



A GUIDE TO SMALL BUSINESS CONTRACTING

NAVIGATING THE
FEDERAL PROCUREMENT PROCESS



SENATOR OLYMPIA J. SNOWE

RANKING MEMBER

UNITED STATES SENATE

COMMITTEE ON SMALL BUSINESS AND ENTREPRENEURSHIP

CONTACTING SENATOR SNOWE'S OFFICE

As Ranking Member of the Senate Committee on Small Business and Entrepreneurship, I hope this guidebook will help explain the process of obtaining a government contract. If you have further questions, please feel free to contact my staff at any of these offices:

Washington D.C. Office

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Washington, D.C. 20510
Phone: (202) 224-5344
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Small Business Committee Office

428A Russell Senate Office Building
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Two Great Falls Plaza
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Fax: (207) 782-1438

Augusta Office

Edmund S. Muskie Federal Building
40 Western Avenue
Room 408C
Augusta, Maine 04330
Phone: (207) 622-8292
Fax: (207) 622-7295

Bangor Office

202 Harlow Street
Suite 214
Bangor, Maine 04401
Phone: (207) 945-0432
Fax: (207) 941-9525

Biddeford Office

227 Main Street
Biddeford, Maine 04005
Phone: (207) 282-4144
Fax: (207) 284-2358

Portland Office

3 Canal Plaza
Suite 601
Portland, Maine 04101
Phone: (207) 874-0883
Fax: (207) 874-7631

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169 Academy Street
Suite A
Presque Isle, Maine 04769
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COMMITTEE ON SMALL BUSINESS AND ENTREPRENEURSHIP



INTRODUCTION

Dear Small Business Owner:

The federal government is the largest buyer of goods and services in the world, spending over \$500 billion in Fiscal Year 2009 alone. This provides a reliable opportunity for small businesses to broaden their customer base, foster growth and development, and create new jobs. However, federal procurement remains an untapped resource for many small businesses. As Ranking Member of the United States Senate Committee on Small Business and Entrepreneurship, I hear from countless businesses who are interested in participating in government contracting but have no experience and just do not know where to begin.

Finding and obtaining a government contract can be a daunting task for many small business owners. For this reason, I have created this guidebook to help explain the process of obtaining a government contract and the resources available to small businesses interested in government contracting. This guide is meant as an overview of the federal contracting process and opportunities that are available to small businesses. The guidebook is comprised of nine sections. These sections provide information on the registration process, types of contracts available to small business owners, federal agencies that provide specific funding for contracting with small businesses, submission of unsolicited proposals, and of course who to contact should you need assistance.

The following resource guide attempts to provide a starting point and list of ideas for the various types of contracting opportunities available to small businesses. However, this guide is not a substitute for small businesses to research potential contracting opportunities on their own. With one out of every six federal dollars going towards contracting, small businesses have a great opportunity to procure contracts and establish a working relationship with the federal government. At the end of this guide, a list of contracting resources can be found which provides links to online information for small businesses to further research opportunities which may not have been explained in full detail.

As you move forward with exploring contracting opportunities with the government, please feel free to contact my staff of the Senate Committee on Small Business and Entrepreneurship at (202) 224-7884 if additional questions or concerns arise.

Sincerely,



Olympia J. Snowe
United States Senator



TABLE OF CONTENTS

Registering Your Small Business	3
Step 1: Obtain a DUNS Number	3
Step 2: Register in Central Contract Registration (CCR) Database.....	3
Step 3: Self-Certify That You Meet the Definition of a Small Business	3
Step 4: Register with the Online Representations and Certifications Application (ORCA).....	4
Step 5: Obtain an Open Ratings Past Performance Evaluation.....	4
Types of Small Business Contracts.....	5
1. Contracting as the Prime Contractor	5
2. Contracting as the Subcontractor	5
Opportunities For Traditionally Underutilized Small Business Owners	6
1. Section 8(a) Business Development Program.....	6
2. Service-Disabled Veteran-Owned Small Business (SDVOSB).....	7
3. Historically Underutilized Business Zones (HUBZone) Small Business Program	8
4. Women-Owned Small Business (WOSB) Federal Contract Program	8
Federal Offices of Small and Disadvantaged Business Utilization	10
Example: Contracting with the Department of Defense (DOD)	10
GSA Contracting Schedules	12
Additional Information.....	12
Unsolicited Contract Proposals.....	13
Who to Contact For Assistance.....	14
Contacting Senator Snowe’s Office.....	16
Small Business Contracting Resources.....	17



