**Getting Started in Government Contracting**

**First Steps for Federal Government:**

**Researching the Government Market:**

* USA.gov
  + [www.search.usa.gov](http://www.search.usa.gov)
* Acquisition Central
  + [www.acquisition.gov/](http://www.acquisition.gov/)
* Government Purchases:
  + [www.fbo.gov](http://www.fbo.gov)
* Government contracts and competitors winning awards:
  + [www.usaspending.gov](http://www.usaspending.gov)
* Federal Procurement Data System – Next Generation
  + [www.fpds.gov](http://www.fpds.gov)
* Find other businesses registered with the government:
  + [www.sam.gov](http://www.sam.gov)
* Learn about contracting from SBA’s site:
  + [www.sba.gov/contracting](http://www.sba.gov/contracting)

**Obtain a D&B D-U-N-S Number:** Government **#**1-866-705-5711

* <http://fedgov.dnb.com/webform>
* DNB#: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* User ID # \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Password: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Identify NAICS Codes:** (6 digit code identifying your companies industry)

* [www.census.gov/eos/www/naics/](http://www.census.gov/eos/www/naics/)

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**Determine Product and Service Codes:**

* [www.acquisition.gov/PSC\_Manual](http://www.acquisition.gov/PSC_Manual)

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**Register in System for Award Management (SAM):**

* [www.sam.gov](http://www.sam.gov)
* User ID #: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* Password: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* MPIN: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
* CAGE Code: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**DLA Internet Bid Board System (DIBBS):** (Purchased supply items by Dept. of Defense)

* Research items purchased, contracts awarded and register:
  + <http://www.dla.mil/HQ/Acquisition/Business/>

**SBA General Log-on System (GLS):**

* [eweb.sba.gov](https://eweb.sba.gov)
  + User ID# \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
  + Password: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

**Small Business Set Aside Programs:**

* Small Business (Goal = 23%) [www.sba.gov](http://www.sba.gov)
* Woman-Owned (WOSB & EDWOSB) (Goal = 5%) [www.sba.gov/wosb](http://www.sba.gov/wosb)
* HUBZone (Goal = 3%) [www.sba.gov/hubzone](http://www.sba.gov/hubzone)
* Veteran Owned <https://www.vip.vetbiz.va.gov/>
* Service Disabled Vet. Owned (Goal = 3%) <https://www.vip.vetbiz.va.gov/>
* 8(a) Program (Goal = 5%) [www.sba.gov/8abd](http://www.sba.gov/8abd)

**General Service Administration (GSA) Schedules:**

* Searching schedules and competitors already on schedules:
  + [www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov)

**First Steps for the State of Ohio:**

**Research:**

* Ohio Checkbook – [ohiocheckbook.com](http://ohiotreasurer.gov/Transparency/Ohios-Online-Checkbook)

**Determining your UNSPSC Codes:**

* [www.unspsc.org/search-code](http://www.unspsc.org/search-code)

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**Register with the State of Ohio and to see opportunities:**

* [www.ohio.gov/procure](http://www.ohio.gov/procure)
  + User ID#: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_
  + Password: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Ohio Facilities Construction Commission:

* <http://ofcc.ohio.gov/>



Sharon Hopkins – E: [hopkins1@ohio.edu](mailto:hopkins1@ohio.edu)

Procurement Technical Assistance Center (PTAC)

T: 740-597-1868

[www.ptac.ohio.edu](http://www.ptac.ohio.edu)