



Fact Sheet: Contracting with the Federal Government

How to Secure a Government Contract:

- **Identify your DUNS (Data Universal Numbering System) Number:** A DUNS number is used to identify and track millions of businesses. Obtain your free DUNS number when you register your business with Central Contractor Registration (CCR) System at www.ccr.gov.
- **Identify your EIN (Employee Identification Number):** An EIN, or tax identification number, is generally required of all businesses. For more information, go to www.irs.gov/businesses/small/.
- **Identify your NACIS (North American Industry Classification System) code:** The NACIS codes are used to classify the industries of a particular business. To register your business in CCR, you must supply at least one code. Determine your codes at www.census.gov/eos/www/naics/.
- **Register with CCR:** CCR is a database of companies wanting to do business with the federal government. Check out www.ccr.gov for more information.
- **ORCA (Online Representations and Certifications Application) :** You must complete representations and certifications for small business size and program status. Check out orca.bpn.gov. You will also be asked to enter your small business profile information at the SBA Supplemental Page.
- **General Services Administration (GSA) Schedule:** Becoming a GSA schedule contractor increases your opportunity for contracts across government. More information is available at www.gsa.gov/schedules.
- **FedBizOpps (Federal Business Opportunities):** FedBizOpps helps you identify the needs of federal agencies and contracting opportunities that are available. See www.fbo.gov.

Identifying Contracting Opportunities:

- **Defense Contracting:** The Department of Defense, Military Departments and Defense Supply Centers set aside specific contracting opportunities for small businesses. To learn more, read the Small Business Guide to Doing Business with DOD (http://www.acq.osd.mil/osbp/doing_business/index.htm).
- **Federal Procurement Data Systems –NG:** FPDS-NG is the repository of all federal contracting data for contracts in excess of \$25,000. Visit www.fpds.gov/fpdsng.cms.
- **USA Spends:** Use to find information about government spending (www.USASpends.gov).
- **SUB-Net:** The SUB-Net database is a listing of subcontracting solicitations and opportunities posted by large prime contractors and other non-federal agencies (www.sba.gov/content/sub-net).

Financing Government Contracts:

- **SBA Express Loans** and **SBA Contract CAPLines** can be used to cover overhead or general and administrative expenses of contracting. These programs are not for start-ups or firms that are new to contracting. Find out more information at www.sba.gov.

Other Resources:

- Sign up for one of our government contracting classes at <http://www.sba.gov/content/online-courses-government-contracting>.