

OPPORTUNITIES AND TIPS FOR SMALL BUSINESSES

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03/31/11

Contracting Opportunities

- \$536.6 billion in 2010
- \$98.3 billion to small businesses
- Sectors include defense, agriculture, transportation, energy, healthcare, ICT, education, environmental conservation, and more
- Prime contractors & subcontractors
- GSA Schedule

The Small Business Advantage

- Small Business Certification
- Small Disadvantaged Businesses / SBA 8(a)
- HUBZone
- Women-Owned Small Businesses
- Veteran & Service-Disabled Veteran-Owned

Category	Eligible \$	Actual \$	Goal %	Actual %
Small Business	\$432.3 B	\$98.3 B	23	22.73
Small Disadvantaged	\$432.3 B	\$33.8 B	5	7.83
Woman-Owned	\$432.3 B	\$17.4 B	5	4.03
Certified HUBZone Small	\$432.3 B	\$12.0 B	3	2.78
Service-Disabled Veteran-Owned	\$432.3 B	\$10.8 B	3	2.49

Source: SBA Scorecard 2010

Becoming a Government Contractor

1. Acquire relevant SBA certifications
2. Obtain a D-U-N-S number
3. Find the NAICS/SIC/PSC/FSC codes for your company
4. Register with Central Contractor Registration (CCR)
5. Complete the Online Representations and Certifications Application (ORCA)
6. Purchase Past Performance Evaluation (GSA only)
7. National Agency Check w/written inquiries (GSA only)

How to Find Government Contracts

- [Federal Business Opportunities](#)
- [GSA eLibrary](#)
- [California eProcurement Portal](#)
- [GSA Forecast](#)
- [SBA SUB-Net](#)
- [GSA Subcontractor Directory](#)

Government Contracting Resources



U.S. Small Business Administration

OFFICE OF
SMALL AND DISADVANTAGED
BUSINESS UTILIZATION

