](#)
[Regulations.gov](#)
[White House](#)

SBA Processing: 4.842 seconds Version: SBSS 8

Market Research Center of Excellence (MRCOE)

MRCOE: Overview



Problem Statement: Due to inadequate data access, inconsistent processes, and difficulties performing thorough market research, acquisition professionals lack the decision making information necessary to maximize utilization of small business.

BBP Action

- Establish and deploy an improved suite of market research tools that will empower the workforce in market research execution, analysis, goal management, future needs forecasting, and industry engagement

Goals

- Streamline and automate small business performance monitoring and the market research process
- Increase small business participation through the use of more effective use of market research

Targeted Users

- Leadership
- Program Managers
- Contracting Officers
- Small Business Professionals

Market Research Center of Excellence (MRCOE)



MRCOE: Status Update

As of February 1, we are deployed in the eBusiness environment
All that is needed to access the site is a DoD CAC
From the Dashboard users can reach:

- Performance Management
- Market Research
- MaxPrac, and
- Vendor Search

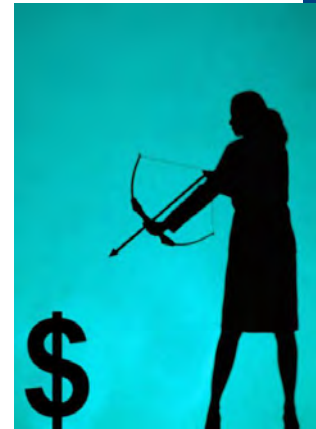
<https://ebiz.acq.osd.mil/mrcoe>

A screenshot of the MRCOE Portal dashboard. The top navigation bar includes the Department of Defense logo, "Business Portal", and links for "DASHBOARD", "PERFORMANCE MANAGEMENT", "MAXPRAC", and "MARKET RESEARCH". The main content area is titled "MRCOE Portal" and features three large tiles: "ANALYZE" (Performance Management), "COMPARE" (Create Market Research Project, Vendor Search, MaxPrac), and "REQUEST" (SBR Portal, RF Portal, SBR Workorder Portal). Below these tiles is a "MARKET RESEARCH PROJECTS" table with columns for PROJECT ID, PROJECT TITLE, LAST MODIFIED, YOUR BILL, BUDGETARY, STATUS, and MANAGE. The table shows one project with ID "26" and title "NEW PROJECT". To the right of the table is a "RESOURCES" section with links for "FPOS (Federal Procurement Data System)", "SAM (System for Award Management)", "DPAF POC/ANICS Award", and "Industrial Betting Website".

Key Acquisition Players

- **Program Staff – Request services and develops the program specifications**
- **Contracting Officer- Issues solicitation, conducts procurement**
- **Small Business Specialist – Key information and referral source**
- **PCRs – SBA Staff that reviews requirements for small business participation and serve as your advocate**
- **Competition Advocate – Encourages Full & Open Competition**

Market Your Company



- To effectively market your company's product or service:
 - Identify your customers
 - Research their requirements
 - Learn federal procurement regulations
- Present your capabilities directly to the federal activities and large prime contractors that buy your products and services
- Attend procurement conferences, business expos and business matchmaking events
- Add details to your SAM/Dynamic Small Business Search (DSBS) profile (e.g., GSA schedule number, commercial customers, federal customers, special capabilities).
- Show contracting officers that your company is a good match for their needs and requirements

Market Your Company



- **Target Your Customer:** Who buys your product or service? How do they buy? When do they buy?
- **Know the Rules:** Federal Acquisition Regulations, contract requirements and specifications
- **Perform as Promised:** On-time delivery, Good Quality, at a Fair Price
- **Standard of Excellence**
- **Pleasantly Persistent**

Important!



- Know your customers
 - Use agency web sites to research
- Know your competitors
 - Use SAM/DSBS to identify your competitors and learn more about them
- Know yourself – especially what you can and cannot do
 - Many small businesses get into trouble not knowing their own limitations
 - Seek teaming arrangements with companies whose expertise complements your own

Network – Learn from the Wisdom of Others

Selling to the Government

- A firm can waste a lot of time and expend unnecessary resources if it doesn't understand how to play in the federal contracting arena
- Knowledge is everything
- Network and cultivate relationships with people experienced in the contracting space

The Federal Buying Cycle

▶ 1st Quarter (Oct-Dec)

- Beginning of Fiscal Year
- Limited activity within agencies
- Forecasts published
 - **Best time to market**

▶ 2nd Quarter (Jan-Mar)

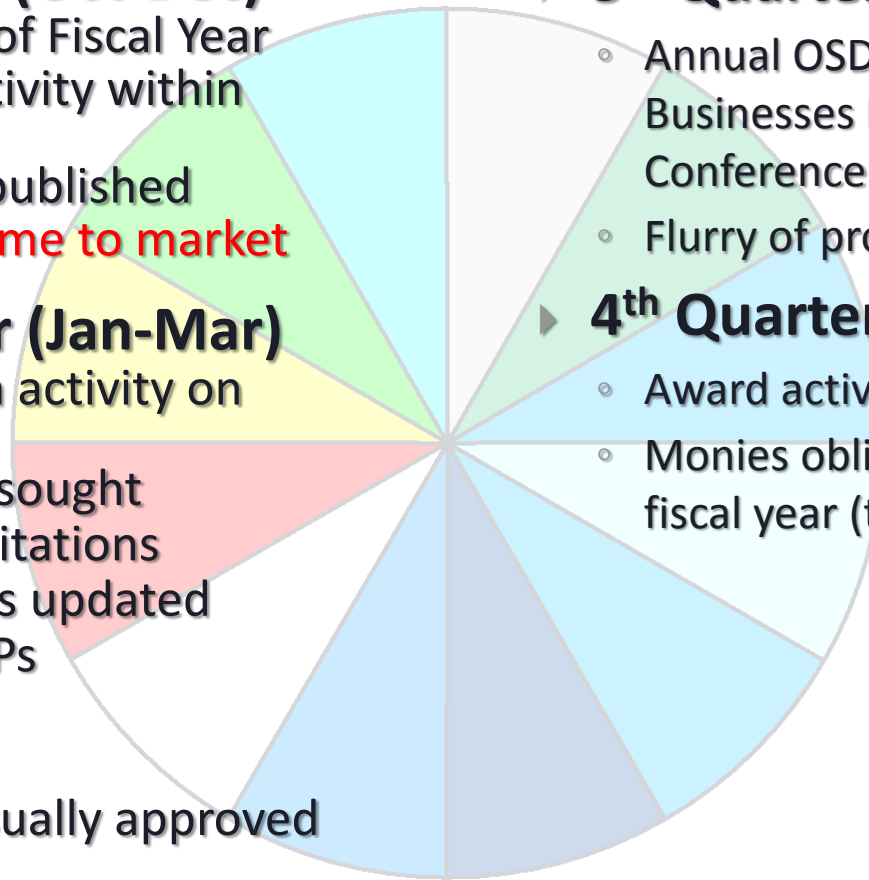
- Acquisition activity on Fedbizops
 - Sources sought
 - Pre-solicitations
 - Forecasts updated
 - Draft RFPs
 - RFIs
 - RFQs
- Budgets usually approved

