



News Release

WYOMING DISTRICT OFFICE

Release Date: February 13, 2003

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Release Number: 03-06

GOVERNMENT PROCUREMENT OPPORTUNITIES

The United States government is the single largest consumer of supplies and services in the world. With over \$250 billion in annual purchases, no other nation, or corporation for that matter, can match its purchasing power.

The government creates a huge market for U.S. businesses. Government agencies purchase almost any goods or service imaginable, from high technology including missiles, ships, aircraft, vehicles, and telecommunication systems, to more commercial types of items like office furniture, repair and maintenance services, shoes, sports equipment, medical services and supplies, computers, food, janitorial services, video equipment, paper, tools, construction, accounting services, and real estate, to name a few. No other potential customer provides more opportunities for small businesses than the federal government.

Because many small businesses are not familiar with the rules, regulations, and requirements, which are part of the federal procurement process, they are often at a disadvantage when trying to win federal contracts. The U.S. Small Business Administration (SBA) can help overcome these barriers. The SBA works closely with other federal agencies and the nation's leading federal contractors to ensure that small businesses obtain a fair share of government contracts and subcontracts.

Five important steps, which any business should take if they wish to get involved in government contracting, include:

1. Register in Procurement Marketing and Access Network (PRO-Net) and the Centralized Contractor Registration (CCR) System.

PRO-Net is a database that is used to identify firms for prime and subcontracting opportunities. CCR is a database designed to hold information relevant to procurement and financial transactions. Both registrations can be achieved by going to <http://pro-net.sba.gov>.

2. Identify current Federal procurement opportunities.

Federal Business Opportunities (FedBizOps) <http://www.fedbizopps.gov> is the exclusive official source for public access to notices of Federal contracting actions over \$25,000.

3. Become a client of Procurement Technical Assistance Centers (PTAC).

PTAC's are funded, in part, by the Department of Defense, and provide technical contracting and marketing assistance to small businesses wishing to do business with any federal agency.

4. Determine if your firm qualifies for one of SBA's Certification Programs.

The SBA currently has 3 contracts-related certification programs. These include 8(a) Business Development, Small Disadvantaged Business (SDB), and Historically Underutilized Business Zone (HUBZone). Each can provide firms with a competitive edge in federal contracting.

5. Market, Market, Market!

After identifying agencies, researching requirements, and becoming familiar with government procurement regulations, it is time for a business to market its product or service. Firms may present their capabilities directly to those buying offices that purchase their products or services.

For more information on government contracting assistance and programs, contact the SBA Wyoming District Office at 307-261-6508, or the Wyoming Procurement Technical Assistance Center (GRO-Biz) at 307-637-4990.

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