

How to Become a United States Government Contractor

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Getting the government to find you; Finding government business

Where to Begin

- Registration on the Central Contractor Registry (CCR) is required to perform government contracts. This includes SBIR (Small Business Innovation Research) Grants
<http://www.ccr.gov>

How to Get on the CCR

- Get a D-U-N-S Number (Data Universal Numbering System)
 - <https://eupdate.dnb.com/requestoptions/government/ccrreg>
 - OR (866) 705-5711
- Have Taxpayer Identification Number.
- Get Commercial and Government Entity (CAGE) Code
 - <https://www.bpn.gov/CCR/scripts/index.html>
- Find your Federal Supply Classification (FSC) Code
 - <http://www.drms.dla.mil/asset/fsclist.html>

Finding Opportunities

- Federal Business Opportunities is published daily:
<http://www.FedBizOpps.gov>
- Technical Research Opportunities - Federal Agencies publish lists of “SBIR” topics twice a year.
The Department of Defense opportunities:
<http://www.acq.osd.mil/sadbu/sbir>
- Use “Favorites” to track opportunities

Using Software

- PDF (Adobe Acrobat) gives you configuration control of documentation.
- Project management software for government contracts is a tool to manage meeting contract requirements.
- Database contact software, e.g. Outlook, can track all communications and helps maintain key relationships.

Overview of the System

- The Federal Acquisition Regulation (FAR) is a detailed set of rules. “Law of the jungle” does not apply as it does in many commercial situations.
- Like the tax code, the FAR is complicated, but can be lived with successfully with a modicum of care.

Where to Begin?

- Create “Favorites” on Browser at Key Websites Such as Federal Business Opportunities
- Create “Favorites” on SBIR Websites
- Visit Websites Regularly Based on Frequency of Publications
- Qualify to Respond to RFP’s
- Learn Proper Approach to Responding to RFP’s – Software Options

How to Increase Government Contract Revenue

- Automate Review of RFP’s
- Understand Performance-Based Contracting
- Develop and/or Purchase Project Management Software for Government Contracts
- Use Database Contact Software to Maintain Key Relationships

Writing Proposals

- Insightful observations from an overseas IT Consultant
<http://www.nsd.ru/home.asp?artid=380>
- Book available at bookstores on writing proposals: Successful Proposal Strategies for Small Businesses: Winning Government, Private Sector, and International Contracts (Artech House Technology Management and Professional Development Library) by Robert S. Frey, (July 1999)
- Handbook for SBIR proposal preparation:
<http://www.sba.gov/gopher/Innovation-And-Research/SBIR-Pro-Prep/>