▶ 3rd Quarter (Apr-Jun)

- Annual OSDBU/Other Small Businesses Procurement Conference
- Flurry of procurement activity

▶ 4th Quarter (Jul-Sep)

- Award activity
- Monies obligated before end of fiscal year (to avoid losing funds)



How to Identify Contract Opportunities

How do you find Government customers?

1. Federal Procurement Data Systems (FPDS)

- The Federal Procurement Data Center (FPDC), part of the U.S. General Services Administration, operates and maintains the Federal Procurement Data System (FPDS). The FPDS is the central repository of statistical information on Federal contracting. The system contains detailed information on contract actions over \$25,000 and summary data on procurements of less than \$25,000. Executive branch departments and agencies award over \$300 billion annually for goods and services. The system can identify who bought what, from whom, for how much, when and where. By researching this database, you can find potential customers. If you know that a particular agency contracted for a service that you can provide

www.fpds.gov/

Federal Procurement Database Systems

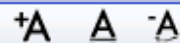
Next Generation

- **Federal Procurement Data Service – Next Generation (FPDS-NG)** is the repository of all federal contracting data for contracts. With this system, you can learn the following about federal contracting opportunities:
 - What agencies have contracting opportunities:
 - What they bought
 - Which contractors have contracts?
- **Visit https://www.fpds.gov/fpdsng_cms/**

In addition, there are over 50 standard reports you can run, as well as specialized reports that allow you to request information using over 160 customized fields.



Federal Procurement Data System - Next Generation



» [Home](#) » [Newsroom](#) » [Reports](#) » [Status](#) » [Worksite](#) » [Archives](#) » [Training](#) » [Help](#)

Login

Log-In:

Password:

[Log In](#)

- » [Forgot Your Password?](#)
- » [Security and Privacy](#)
- » [Contact Help Desk](#)
- » You must click [here](#) for very Important D&B Information

Registration

- » [Register](#)
- » [Who Should Register?](#)

FAQs

- » [FPDS-NG](#)
- » [ezSearch](#)
- » [ATOM Feed](#)

Links

HTTPS://WWW.FPDS.GOV
ezSearch

Google-like search to help you find federal contracts...

ezSearch contains procurement data as well as additional NASA data (for example, financial assistance actions).

Sustainability Attributes Report



The purpose of this new standard report is to determine the type and usage of Recovered Materials. This report will be placed in the HOW category. It displays the actions and dollars for each of the "Recovered Materials" values.

[Read more...](#)

Inherently Governmental Functions



FPDS-NG shall mandate on all actions with a Product or Service Code as a "Service" and that are signed on or later than 03/01/2012 to indicate whether they are "Closely Associated", "Critical Functions", "Other Functions" or a combination of "Closely Associated" and "Critical Functions" in the "Description of Requirements".

[Read more...](#)

New Web Services to accommodate PPA (Prompt Payment Act)



NIA - Hurricane Sandy



A new National Interest Action value "Hurricane Sandy 2013" has been added to the FPDS-NG Production system.

For Web Portal users the value "Hurricane Sandy 2013" is available for selection in the National Interest Action field drop down. The Contract Writing systems shall use the code "H13S" when creating/updating documents through Business Services.

National Interest Action value "Hurricane Sandy 2013" is valid from 10/28/2012 to 04/29/2013.

Section 1331 of the Small Business Jobs Act of 2010



FPDS-NG will be modified to implement the Section 15 of the Small Business Act (15 U.S.C. 644), as amended by this "Jobs Act 2010". This allows a different set aside on orders placed against multiple award contracts for small business concerns.

Two new values will be added to the data element "Fair Opportunity/Limited Sources" on a Delivery Order/Task Order (DO/TO) to a Multiple Award IDV (FSS, GWAC or Multiple Award IDC), a Part 8 BPA and a Part 8 BPA Call. Both of these new values, when chosen, will allow the Contracting Officer to choose

Top Requests

- » [Recovery Report](#)
- » [Hurricane Sandy Report](#)
- » [Hurricane Irene Report](#)
- » [Pacific Earthquake/Tsunami](#)
- » [Hurricane Earl Report](#)
- » [Gulf Oil Spill Report](#)
- » [Haiti Earthquake Report](#)
- » [Hurricane Katrina Report](#)
- » [Hurricane Rita Report](#)
- » [Other Hurricane/Disaster Relief](#)

Latest News

- » [Upcoming Releases](#)
- » [Sustainability Attributes Report](#)
- » [NIA - Hurricane Sandy](#)
- » [Inherently Governmental Functions](#)
- » [Section 1331 of the Small Business Jobs Act of 2010](#)
- » [Software Releases](#)
- » [New Interagency Contract Directory \(ICD\)](#)
- » [New Web Services to accommodate PPA \(Prompt Payment Act\)](#)
- » [Data Management Fixes](#)

How do you find Government customers?

2. FedBizOpps (FBO) - Governmentwide Point of Entry for Procurement Opportunities

FedBizOpps (Federal Business Opportunities), which is managed by the General Services Administration, has been designated as the single source for federal government procurement opportunities that exceed \$25,000. As of Sept 30, 2003, DoDBusOpps has been migrated to this system. Vendors do not need to register, nor do they require a username and password, to begin using FedBizOpps.