REGISTERING YOUR SMALL BUSINESS

In order to be eligible for government contracting, a small business owner must first register as a vendor. Registration allows a small business to be recognized as such and therefore be eligible for contracts set aside for small businesses. The primary steps for registration are listed below:

STEP 1: OBTAIN A DUNS NUMBER

The first step is to obtain a DUNS number. This unique 9-digit number is used to identify a business. These numbers can be requested online or by calling Dun & Bradstreet (D&B), an independent organization which maintains and assigns these numbers. Registration for a DUNS number can be done online at: <http://fedgov.dnb.com/webform>.

STEP 2: REGISTER IN CENTRAL CONTRACT REGISTRATION (CCR) DATABASE

Upon receipt of a DUNS number, all small businesses must register in the Central Contract Registration (CCR) database. This is required by Federal Acquisition Regulations (FAR) for all businesses who wish to be considered for a government contract. Submitting your small business profile in CCR allows federal agencies who are searching for certain types of services and goods to contact your small business regarding federal contracting opportunities. Registration in CCR can be done online at: <http://www.bpn.gov/ccr/default.aspx>.

STEP 3: SELF-CERTIFY THAT YOU MEET THE DEFINITION OF A SMALL BUSINESS

When registering in CCR, a small business must self-certify that it fits the definition of a small business as defined by the United States Small Business Administration (SBA). The SBA defines a “small business” based on either the average number of employees over the past year, or the average annual receipts over the past three years. Additionally, SBA defines a small business as one that is independently owned and operated and is not dominant in its field. However, it is important that each business looks at the industry guide, known as the North American Industry Classification System (NAICS), as the size that constitutes a “small business” differs depending on the industry. The SBA maintains a guide on classifying your small business that can be easily accessed on their website at: http://www.sba.gov/sites/default/files/Size_Standards_Table.pdf.



STEP 4: REGISTER WITH THE ONLINE REPRESENTATIONS AND CERTIFICATIONS APPLICATION (ORCA)

Although not all federal government contracting opportunities require this, a majority of federal agencies including Department of Defense (DOD), National Aeronautics and Space Administration (NASA), and the Department of Homeland Security do. ORCA replaces most of the paper based representations and certifications, and is used for a small business to certify its federal contracts. A business is only required to register with ORCA once it submits a proposal in response to a specific solicitation. In order to register with ORCA a small business must already have registered with CCR and obtained a Marking Partner ID (MPIN). A MPIN is a personal code that grants a CCR registrant access to other government sites. A small business should automatically receive a MPIN once registered for CCR. Registration for ORCA can be done online at: <https://orca.bpn.gov/>.

STEP 5: OBTAIN AN OPEN RATINGS PAST PERFORMANCE EVALUATION

Again, this step will not be required for all small businesses, but certain federal contracting opportunities require this. For example, those interested in General Services Administration (GSA) schedules will need to obtain a past performance evaluation from Open Ratings, a Duns & Bradstreet Company. This can be ordered online at: <http://www.ppereports.com>.

This independent evaluation is based on an audit of customer references. As a small business you must typically provide from 4 to 20 previous customers' reference information including e-mail addresses. The rating is then based on a statistical analysis of various performance data and survey responses. Most importantly, this step requires a fee as this Open Ratings report costs \$185.



TYPES OF SMALL BUSINESS CONTRACTS

There are two types of federal contracts available to small businesses; prime contracts and subcontracts. A prime contract is given specifically to an individual small business without utilizing the resources of another business. This differs from a subcontract where only a specific portion of a larger contract is awarded to a small business.

