

# Entering the Federal Procurement Marketplace

## What is Federal Contracting

### STEP 1

**Familiarization with the Language, Basic Concepts and Process**

**Differences in Government and Commercial Sectors**

**Federal Acquisition Regulations**  
<http://Farsite.hill.af.mil>  
<https://www.acquisition.gov/far/>  
**Code of Federal Regulations**  
<http://www.gpoaccess.gov/cfr>

**Federal Needs**

**FedBizOpps**  
<http://www.fedbizopps.gov> or <http://www.fbo.gov>  
**Interior Department Acquisition System (IDEAS)**  
<https://ideasec.nbc.gov/j2ee/login.jsp>

**Small Business Set Aside Programs**

**SBA Table of Size Standards**  
<http://www.sbaonline.sba.gov/contractingopportunities/officials/size/table>  
**Small Business Size Regulations: 13CFR 121**  
<http://www.gpoaccess.gov/cfr>  
**North American Industry Classification System (NAICS)**  
<http://www.census.gov>

## Getting Started

### STEP 2

**Preparing your Business: Essential Certifications and Registrations**

**Small Business Certification Programs**

**Small Business Administration**  
<http://www.sba.gov>  
SDB, 8(a), Woman Owned, Veteran Owned, HUBZone, Service Disabled Veteran Owned Small Business (SDVOSB), Economically Disadvantaged Woman Owned Small Business (EDWOSB)

**Central Contractor Registration (CCR)**

<http://www.ccr.gov>

**Dynamic Small Business Search Tool (DSBS)**

<http://dsbs.sba.gov>

**Online Representations & Certifications Application (ORCA)**

<http://orca.bpn.gov>

## Doing Business with the Government

### STEP 3

**Federal Solicitations: Finding, Responding, and Obtaining Federal Work**

**Business Development**

**OSDBU Offices - Office of Small and Disadvantaged Business Utilization**  
<http://www.osdbu.gov/offices.html>  
**SADBUS - Small and Disadvantaged Business Utilization Specialist**

**Bid Evaluation and Selection (To Go or Not to Go)**

**Proposal Management and Development**