For vendors, the FedBizOpps system provides:

1. The ability to browse active procurement notices by Posted Date, Classification Code, Set-Aside Type, as well as awards, for a particular Agency/Office/Location.
2. The ability to search for procurement notices through the use of the FBO Synopsis/Award search page.
3. An Email Notification Service (Vendors Notification Service), which allows vendors to receive daily email notifications of procurement notices by Agency/Office/Location, Procurement Classification Code, Set-Aside Type, or Place of Performance Zip Code.
4. An Interested Vendors Module (Bidder's List) to promote teaming opportunities for vendors.
5. An FBO Data feed File, which provides daily posting data in html format. The Data feed file is available free-of-charge from the FBO ftp site at <http://fedbizopps.gov>. The file follows the naming convention "FBOFeedyyyymmdd" and includes all eight types of synopses – presolicitation, modification to a previous notice, award, sources sought, foreign government standard, sale of surplus property, special notice and combined synopsis/solicitation. The file record formats comply with the seven template formats specified on the FBO website in the General Information-Interface Description. If you experience problems with downloading files, please contact the FedBizOpps support desk at fbo.support@gsa.gov or toll-free at 877-472-3779.

www.fedbizopps.gov

How to Identify Contract Opportunities



- **Federal Business Opportunities (FedBizOpps) (FBO)** is the exclusive official source to identify federal contracts over \$25,000 www.fbo.gov
- **Demonstration Videos** - Training videos are available to familiarize users with the features and functionality of the new FBO
 - **Increased use of Sources Sought Notices in the FBO** – Become familiar with and Respond to these notices. Pay attention to what specifically the agency is asking for in the notice.
 - **Large contract awards and special notices** - (e.g., procurement conferences) are also publicized in the FBO.
- **Federal Agency Procurement Forecasts:** Home Pages/Small Business Information/ Business Opportunities/Procurement Forecast

www.fbo.gov

Federal Business Opportunities

Federal Business Opportunities

HomeGetting StartedGeneral InfoOpportunitiesAgenciesPrivacy


Search more than **32,100*** active federal opportunities.

Posted Date: Set-Aside Code:


Place of Performance: Type:


Keyword / Solicitation #: Agency:

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

 **ATTENTION:** The U.S. Small Business Administration (SBA) updated its Table of Small Business Size Standards adopting the Office of Management and Budget's 2017 revision of the North American Industry Classification System (NAICS) effective October 1, 2017. The revised NAICS Codes and their corresponding size standards are available for use in FBO. The updated table of size standards is available on SBA's website at www.sba.gov/size.


 **SAM.gov REGISTRATION IS FREE:** There is NO FEE to register, or maintain your registration, in the System for Award Management (SAM.gov). If you receive an email from a company claiming to represent SAM.gov, be cautious. If you get an e-mail from a company offering to help you register in SAM.gov asking you to contact them and pay them money, be cautious. These messages are not from the Federal Government. It is FREE TO REGISTER in SAM.gov for any entity.

**RECOVERY**
Locate actions funded by the American Recovery and Reinvestment Act.

 **FBO RECOVERY REPORTS**

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


Learn more [about FBO recovery reports](#).

 **SMALL BUSINESS EVENTS**


Learn more [about the Small Business Central Event Listing](#) or [search now](#) for events.

 **VENDOR COLLABORATION**

FBO now contains the Vendor Collaboration Central Event Listing. [Learn more](#) or [search](#).

 **DEMONSTRATION VIDEOS**

Learn about FBO features and functionality in on-line videos.

 [Watch the Videos](#)

FPB Demonstration Videos

The screenshot shows the FedBizOpps.gov website. The header features the FedBizOpps.gov logo, the text 'Federal Business Opportunities', and logos for IAE, E-GoV, and USA.gov. The navigation bar includes links for Home, Getting Started (highlighted), General Info, Opportunities, Agencies, and Privacy. Below the navigation bar, there are links for Buyers (Login | Register) and Vendors (Login | Register), along with an Accessibility link. The main content area is titled 'Getting Started' and includes a link to 'RETURN TO OPPORTUNITIES'. A list of links is provided: FBO Demonstration Videos, Small Business Training Videos, User Guides, and Frequently Asked Questions. The 'FBO Demonstration Videos' section explains that the following videos will help familiarize users with the new FBO and that the Adobe Flash plugin is required. It then lists videos for Vendors, Buyers/Engineers, and Agency/Location Administrators. At the bottom, there are links for 'For Help: Federal Service Desk' and 'Accessibility'.

Federal Business Opportunities

Home Getting Started General Info Opportunities Agencies Privacy

Buyers: [Login](#) | [Register](#) Vendors: [Login](#) | [Register](#) [Accessibility](#)

Getting Started

[RETURN TO OPPORTUNITIES](#)

- [FBO Demonstration Videos](#)
- [Small Business Training Videos](#)
- [User Guides](#)
- [Frequently Asked Questions](#)

ABOUT SSL CERTIFICATES

FBO Demonstration Videos

The following videos will help familiarize you with the features and functionality of the new FBO. The [Adobe Flash plugin](#) is required to watch the following videos.

For Vendors

- 1 [General Overview & Searching for Opportunities](#)
- 2 [How to Register, Login and use Forgot Password](#)
- 3 [Advanced Functionality: Search Agents, Watchlists and Export Controlled Documents](#)

For Buyers/Engineers

- 1 [Managing FBO Notices](#)
- 2 [Managing Non-FBO Notices](#)
- 3 [Receiving Notice Notifications: Search Agents & Watch Lists](#)
- 4 [Engineer Interface](#)

For Agency/Location Administrators

- 1 [Managing Buyers & Locations](#)

[For Help: Federal Service Desk](#) [Accessibility](#)

Home

Getting Started

General Info

Opportunities

Agencies

Privacy

Buyers: [Login](#) | [Register](#)

Vendors: [Login](#) | [Register](#)

 Accessibility

Search For Opportunities

[RETURN TO MAIN](#)

Opportunities List

Advanced Search

Search Results

Archives

Advanced Search

Enter your search criteria and click search to find opportunities

Search

Clear

[Return To Opportunities List](#)

Posted Date:

Place of Performance State:

Hold CTRL to select multiple states

Place of Performance Zip Code:

