

# HANDOUT



## *Laying the Groundwork for Government Contracting*

### **Overview**

The government is a large and competitive place. A small business has best chances of success if they:

- Gain practical experience in the private/commercial sector
  - ✓ Create a business plan for the commercial market
  - ✓ Understand your profit and loss
  - ✓ Learn how to run a successful business
- Perform research on government procurement sites
  - ✓ Who are you selling to?
  - ✓ What are they buying?
  - ✓ How are they buying it?
- Create a Government Plan with a PTAC Counselor
  - ✓ Specify how and when government contracting best fits into your business goals
  - ✓ Learn about certifications
  - ✓ Learn how to respond to solicitations

### **Eligibility**

The process to bid on government contracts is free and open to all legally established businesses. In order to take advantage our small business resources you must be:

- Owned by legal U.S. resident(s).
- “Small” in its primary industry in accordance with SBA’s size standards.
- Legally established in the State of Washington

### **Important Links**

#### 1. Federal

FedBizOpps is the main site where federal acquisitions over \$25k are posted.

[www.fbo.gov](http://www.fbo.gov)

(NOTE: Firm must register in the System for Award Management (SAM) at [www.sam.gov](http://www.sam.gov). in order to respond to a bid. No registration for fbo.gov is required to perform research.)

[www.USASpending.gov](http://www.USASpending.gov)

## 2. State of Washington

Washington State Department of Enterprise Services is the main procurement portal for the state

[www.des.wa.gov/services/contracting](http://www.des.wa.gov/services/contracting)

The Washington State Office of Minority and Womens Business Enterprises (OMWBE) is the oversight for the DBE certification used by the Department of Transportation.

[www.omwbe.wa.gov](http://www.omwbe.wa.gov)

## 3. Cities and Counties

Contact your local PTAC counselor for lists of procurement sites

## **Other Resources**

1. The SBA is the oversight organization for federal set aside programs. You can find more information regarding the various certifications available for small businesses as well as the calendar for upcoming trainings at:

[www.sba.gov](http://www.sba.gov)

2. PTAC is an organization funded in part by the Department of Defense and offers assistance in registering for SAM, registering for certifications, finding solicitations and marketing to the government.

[www.washingtonptac.org](http://www.washingtonptac.org)

4. Thurston County Economic Development Center ([www.thurstonedc.com](http://www.thurstonedc.com)) is a multi-pronged Small Business Development Center that is home to PTAC as well as:

- *Washington Center for Women In Business*
- *Small Business Development Center (SBDC)*
- *SCORE*
- *Workforce Development*
- *Veteran Services*
- *STEDI*