1. CONTRACTING AS THE PRIME CONTRACTOR

Once registered as a small business, you are able to bid on any federal government contract that you feel capable and ready to perform. Many federal government agencies even set aside percentages of their contracts especially for small businesses. In order to find these opportunities a small business may search for government contracting opportunities based on industry, location, or agency at Federal Business Opportunities (FedBizOpps). This can be found online at <https://www.fbo.gov>.

Contact Information

If you need further information, SBA provides Procurement Center Representatives (PCR) throughout the country to assist you with obtaining government contracts. These individuals are available to help assist and counsel small business owners on obtaining federal contracts. To find one in your area please refer to the SBA's website at <http://www.sba.gov/content/government-contracting-field-staff-directory>.

2. CONTRACTING AS THE SUBCONTRACTOR

Another avenue for small businesses to learn the federal contracting process is to become a subcontractor to a large business. Generally, any large business that receives a contract over \$650,000 (or \$1.5 million for construction) must submit a proposal to include small businesses as subcontractors. SBA maintains a database for sub-contracting opportunities known as SUB-Net. A small business interested in these opportunities can view these opportunities online at: <http://www.sba.gov/subnet>. Once a subcontract is awarded a small business must also register in the Electronic Subcontracting Reporting System. This can be done online at: <http://www.esrs.gov>.

Contact Information

If you need further information, SBA offers Commercial Market Representatives (CMRs) to assist you with subcontracting throughout the country. These individuals are available to help counsel small business owners interested in subcontracting, and facilitate subcontracting opportunities between small business owners and prime contractors. To find one in your area please refer to: <http://www.sba.gov/content/government-contracting-field-staff-directory>.



OPPORTUNITIES FOR TRADITIONALLY UNDERUTILIZED SMALL BUSINESS OWNERS

Small business is a critical partner in reviving our economy, but the government has recognized that occasionally certain small businesses are overlooked for contracting opportunities. Due to this, SBA and Congress have created specific programs to benefit a variety of small businesses that traditionally have been socially or economically disadvantaged. These programs aim to allot a portion of contracts to certain types of small business owners in the hopes of increasing their presence in federal government contracting.

1. SECTION 8(A) BUSINESS DEVELOPMENT PROGRAM

The “8(a) program,” as it is known because of its location in the Small Business Act, is a business assistance program for socially and economically disadvantaged small business owners. Small businesses must apply and become certified by the SBA to participate in this program. Although this program does much more than provide contracting opportunities, participants in this program can receive sole-source contracts up to a ceiling of \$4 million for goods and services, and \$6.5 million for manufacturing. Additionally, participants are able to pursue specialized joint-venture contracting opportunities as participants in the Mentor-Protégé Program. The Mentor-Protégé Programs pairs an 8(a) business in the developmental stage with a Mentor to gain experience, and learn from the Mentor’s success and expertise.

❖ Eligibility Requirements

- Must be 51 percent owned and controlled by socially and economically disadvantaged individuals.
 - Certain groups such as African Americans, Hispanic Americans, Native Americans, Asian Pacific Americans, and Subcontinent Asian Americans are automatically considered to fit the socially disadvantaged category.
 - To be considered **economically disadvantaged** a small business owner must submit a narrative and personal financial document regarding income, assets, and net worth.
- Must be a U.S. Citizen.
- Must demonstrate a potential for success (generally this means one must be in business for at least two years prior to applying).
- Must fit the SBA definition of a small business.
- Must be in good standing of 8(a) program when applying for a contract.



Contact Information

Small Business Administration
Office of Business Development
409 3rd Street, S.W. Suite 8800
Washington, DC 20024
Telephone: (202) 205-5852
Fax: (202) 205-7259
Website: <http://imedia.sba.gov/vd/media1/training/sbdtool/player.html>

2. SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS (SDVOSB)

Federal contracting officers are allowed to restrict competition, i.e. “set aside contracts” to SDVOSBs who meet specific criteria in order to increase SDVOSB presence in federal contracting. Currently, the federal government has a goal that requires 3 percent of all prime and subcontracts to be awarded to SDVOSBs. The Department of Veterans Affairs (VA) maintains a database called Vendor Information Pages (VIP) which lists SDVOSBs. This can be found online at: <http://www.vetbiz.gov>.