Separate multiple zip codes by commas

Documents To Search:

- ☒ Active Documents
☐ Archived Documents
☐ Both

Set-Aside Code:

[More information about Set-Aside Codes](#)

☐ Competitive 8(a)

☐ Emerging Small Business

☐ HUBZone

☐ Partial HBCU / MI

☐ Partial Small Business

☐ Service-Disabled Veteran-Owned Small Business

☐ Total HBCU / MI

☐ Total Small Business

☐ Very Small Business

General Services Administration



Business Opportunities

EXAMPLE

Office : Public Buildings Service (PBS)

Location : Brooklyn/Queens/Long Island Service Center 2PMC-B

Solicitation number : Reference-Number- 2PMS-453126-159PR

Title : C --ELECTRICAL CONTRACTOR FOR PUERTO RICO AND VIRGIN ISLANDS

RING

Synopsis - Posted on Jan 19, 2006

EXAMPLE

Register to Receive Notification

General Information

Document Type: Service Disabled Veteran

SetAsides: 8A, HubZone, Disabled Veterans

Naics Code: 238210



GSA/PBS/2PMC-B, 625 Street, 7th floor, Brooklyn, NY 11232.



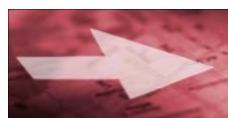
Description:

The primary purpose of this proposed contracts is to provide services for projects located within the geographic boundaries Puerto Rico and Virgin Islands.

Point of Contact: Angel Contrato (787)xxx-125-xxxx email:acontrato@gsa.gov



EXAMPLE



Register to Receive Notification



*FBO.gov is Transitioning to
beta.SAM.gov*

How is beta.SAM.gov Organized?

One website for people who make, receive, and manage federal awards



DATA BANK

Run required reports
Track and measure compliance
Analyze contract opportunities and data
Analyze entity data
Save and download reports



WORKSPACE

Access your saved searches, requests, and notifications
Administer your organization and users
Manage your assistance listings
Host your contract opportunities
Register your entity, report your sub-awards, manage your past performance



SEARCH

Find contract opportunities*
Extracts and APIs available for public
Find federal assistance
Look up wage rates*
Find registered vendors*
Save searches
Download search results
Get featured search results



LEARNING CENTER

Explore our video tutorials, FAQs, quick start guides, and glossary
Search online help
Discover additional resources
Read featured articles
Find new content



DATA SERVICES

Connect to our web services and APIs
Integrate with our data feeds
Download our data exports



WHAT TO EXPECT

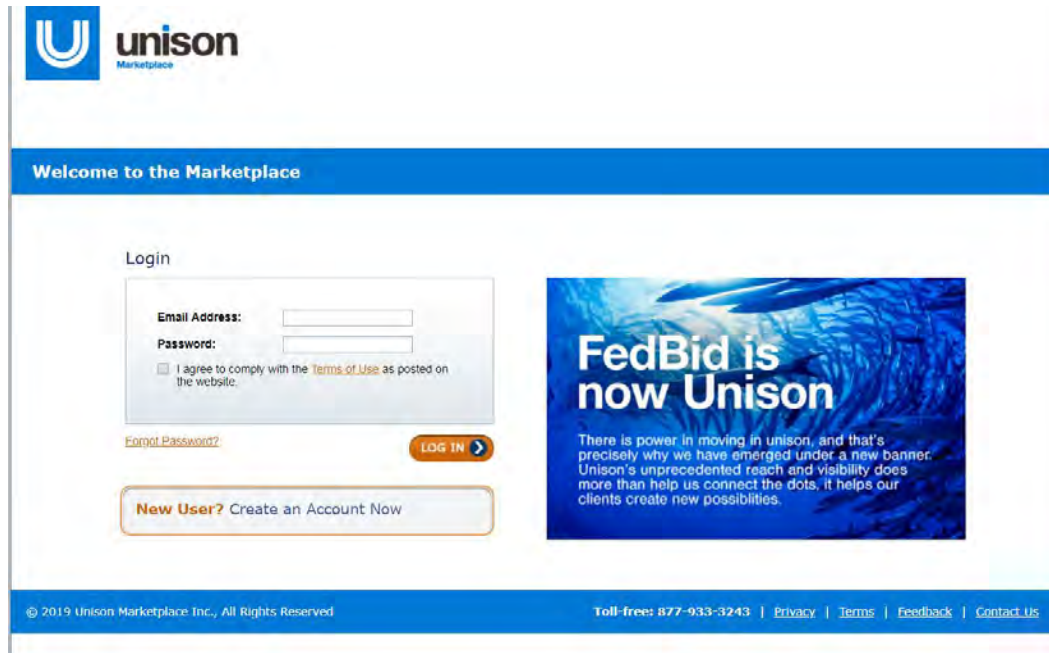
FedBizOpps.gov (FBO.gov) will be decommissioned and its critical functionality will be transitioned into beta.SAM.gov in the first quarter of the 2020 fiscal year.

Once the transition is complete, beta.SAM.gov will have the same federal business opportunity capabilities that are found today in FBO.gov. There also will be improvements, such as:

- The ability to search for opportunities by number, keyword, or location for more precise results (including easy-to-use search filters)
- Easy to read headers that will allow you to reference key information quickly
- The option to access previous versions of opportunity notices with one click
- The ability to set up notices, with a simple click, that will notify you when frequently used contract opportunities are updated
- The ability to manage alerts easily through a new user workspace (frequency, turn on/off)
- A user-friendly design with logical navigation and industry best practices embedded
- Shared login, search, workspace, data services, reports, and a design that will allow you to leverage other IAE system data easily

<https://marketplace.unisonglobal.com>

- Unison Marketplace is an online tool used by government agencies and the private sector, where qualified vendors compete to provide simple goods and services.
- More than 75 federal agencies are currently buying through Unison Marketplace.
- Free registration/participation and no out-of-pocket costs to Sellers.



