

Air Force District of Washington



Rules of the Road for Accessing Federal Contracts

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Rule 1:



- Does the Government buy your products or services?

- Do your Homework

- Find out what agencies buy and how they purchase

- Federal Procurement Data System

- Federal Business Opportunities

Government Purchase Card (GPC) is the preferred method for purchasing and paying for goods and services under the micro-purchase threshold.



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Rule 2:



- Are you ready to work with Federal agencies?
 - Registered in System for Award Management

 - Resources:
 - Small Business Administration
 - Subcontracting opportunities

 - Procurement Technical Assistance Centers

 - SCORE

 - Agency Small Business Specialist



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Rule 3:



- Read the information provided on the website
- Respond to Sources Sought/RFIs
- Review Agency Long Range Acquisition Estimates
- Attend Agency Small Business Events
 - Posting on Fed Biz Ops
- Get to know the Small Business Liaison Officer at the prime contractor site



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Tips



- Agency SBS serves as a liaison between you and Contracting Officer/Program Manager
- Only contact Contracting/Program Office when directed
- Posture yourself for renewal on recurring acquisition
 - Consider Teaming arrangement



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Helpful Links



- www.sba.gov
- www.score.org
- <http://aptac-us.org>
- www.fpds.gov/
- www.fbo.gov
- <http://smallbusiness.data.gov/>
- www.acquisition.gov
- <http://farsite.hill.af.mil>
- www.osdbu.gov
- www.airforcesmallbiz.org
- <http://www.usaspending.gov>



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SBA



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Learning Center: Find By Media Type | The U.S. Small Business Administration | SBA.gov - Internet Explorer provided by USAF

http://www.sba.gov/tools/sba-learning-center

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SBA
U.S. Small Business Administration
Office of International Trade & Business Development
2014-2015

Featured Tool
See how your business stacks up to the competition
START ANALYSIS

Get Local Assistance
Counseling, mentoring, and training from an SBA District Office, SCORE Chapter, Small Biz Development Center or Women's Biz Center in your area.
FIND RESOURCES

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10:08 AM 3/7/2014

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SBA-Subcontracting



The screenshot displays the SBA.gov website interface. At the top, there's a navigation bar with 'Starting & Managing', 'Loans & Grants', 'Contracting', 'Learning Center', 'Local Assistance', and 'About SBA'. The main content area is titled 'Sub-Contracting' and features a large image of hands writing on a document. Below the image, there's a paragraph explaining that subcontracting to a Prime Vendor is a great way for small businesses to 'get a foot in the door' of government contracting. To the right, there are two sidebars: 'SBA Direct' with a search filter for 'Find what matters most to you...' and 'Get Local Assistance Right in Your Area' with a 'FIND RESOURCES' button. At the bottom, there's a 'Recent Blogs About Contracting' section with a link to 'Government Contracting and Certification - What's It All Really Mean?'. The browser window shows the URL 'http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting' and the system tray at the bottom indicates the date is 3/7/2014 at 10:10 AM.

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SCORE



Free Small Business Advice | How-to Resources | Tools | Templates | SCORE - Internet Explorer provided by USAF

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