

# GET STARTED

## Have your business formed

EIN, Structure, Business Licenses...

## Establish Relationships

Banker, Accountant, Attorney, Insurance Agent, Coaches (**The Catalyst**), Marketing & Social Media Expert, Contract Manager

Expert, Board of Advisors

## Ensure you have a Business Plan

Put in writing. Attend Engage in Entrepreneurship with

**The Catalyst**

# ROADMAP TO BECOMING A GOVERNMENT CONTRACTOR

Take **The Catalyst's** Training class

## GOVERNMENT CONTRACTING 101

Begin the Government Contracting Credential Series

## REGISTRATION

### Obtain D-U-N-S Number

Number is used around the world to identity and access information on businesses **1-866-705-5711**

### Determine your NAICS Code

North American Industry Classification System , to identify products and services at [naics.com/search](http://naics.com/search)

### Register in SAM

System for Award Management at [SAM.GOV](http://SAM.GOV)

### Recieve CAGE CODE

#### Determine Small Business Certifications:

<https://certify.sba.gov/>

#### Review your SBA DSBS:

[https://web.sba.gov/pro-net/search/dsp\\_dsbs.cfm](https://web.sba.gov/pro-net/search/dsp_dsbs.cfm)

## CAPABILITIES STATEMENT

Create a one page snapshot of your company's strengths and past experience. Why should the government do business with you!

For more, attend a Capabilities Boot Camp at **The Catalyst.**

## LOOK FOR OPPORTUNITIES

- Acquisition Central
- SAM.GOV
- Federal Procurement Data System
- USASpending.gov
- SBA Size Standards NAICS
- General Services Administration (GSA)
- FedConnect
- DoD Small Business Offices
- Attend Virtual Matching Events through

**The Catalyst !**

## NETWORKING

- Find Professional Organizations in your community and get ACTIVE
- Meet with the Government Agency that you want to work with
- Look for teaming partners
- Research Your Market:
  - Know what agencies buy your products/service
  - Find your niche
  - Know your competition
  - Understand government spending