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

REGISTRATION
Obtain D-U-N-S Number
Number is used around the world to identify 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
Register in SAM
System for Award Management at 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

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！”

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.

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

ROADMAP TO BECOMING A GOVERNMENT CONTRACTOR
Take The Catalyst’s Training class
GOVERNMENT CONTRACTING 101
Begin the Government Contracting Credential Series
Recieve CAGE CODE
Determine Small Business Certifications:
Review your SBA DSBS:
Find Professional Organizations
Meet with the Government Agency
Look for teaming partners
Research Your Market:
• Know what agencies buy your products/service
• Find your niche
• Know your competition
• Understand government spending

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!