❖ Eligibility Requirements

- Must have Department of Defense Form (DD Form) 214 (Certificate of Release or Discharge from Active Duty) to prove service in the Armed Forces.
- Letter from Department of Veterans Affairs or discharge paper from branch of service, stating that you have a service connected disability.
- Must fit the SBA definition of small business.
- Must be 51 percent owned by a service-disabled veteran.
- A Service-Disabled Veteran must hold the highest position in the small business.
- A Service-Disabled Veteran Owner must control the management and daily operations of the small business.

Contact Information

Small Business Administration
Office of Veterans Business Development
409 3rd Street, S.W. Suite 5110
Washington, DC 20024
Telephone: (202) 205-6773
Fax: (202) 205-7292
Website: <http://www.sba.gov/about-offices-content/1/2985>



3. HISTORICALLY UNDERUTILIZED BUSINESS ZONES (HUBZONE) SMALL BUSINESS PROGRAM

The HUBZone program is meant to encourage economic development in historically underutilized business zones by promoting and providing access to federal contracting opportunities. The federal government has a goal that 3 percent of all federal prime contracts dollars are awarded to HUBZone businesses. The SBA regulates the program by determining which small businesses meet the criteria and provides those small businesses with enhanced contracting opportunities. A HUBZone certified small business may also benefit from a 10 percent price evaluation preference when the HUBZone small business competes with large businesses.

❖ Eligibility Requirements

- Must be 51 percent owned and controlled by U.S. Citizens, Community Development Corporation, agricultural cooperative, or Indian Tribe.
 - Principal Office must be located within a “Historically Underutilized Business Zone.” In order to see if you’re business is located in a HUBZone area, please view the map at: <http://map.sba.gov/hubzone/init.asp#address>.
- 35 percent of all small business employees must live in a HUBZone.
- Must fit the SBA definition of small business.

Contact Information

Small Business Administration
Office of HUBZone Program
409 3rd Street, S.W. Suite 8800
Washington, DC 20024
Telephone: (202) 205-8885
Fax: (202) 205-7167
E-mail: hubzone@sba.gov
Website: <http://www.sba.gov/content/hubzone-1>

4. WOMEN-OWNED SMALL BUSINESS (WOSB) FEDERAL CONTRACT PROGRAM

The WOSB program seeks to provide equal access to federal contracting opportunities for women-owned small businesses in certain industries. This program allows contract officers to set aside contracts for certified WOSB who represent those industries in which women are typically or substantially underrepresented. The SBA has identified 83 specific industries where a WOSB may be eligible to obtain a set-aside for government contracts. The SBA began this



program in February 2011 and contracts are not expected to begin being awarded until the fourth quarter of fiscal year 2011.

Eligibility Requirements

- Must be 51 percent owned and controlled by one or more women.
- Must be primarily managed by one or more women.
- Women must be U.S. Citizens.
- Must fit the SBA definition of small business.
- Must be part of identified industries in which women are underrepresented and underutilized. This list can be found at:
http://www.sba.gov/sites/default/files/files/gc_wosb_naics_grids.pdf.
- WOSB Program Certification
 - Self-certify that your small business is eligible for this program with supporting documents.
 - Third Party Certify with supporting documents.
- Update status in CCR and ORCA to indicate that they are eligible to participant.
- Obtain login for SBA's General Login System (GLS) to access the WOSB Program Repository and upload all required documentation.

Contact Information

Office of Government Contracting and Business Development

409 3rd Street, S.W. Suite 8000

Washington, DC 20024

Telephone: (202) 205-6459

E-mail: wosb@sba.gov

Website: <http://www.sba.gov/content/contracting-opportunities-women-owned-small-businesses>



FEDERAL OFFICES OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION

In order to assist small businesses with federal contracting, Offices of Small and Disadvantaged Business Utilization (OSDBU) have been established in numerous Federal Agencies. These offices were created by the Small Business Act, and are meant to promote small business participation in federal contracting within the agencies. All small business owners interested in contracting within a specific federal agency are advised to visit the agency's website, or contact the agency's OSDBU director or small business specialist to ensure that their small business meets all the requirements. Further contact information for OSDBU offices throughout the federal government can be found at: <http://www.osdbu.gov/>.