The screenshot shows the Unison Marketplace login interface. At the top left is the Unison Marketplace logo. Below it is a blue banner that says "Welcome to the Marketplace". The main content area is divided into two sections. On the left is the "Login" section, which includes a form with fields for "Email Address:" and "Password:". Below these fields is a checkbox labeled "I agree to comply with the [Terms of Use](#) as posted on the website." and a "Forgot Password?" link. To the right of the form is a "LOG IN" button with a right-pointing arrow. Below the login form is a button that says "New User? Create an Account Now". On the right side of the login section is a large blue banner with the text "FedBid is now Unison". Below this text is a paragraph: "There is power in moving in unison, and that's precisely why we have emerged under a new banner. Unison's unprecedented reach and visibility does more than help us connect the dots, it helps our clients create new possibilities." At the bottom of the page is a blue footer bar containing the copyright notice "© 2019 Unison Marketplace Inc., All Rights Reserved" on the left and a row of links "Toll-free: 877-933-3243 | [Privacy](#) | [Terms](#) | [Feedback](#) | [Contact Us](#)" on the right.

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Marketplace

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ACQUISITION CENTRAL

Website for All Things Acquisition

- The web site for the federal acquisition community and the government's business partners.
- Designed to create an easily navigable resource.
- From this site you can access shared systems and tools to help you conduct business efficiently.
- From here you can learn about regulations, systems, resources, opportunities, and training.

www.acquisition.gov/

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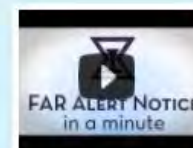
Activity Address Codes



FAN In A Minute: Episode One



FAN In A Minute: Episode Two



FAN In A Minute: Episode Three



Forecast of Contracting Opportunities

<https://www.acquisition.gov/procurement-forecasts>

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Agency Recurring Procurement Forecasts

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Forecast of Contracting Opportunities

www.dm.usda.gov/smallbus/forecast.htm



Office of Small and Disadvantaged Business Utilization

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Forecast of Business Opportunities

The USDA Forecast of Contracting Opportunities is now available in three formats.

The USDA Forecast of Opportunities is available in two formats. The Adobe PDF format shows all projects by the North American Industrial Code sequence. The Excel 2007 Worksheet and the included "pivot" report tab can be used to create your own reports.

1. [Forecast Report – Adobe PDF format](#)
2. [Forecast Worksheet – Excel 2007 format](#)

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Forecast of Contracting Opportunities

	A	B	C	D	E	F	G	H	I	J	K	L	M	N
1	US Dept of Agriculture													
2	Forecast 2018 as of November 17, 2017													
3														
4	Procurements													
5	NAICS Code	Product	Biobased	Biobased Products	Source of Supply	Vendor Type	Price Range	Quarters	City	State	Agency	Organization	Contact	
6	923110	2nd Phase Educational Modules			C	ANY	A	3	San Juan	PR	USDA	FS	AMELIADAVILA@FS.FED.US	
7	115310	Cohesive Wildland Fire Strategy			C	ANY	B	3	San Juan	PR	USDA	FS	AMELIADAVILA@FS.FED.US	
8	541712	Forest Health Development Program			C	ANY	B	2	San Juan	PR	USDA	FS	AMELIADAVILA@FS.FED.US	
9	541690	Future of the PR Forest			C	ANY	A	2	San Juan	PR	USDA	FS	AMELIADAVILA@FS.FED.US	
10	541690	GIS Lab Forest Health Project			C	ANY	A	1	San Juan	PR	USDA	FS	AMELIADAVILA@FS.FED.US	
11	541690	Guide on Native Trees PR & VI Final Phase			C	ANY	A	3	San Juan	PR	USDA	FS	AMELIADAVILA@FS.FED.US	
12	541712	PR Forest Health Monitoring			C	ANY	B	2	San Juan	PR	USDA	FS	AMELIADAVILA@FS.FED.US	
13	541511	Information Management ESRI Blanket Purchase Agreement			N-DO/TO	ANY	B	1	Tongass National Forest	AK	USDA	FS	DKOELLING@FS.FED.US	
14	541611	Regional Leadership Team Facilitator Calendar Year 2018			VS	ANY	B	2	Juneau	AK	USDA	FS	DKOELLING@FS.FED.US	
15	811212	Pitney Bowes Postage Meter Mtce			SB	ANY SB	A	1	Juneau	AK	USDA	FS	DKOELLING@FS.FED.US	
16	811212	Copier Maintenance for Regional Office Printers			SB	ANY SB	A	1	Juneau	AK	USDA	FS	MKANAN@FS.FED.US	
17	115310	Timber Sale Preparation and Valuation Contract 1			SB	ANY SB	B	3	Tongass National Forest	AK	USDA	FS	KIMTOLAND@FS.FED.US	
18	511120	Log Price Report Database Subscription			SB	ANY SB	A	1	Juneau	AK	USDA	FS	DKOELLING@FS.FED.US	
19	115310	Timber Sale Preparation and Valuation Contract 2			SB	ANY SB	B	3	Tongass National Forest	AK	USDA	FS	KIMTOLAND@FS.FED.US	
20	336612	Cordova Ranger District Workskiff			SB	ANY SB	B	2	Cordova	AK	USDA	FS	DKOELLING@FS.FED.US	
21	336611	Cordova Ranger District Airboat Number 2401 Maintenance			SB	ANY SB	A	2	Cordova	AK	USDA	FS	DKOELLING@FS.FED.US	
22	336310	Cordova Ranger District 15 horse power outboard replacement			N-DO/TO	ANY	A	2	Cordova	AK	USDA	FS	DKOELLING@FS.FED.US	
23	115310	Knowles Head variable thinning of secondary spruce growth, 20			SB	ANY SB	C	3	Cordova	AK	USDA	FS	DKOELLING@FS.FED.US	
24	561790	Cordova Ranger District Snowplow and Sanding			SB	ANY SB	A	1	Cordova	AK	USDA	FS	DKOELLING@FS.FED.US	
25	561730	Cordova Ranger District Landscaping and Mowing			SB	ANY SB	A	1	Cordova	AK	USDA	FS	DKOELLING@FS.FED.US	
26	238910	Cordova Ranger District Annual Road Maintenance			N-DO/TO	ANY	A	1	Cordova	AK	USDA	FS	DKOELLING@FS.FED.US	
27	621999	Cordova Ranger District Annual Hearing Test			SB	ANY SB	A	1	Cordova	AK	USDA	FS	BEWELCH@FS.FED.US	
28	562991	Crooked Creek Visitor Center Porta Potty rental Valdez, Summe			SB	ANY SB	A	1	Valdez	AK	USDA	FS	BEWELCH@FS.FED.US	
29	562991	Cordova Ranger District Toilet Pumping Service			SB	ANY SB	A	3	Cordova	AK	USDA	FS	BEWELCH@FS.FED.US	
30	481211	Cordova Ranger District Air Transportation Services			N-DO/TO	ANY	B	3	Cordova	AK	USDA	FS	DENISEMURPHY@FS.FED.US	
31	561790	Seward Ranger District Sanding Services			SB	ANY SB	A	1	Seward	AK	USDA	FS	BEWELCH@FS.FED.US	
32	238910	Glacier and Seward Ranger Districts Annual Road Maintenance			N-DO/TO	ANY	B	1	Glacier/Seward	AK	USDA	FS	DKOELLING@FS.FED.US	
33	562991	Glacier Ranger District Toilet Pumping Service			SB	ANY SB	A	1	Glacier	AK	USDA	FS	BEWELCH@FS.FED.US	
34	562119	Seward Ranger District Road Brushing			N-DO/TO	ANY	B	1	Seward	AK	USDA	FS	DKOELLING@FS.FED.US	
35	611699	Fire Arms Training			N-DO/TO	ANY	A	1	Girdwood	AK	USDA	FS	BEWELCH@FS.FED.US	

