Steps to Do Business with the Federal Government

**STEP 1: EDUCATE Yourself on How to Do Business with the Federal Government**

C. Procurement Technical Assistance Center (PTAC) [http://www.aptac-us.org/](http://www.aptac-us.org/) (Free Support)
D. Small Business Administration (SBA) Website [www.sba.gov](http://www.sba.gov)
F. Government Contract Policy
G. Wide-Area Workflow (Government Invoicing System) [https://wawf.eb.mil](https://wawf.eb.mil)
H. Reach out to AFSC Small Business Office for Guidance: 405.739.2601 or email: afsc.sb.workflow@us.af.mil

**STEP 2: Define Your PRODUCT/SERVICE and IDENTIFY Your MARKET**

B. Identify Potential NAICS Codes: [https://www.census.gov/eos/www/naics/](https://www.census.gov/eos/www/naics/)
C. Find who is buying your product/goods/service: [www.USAspending.gov](http://www.USAspending.gov)

**STEP 3: REGISTER Your Company to do Business with Government**

A. Must be Registered in System for Award Management ([www.sam.gov](http://www.sam.gov))
   a. Need to have your NAICS [https://www.census.gov/eos/www/naics/](https://www.census.gov/eos/www/naics/)

**STEP 4: Find Government OPPORTUNITIES**

A. All acquisitions >$10K listed on Federal Business Opportunities (FBO) [www.fbo.gov](http://www.fbo.gov)
B. Defense Internet Bid Board [https://www.dibbs.bsm.dla.mil/](https://www.dibbs.bsm.dla.mil/)
C. General Services Administration [https://www.gsa.gov/portal/category/100000](https://www.gsa.gov/portal/category/100000)
   a. RPOW (Requirement Projection on Web)
   b. Target List (what AFSC Supply Chain plans to buy)
   c. Industry Days – Advertised on FBO
F. Sub -Contracting Opportunities [http://web.sba.gov/subnet](http://web.sba.gov/subnet)
G. United States/Canada Joint Certification Program (JCP) [https://www.dlis.dla.mil/jcp/](https://www.dlis.dla.mil/jcp/)

**STEP 5: Ready to PROPOSE**


NOTE: Small Business Office is YOUR advocate. Reach out to provide capability briefings and/or to answer any questions: AFSC/SB – 405.739.2601 or [http://www.afsc.mil/Units/SBO.aspx](http://www.afsc.mil/Units/SBO.aspx) or email: afsc.sb.workflow@us.af.mil