As an example, below we have included information for contracting with the Department of Defense (DOD) in order to demonstrate the steps for contracting within a specific federal agency. This example highlights important additional DOD requirements, which demonstrate the importance of working with an agency's OSDBU office to guarantee complying with federal contract requirements.

EXAMPLE: CONTRACTING WITH THE DEPARTMENT OF DEFENSE (DOD)

The Department of Defense (DOD) is a large agency which encompasses the US Army, US Navy, US Marines, and US Air Force. Therefore, the DOD offers numerous contracting opportunities for small businesses. Annually, the DOD estimates that it allots 20 percent of its procurements contracts, and over 30 percent of its sub-contracts to small businesses. However, the DOD stipulates additional registration requirements in order to be considered for its contracting opportunities.

A. Register with the Online Representations and Certifications Application (ORCA)

First, to do business with the DOD a small business must also register with the Online Representations and Certifications Application (ORCA).

B. Obtain a Security Clearance

Some contracting projects with the DOD require a security clearance. There are three levels of security clearance; top secret which is the highest, secret which is the middle, and confidential which is the lowest. These clearances exist for both the facility and the personnel involved with the project. If your small business does not have a security clearance, your business may still apply for the contract. Upon receiving the contract, your business would then



be eligible to apply for a security clearance. Importantly, until your small business is awarded the contract there is no way to apply for a security clearance.

Moreover, depending on the security clearance level being sought it may take up to a year to receive the clearance. Once you receive your security clearance, it will remain with your employees - allowing you to pursue additional contracting opportunities requiring a security clearance at that same level. If you need another security clearance for a higher level, you will need to re-apply for that level at the time you receive that contract. These security clearances do expire after a certain period of time depending on the security clearance level. The top secret level expires in 5 years, secret in 10 years, and confidential in 15 years.

Obtaining security clearances can be expensive, and the business is responsible for all costs associated with obtaining the security clearances. Often times a small business can receive a sub-contracting opportunity under a prime contractor who already has a security clearance. Occasionally this has benefits with costs as your small business' security clearances may be paid by the prime contractor. For more information regarding applying for security clearances please visit: http://www.dss.mil/psco/indus_psc.html.

C. Additional Information

Procurement Technical Assistance Centers (PTAC) are available to assist with DOD opportunities. These centers exist in each state and are available at a no or nominal cost to assist small businesses in their pursuit of federal contracts. PTACs employ Procurement Center Representatives (PCR) to assist small businesses with obtaining government contracts and act as resources for small business owners.

For information regarding PTAC please visit: <http://www.aptac-us.org/new/>

For information regarding Maine's PTAC please visit: <http://www.maineptac.org/>

For small businesses located outside of Maine please visit: <http://www.dla.mil/db/procurem.htm>

Contact Information

Department of Defense
Office of Small Business Programs
201 12th Street South, Suite 406
Arlington, VA 22202
Telephone: (703) 604-0157
Website: <http://www.acq.osd.mil/osbp/>



GSA CONTRACTING SCHEDULES

The General Services Administration (GSA) establishes federal supply schedules (FSS) which are long-term government-wide contracts available for use by all federal agencies. FSS provide another avenue for federal buyers to purchase commercial goods and services. GSA FSS Contracts are based on schedules which list categories of certain items. There are 62 categories that a good or service can fall under, and each category has its own unique solicitation number. You can find the list of categories online at: <http://www.gsa.gov/portal/content/207509>.

Under a GSA schedule, the vendor and federal government agree on a set price for goods and/or services for a specified length of time. During the course of the contract a federal buyer is able to place an order with that vendor. At that time the federal buyer will pay the set price for the goods and/or services.