Procurement Opportunity Forecast

WWW.TRANSPORTATION.GOV/OSDBU/PROCUREMENT-FORECAST/SUMMARY/2017



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Fiscal Year 2017 Procurement Opportunity Forecast



The forecast data is for planning purposes, does not represent a pre-solicitation synopsis, does not constitute an invitation for bid or request for proposal, and is not a commitment by the government to purchase the desired products and services. Actual solicitation notices will be posted on FedBizOpps as prescribed by the Federal Acquisition Regulation (FAR). To learn more details about this forecast please view the following page: [Legal Information](#). To view a complete listing of all forecasted procurement in Excel format, please click onto the spreadsheet icon above.

Agency	Competition Type	Estimated Value	Procurement Category	RFP Quarter
- Any - ▼	- Any - ▼	- Any - ▼	- Any - ▼	- Any - ▼

FHWA	HUBZone	\$2 million-\$5 million	Construction	1st QTR	View full details
FHWA	To be determined	\$2 million-\$5 million	Construction	1st QTR	View full details
FHWA	To be determined	\$5 million-\$10 million	Education Services	1st QTR	View full details
NHTSA	Sole Source	\$1 million-\$2 million	Services (not listed)	1st QTR	View full details
FHWA	To be determined	\$10 million-\$20 million	Construction	1st QTR	View full details
VOLPE	Small Business Set-Aside	\$500,000-\$1 million	Construction	1st QTR	View full details
FHWA	To be determined	\$500,000-\$1 million	Construction	1st QTR	View full details
FHWA	Full and Open	\$50 million-\$100 million	Education Services	1st QTR	View full details
NHTSA	Full and Open	\$150,000-\$500,000	Services (not listed)	1st QTR	View full details
FHWA	To be determined	\$20 million-\$50 million	Construction	1st QTR	View full details
VOLPE	8(a) non-competitive	\$500,000-\$1 million	Construction	1st QTR	View full details
FHWA	Full and Open	\$5 million-\$10 million	Construction	1st QTR	View full details
FHWA	To be determined	\$5 million-\$10 million	Construction	1st QTR	View full details

Forecast of Contracting Opportunities

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FORECAST OF CONTRACTING OPPORTUNITIES

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« « 1 2 3 4 5 ... 65 » » 25 50 100

Welcome to the Forecast of Contracting Opportunities Tool!

The goal of this tool is to provide a nationwide dashboard of upcoming federal contracting opportunities. All projected procurements are subject to revision or cancellation. Final decisions on the extent of competition, small business participation, estimated value, or any aspect of the procurement action will not be made until each procurement is posted to Federal Business Opportunities (FEDBIZOPPS). Forecast data is for planning purposes only and is not a commitment by the Government to purchase the described products and/or services. Questions regarding a projected procurement should be addressed to the point of contact listed in the record. If you have any questions about the tool itself, contact us at forecasthelp@gsa.gov.

Cooling Tower Replacement

Listing ID: 6922	Agency: General Services Administration
Organization: PBS-Public Buildings Service	Award Status: Planning
Place of Performance: Laredo, TX	Type of Awardee: To Be Determined
Minimum Value: \$250,000.00	Maximum Value: \$500,000.00
Contract Type: Firm Fixed Price	NAICS Code: 238220
Acquisition Strategy: To Be Determined	Estimated Award Date (FY-QTR): 2017-4th

[View Details](#)

Chiller Replacement

Listing ID: 6921	Agency: General Services Administration
Organization: PBS-Public Buildings Service	Award Status: Planning
Place of Performance: Midland, TX	Type of Awardee: To Be Determined
Minimum Value: \$250,000.00	Maximum Value: \$500,000.00
Contract Type: Firm Fixed Price	NAICS Code: 238220
Acquisition Strategy: To Be Determined	Estimated Award Date (FY-QTR): 2017-4th

[View Details](#)

[HTTPS://HALLWAYS.CAP.GSA.GOV/APP/#/X/FORECAST-OF-CONTRACTING-OPPORTUNITIES](https://hallways.cap.gsa.gov/app/#/x/forecast-of-contracting-opportunities)

USASpending.gov is your source for information about government spending through contracts awarded by the federal government. The website is a searchable database that contains information for each federal award, including:

- Name of the entity receiving the award
- Amount of the award
- Transaction type and funding agency
- Location of the entity receiving the award
- Unique identifier of the entity receiving the award
- This information can be used to help you identify procurement trends within the federal government and potential opportunities.

**Welcome to the new USAspending.gov!**

We will continue to improve the data quality and display on a rolling basis. Questions? Check out our [About](#) page for important information on the data and authoritative sources or join the conversation on our [Community](#) page.

**USASPENDING.gov**

In 2017, the government spent **\$3.98 trillion.**¹

Curious to see how this money was spent? We hope so — we've opened the conversation around federal spending and provide the tools to help you navigate the budget from top to bottom.



Offices of Small and Disadvantaged Business Utilization (OSDBU)

- Many federal agencies have what is known as an Office of Small and Disadvantaged Business Utilization (OSDBU) or an Office of Small Business Programs (OSBP). These offices work within their agencies to identify opportunities to incorporate small businesses as vendors to their agencies. Each agency releases a forecast of anticipated procurement activities that includes potential small business opportunities.
- Once you have reviewed an agency forecast and used systems like FPDS and USASpending.gov to discern if there may be opportunities at a specific agency, it can be beneficial to reach out to the OSDBU to build a relationship with the agency. Additionally, each OSDBU holds trainings and events to help small businesses identify if there are opportunities with the agency. To learn more about OSDBUs and events.

Offices of Small and Disadvantaged Business Utilization (OSDBU)

- The goal of the OSBDU offices is:
 - to advocate for and manage the small business utilization programs for their organization.
- The Director of the OSDBU:
 - primary advocate - responsible for promoting the maximum practicable use of small business within the Federal Acquisition process.
- The OSDBU is tasked with:
 - ensuring that each Federal agency and their large prime vendors comply with federal laws, regulations, and policies to include small business concerns as sources for goods and services as prime contractors and subcontractors.
- Federal OSDBU Offices/Small Business Specialists: **visit agencies sites and use their search toll using the keyword OSDBU.**

Prepare Your Offer

- 3 Rules for a solicitation: - *Read it...Read it...Read it!!!*
- Request a Procurement History
- Attend Pre-Bid Meetings & Walk-Throughs
- Get clarification of ambiguities
- Proofread your proposal
- Submit it on time!



Types of Solicitations

Proposal Preparation

- Government contracting is big business
- Bid package is usually a set of documents to which a bidder would develop a responsive proposal
- Solicitations used by the government typically come in three formats
 - Request for Quote (RFQ)
 - Request for Proposal (RFP)
 - Invitation for Bid (IFB)

Request for Quotation (RFQ)

Proposal Preparation - Types of Solicitations

- RFQ is informational -- used by the government to obtain information and quotations
- Estimated value of the government's need is expected to be under \$150,000 and simplified acquisition procedures will apply
- RFQ may also be used in circumstances where simplified acquisition procedures are not used
- Bid package typically includes Standard Form 18 (SF18)

Request for Proposal (RFP)

Proposal Preparation - Types of Solicitations

- RFP will result in a negotiated contract
- Proposals are often discussed and negotiated with government buying units and pricing, technical requirements and deliverables are subject to change
- Bid package typically includes Standard Form 33 (SF33) or Standard Form 1447 (SF1447)
- Electronic procurement systems, such as GSA's eBuy
 - offer a fully electronic RFQ/RFP system

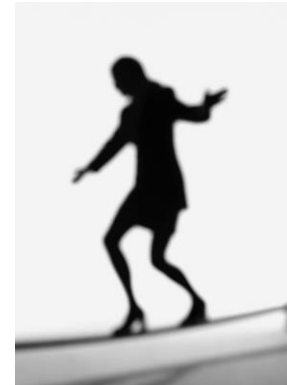
Invitation for Bid (IFB)

Proposal Preparation - Types of Solicitations

- IFB is often referred to as a sealed bid solicitation
- Price is key
- Bid package typically includes Standard Form 33 (SF33) or Standard Form 1447 (SF1447)

Contract Performance

- Contingency Plans
- Have a back up plan if something goes wrong
- Give yourself enough time to react
- Constantly communicate with the government when problems arise – No surprises
- Anticipating Final Inspection
- Make an appointment before shipping date
- On-Time delivery
- Establish a good track record



Getting Paid

- Know the paperwork process
- Keep good records
- Know your options
 - Progress payments
 - Prompt Payment Act
- EFT (electronic funds transfer)
- Accept government credit cards



Explore Subcontracting Opportunities

What are Prime Contractors Looking for in a Subcontractor?

- Firms that can provide products or services cheaper or better (more efficiently) than if they were made or performed in-house
- Good references
- Socio-economic status
 - Firms that can help a prime contractor to meet its socio-economic goals on Government contracts are always a bonus!!!

What Makes a Good Subcontractor?

- Understands every detail of the statement of work (SOW) as it applies to its subcontract;
- Understands the Government's expectations at the prime contract level;
- Meets the terms & conditions of its subcontract, especially with respect to price and delivery; and
- Keeps the lines of communication open –
 - Does not let problems fester
 - Does not ever let its customer be surprised!

Explore Subcontracting Opportunities

- Prime contract winners often require subcontracts to fulfill their requirements (contracts > \$700,000 and \$1,500,000 for construction)
- SBA's SUB-Net: Federal agencies, state and local governments, non-profit organizations, colleges and universities, and small businesses can use SUB-Net to post solicitations and notices. SUB-Net can be reached through the SBA's Home Page at web.sba.gov/subnet. Click on Search at the top of the page.

* Disclaimer: SBA obtains the names and addresses for this listing from subcontracting plans that are submitted to the Government when a large business receives a Federal contract over \$650,000.