ADDITIONAL INFORMATION

The GSA's Office of Small Business Utilization can provide assistance to small businesses that are looking to pursue a GSA Schedule. These individuals have also created a guide to assist small businesses with applying for GSA Schedules Contracts. This guide can be found at: <http://www.gsa.gov/smallbizguide>.

Contact Information

Office of Small Business Utilization
1275 First Street, N.E.,
Washington DC, 20417
Telephone: (855) 672-8472
Website: <http://www.gsa.gov/sbu>



UNSOLICITED CONTRACT PROPOSALS

Another method for small businesses to obtain contracting opportunities is by submitting an unsolicited proposal. Under the Federal Acquisition Regulations (FAR), 15.6 unsolicited contract proposals from small businesses are accepted by government agencies as a means to foster research and development.

In conjunction with this regulation, small businesses should contact the agency prior to submitting the unsolicited proposal to ensure that the correct information is included within the proposals as individual federal agencies may require supplemental materials.

PROPOSAL REQUIREMENTS

❖ Basic Information

- The small business' name.
- Contact information for all individuals who may need to be contacted for evaluation or negotiation purposes.
- Names of other federal agencies receiving the proposal identification of proprietary data.
- Date of submission.
- Signature of an individual authorized to contractually represent and obligate the small business.

❖ Technical Information

- Title.
- 200 word abstract of the proposal.
- Complete discussion about the objectives and methods that will be used to achieve results.

❖ Supporting Information

- Estimated total price.
- Estimated time duration.
- Type of contract.

For a complete list of contract requirements please see FAR 15.605 or view it online at: http://www.acquisition.gov/far/html/Subpart%2015_6.html.

WHO TO CONTACT FOR ASSISTANCE

Hopefully this guide provides some insight into how to procure contracts with the federal government. Of course, if you have questions on certain issues as they pertain to your small business there are many resources to help you.

SBA'S OFFICE OF GOVERNMENT CONTRACTING

The SBA maintains an Office of Government Contracting whose goal is obtain the maximum amount of government contract opportunities possible for small businesses. This office plays a key role in helping formulate policies for government contracting. Importantly, this office can help explain government contracting to small businesses and direct small businesses interested in government contracting to further resources.

Contact Information

Small Business Administration
Office of Government Contracting
409 3rd Street, S.W. Suite 8800
Washington, DC 20024
Telephone: (202) 205-6460
Fax: (202) 205-7324
Website: <http://www.sba.gov/about-offices-content/1/2986>

PROCUREMENT TECHNICAL ASSISTANCE CENTERS (PTAC)

These centers can provide assistance and act as a resource to small business owners interested in contracting. These centers are in various parts of the country and for nominal to no cost can provide assistance to small businesses in marketing services and products to the government.

Contact Information

Association of Procurement Technical Assistance Centers
360 Sunset Island Trail
Gallatin, TN 37066
Telephone: (615) 268-6644
Website: <http://www.aptac-us.org/new/>



MAINE'S PROCUREMENT TECHNICAL ASSISTANCE CENTERS (PTAC)

Maine's PTAC helps Maine based companies obtain contracts for local, state, or federal contracts. Maine's PTAC main facility is located in Bangor but there are several other locations throughout the state.

Contact Information

Maine PTAC
Eastern Maine Development Corporation
40 Harlow Street
Bangor, ME 04401
Telephone: (207) 942-6389
E-mail: maineptac@emdc.org
Website: <http://www.maineptac.org/>

PROCUREMENT CENTER REPRESENTATIVES (PCR)

These individuals help small businesses with obtaining government contracts and act as resource for small business owners. Each geographical area of the United States is divided up into areas. Additionally each PCR deals with certain industry categories of small businesses. PCRs for Maine are located in Area 1. For a comprehensive list of all individuals who work for the procurement center, please visit: <http://www.sba.gov/content/government-contracting-field-staff-directory>

OFFICE OF SMALL AND DISADVANTAGED BUSINESS UTILIZATION (OSDBU)