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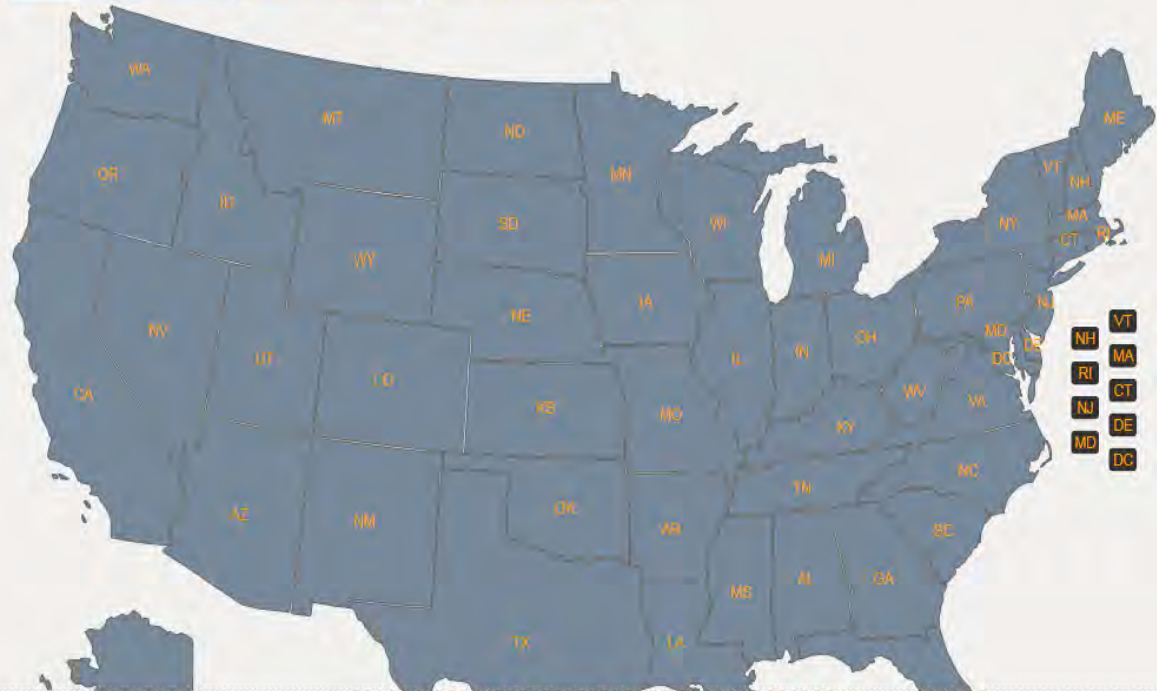
SubContracting Network(SubNet) - Public Search - (Version 1.0)

SubNet: A place where Small Business (SB) find Subcontract Opportunities
("Solicitation (SOL)", "Notice of Sources Sought" (NSS)) and Outreach Events.

☒ Solicitations/NSS Directory ☐ Business Directory ☐ Events Directory

To search for a SOL or NSS by place of performance location, select a location from the map or the appropriate drop-down list.

[Select a State](#) [Select a Territory](#)



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Marketing to the Government

- Define products and services
- Register in the System for Award Management (SAM)
- Develop a winning SAM and SBA Dynamic profile
- Prepare a quality capability statement
- Market directly to agencies
- Find contract opportunities
- Subscribe to bid matching services
- Use procurement vehicles
- Network – Learn from the wisdom of other agencies.

Learning Center

Grow your business

When business is good, it's time to expand. These courses are designed to help you find new funding, customers, and locations. Also included are several courses with information on SBA programs, such as government contracting, the SBA's All Small Mentor-Protégé program, and more.



Growing an established company

Evaluate your business needs and determine if you're ready to expand your business.

[View course](#)



Take your business global

Determine if exporting makes sense and whether the basic ingredients for export readiness are in place.

[View course](#)



Government contract proposals

Explains the government's contract-solicitation process and describes how to prepare a proposal in response.

[View course](#)



SBA's All Small Mentor-Protégé

This tutorial will help you answer the question, "Is SBA's All Small Mentor-Protégé program a good fit for my business?"

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PUERTO RICO AND US VIRGIN ISLANDS DISTRICT OFFICE

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Puerto Rico and US Virgin Islands District Office

273 Ponce de León Ave., Plaza 273, Suite 510

San Juan, PR

Phone: 787-766-5572

Fax: 787-766-5309

Locations:

San Juan | Christiansted, St. Croix

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Hours of Operation:

Monday through Friday 8:00 a.m. to 4:30 p.m.

District Director: Yvette T. Collazo

[Office Directory](#)

Resource Guide

[Puerto Rico and US Virgin Islands District Office Resource Guide](#)

[National Resource Guide \(En Español\)](#)



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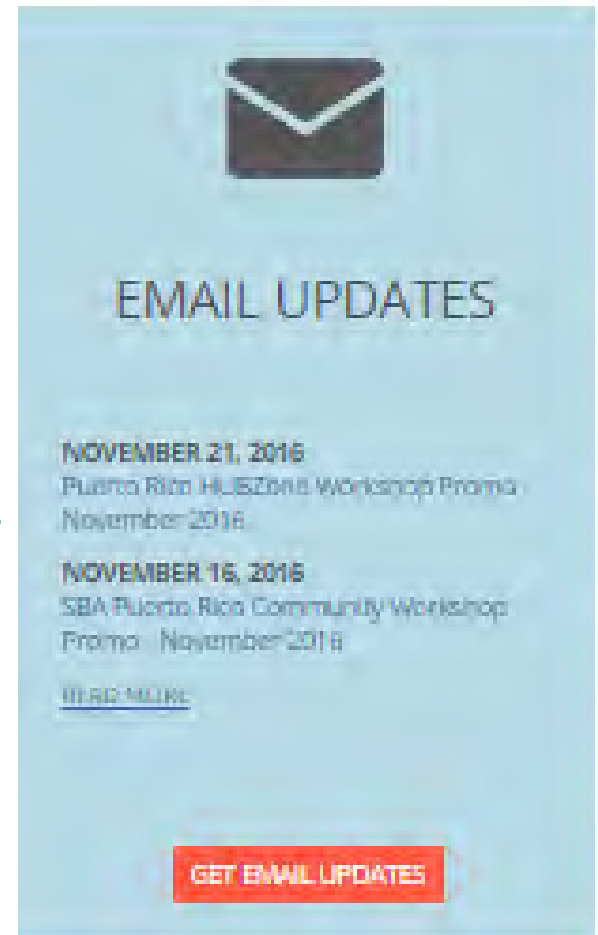


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Busque ayuda!

- PTACs – Puerto Rico Federal Contracting Center (FeCC) provide assistance to business firms in marketing products and services to the Federal, state and local governments available at no cost.

(787)758.4747 x.2268 www.federalcontractingpr.com

- Small Business Development Centers (SBTDC) – provide one on one management assistance to SB.

(787)763-5108 ext. 230 www.prsbtdc.org

- Women's Business Centers (WBC) - educational centers designed to assist women start and grow small businesses.

(787) 726-7045 www.mujeryempresas.org

- SCORE - The SCORE Association, supported by SBA, is a nonprofit association of thousands of volunteer business counselors throughout the U.S. and its territories. SCORE members are trained to serve as counselors, advisors and mentors to aspiring entrepreneurs and business owners.

(787) 766-5001 <https://sanjuanmetro.score.org>



Questions?