As is noted in the section detailing the Federal Office of Small and Disadvantaged Business Utilization, most agencies have an OSDBU. These offices were created by the Small Business Act and are meant to promote small businesses within the agencies. For a list of OSDBUs and their contact information, please visit: <http://www.osdbu.gov/offices.html>



CONTACTING SENATOR SNOWE'S OFFICE

As Ranking Member of the Senate Committee on Small Business and Entrepreneurship my staff is available to offer you further assistance in government contracting. If you have further questions, please feel free to contact any of these offices:

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Toll-Free: (800) 432-1599

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202 Harlow Street
Suite 214
Bangor, Maine 04401
Phone: (207) 945-0432
Fax: (207) 941-9525

SMALL BUSINESS COMMITTEE OFFICE

428A Russell Senate Office Building
Washington, D.C. 20510
Phone: (202) 224-7884
Fax: (202) 228-1128

BIDDEFORD OFFICE

227 Main Street
Biddeford, Maine 04005
Phone: (207) 282-4144
Fax: (207) 284-2358

AUBURN OFFICE

Two Great Falls Plaza
Suite 7B
Auburn, Maine 04210
Phone: (207) 786-2451
Fax: (207) 782-1438

PORTLAND OFFICE

3 Canal Plaza
Suite 601
Portland, Maine 04101
Phone: (207) 874-0883
Fax: (207) 874-7631

AUGUSTA OFFICE

Edmund S. Muskie Federal Building
40 Western Avenue
Room 408C
Augusta, Maine 04330
Phone: (207) 622-8292
Fax: (207) 622-7295

PRESQUE ISLE OFFICE

169 Academy Street
Suite A
Presque Isle, Maine 04769
Phone: (207) 764-5124
Fax: (207) 764-6420



SMALL BUSINESS CONTRACTING RESOURCES

REGISTER

Central Contractor Registration: <http://www.bpn.gov/ccr/default.aspx>

D&B DUNS Numbers: <http://fedgov.dnb.com/webform>

Electronic Subcontracting Reporting System: <http://www.esrs.gov/>

Online Representations and Certifications Application: <http://orca.bpn.gov/>

RESEARCH

Small Business Administration: <http://sba.gov/>

Federal Acquisition Regulation: <http://www.acquisition.gov/far/loadmainre.html>

Office of Federal Procurement Policy: <http://www.whitehouse.gov/omb/procurement/>

State & Local Government Reference Guide of Proven Practices for Assisting Small Businesses: <http://www.acq.osd.mil/osbp/resources/SenateSBGUIDE-WhatWorksforSmallBusinesses0908.pdf>

SEARCH FOR BUSINESS OPPORTUNITIES

Federal Business Opportunities: <https://www.fbo.gov/index?s=main&mode=list&tab=list>

DOD: <http://dodbusopps.com/>

Guide to Marketing to the DOD:

http://www.acq.osd.mil/osbp/doing_business/Marketing%20to%20DoD%20012007.pdf

DHS: <http://www.dhs.gov/xopnbiz>

USDA: <http://www.da.usda.gov/procurement/business/directory.htm>

DOE: <http://e-center.doe.gov/>

NASA: http://prod.nais.nasa.gov/cgi-bin/nais/link_syp.cgi

VA: <http://www1.va.gov/oamm/oa/dbwva/>

UNSOLICITED PROPOSALS

FAR 15.6: http://www.acquisition.gov/far/html/Subpart%2015_6.html

DHS Unsolicited Proposals: http://www.dhs.gov/xopnbiz/opportunities/editorial_0617.shtm

DOE Unsolicited Proposals: <http://www.netl.doe.gov/business/usp/unsol.html>

NASA Unsolicited Proposals: http://prod.nais.nasa.gov/pub/pub_library/unSol-Prop.html

CONTACT

List of Federal Office of Small and Disadvantaged Business Utilization Directors:

<http://www.osdbu.gov/offices.html>

DOD Procurement Technical Assistance Centers: <http://www.dla.mil/db/procurem.htm>

Procurement Center Representative (PCRs):

http://www.sba.gov/aboutsba/sbaprograms/gcbd/GC_PCRD1.html

