



NEWS BULLETIN

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Government Contracting 101: Five Winning Tips!

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Can you imagine your small business providing that key product or service to the Department of Veterans Affairs, the Federal Aviation Administration or the General Services Administration?

All of this can be a reality! The federal government spends more than \$500 billion a year in contracts, making it the largest purchaser of goods and services in the world. Small businesses throughout the country CAN and should take advantage of contracting opportunities so that they can grow, innovate and create jobs! At SBA we have a variety of resources to help small firms navigate government contracting opportunities.

Monument Construction, LLC, in Nashua, NH has just completed its 3rd year in business and has hit the ground running with government contracting, last year earning recognition as a New Hampshire small business success story. Through the leadership of Daniel Proulx, Jr., the company's owner, the company quickly became known as a top-notch general contractor and completed over 30 projects at various Veterans Administration facilities, and other federal agencies like the Department of the Army and the Department of the Interior. Investing his time and energy into learning the process in the early stages, and positioning Monument as a verified Service-Disabled Veteran-Owned Small Business and a SBA HUBZone certified firm, has certainly opened the doors to many opportunities and has led to success as a prime contractor. The company has also worked with the SBA Patriot

Express Loan program to help finance its contracts and Mr. Proulx sees SBA loan programs as a way to help fund and grow his company in the future. A huge proponent of veterans, he believes that working with veteran-owned business and employing veterans makes good business sense. Mr. Proulx said he “feels that people leave the military with a ‘get it done and get it done right’ attitude” that he respects and lives by. He makes it a point to share his success with other veterans through subcontracting and employment opportunities.

Reflecting on the last three years, Mr. Proulx comments, “Working with organizations like the SBA and other resources like the NH Procurement Technical Assistance Program has really made the difference for us. These relationships made negotiating the federal procurement maze much easier and has allowed us to focus on our mission, providing the government with high-quality competitive services with past performance that speaks for itself.”



We are here to help entrepreneurs like Mr. Proulx navigate government contracting. Here are five winning tips:

- **Get a counselor.** You can get assistance with business planning, access to capital and government contracting matters by connecting with the SBA District Office at www.sba.gov/nh or 603-225-1400, the NH Small Business Development Centers at www.nhsbdc.org or 603-862-2200, the Center for Women's Business Advancement at www.cwbanh.com or 603-629-4697, the NH- Procurement Technical Assistance Program at www.nheconomy.com or 603-271-7581 or your local SCORE Chapter. These professionals are standing by to help you get in the contracting game, and most of their services are free. Or, visit us on-line at www.SBA.gov/direct.
- **Get certified.** A number of certification programs can increase your chances of winning a contract. SBA's 8(a) program provides counseling, mentoring and access to set-aside and sole-source contracts. Service-disabled veteran-owned businesses and small companies in Historically Underutilized Businesses Zones (HUBZones) are also eligible for set-asides. SBA recently launched the Women's Federal Contract Program which opens up contracting opportunities for women-owned small businesses in more than 300 industries where they are underrepresented. Find out more at www.SBA.gov.
- **Be targeted.** The most successful contractors have a specific product or service that federal agencies need. Decide what you have to offer and target your efforts at the federal agencies that need it most.
- **Market your business.** Get your foot in the door by attending matchmaking events with agency contracting officers, or by reaching out to agencies' Offices of Small and Disadvantage Business Utilization (OSDBUs). Visit www.osdbu.gov to find out more.
- **Identify contracting opportunities.** Be proactive! Once you've determined the agencies most likely to buy from you, you need to find contracts to bid on. Stay in close contact with the agency's OSDBU and contracting officers you have met, and visit the Federal Business Opportunities Web site (www.fbo.gov), which has a list of all contracts available for bid. Also, look for new tools like green.sba.gov, an online portal that houses all of the clean-energy small-business opportunities across the federal government.

Winning a government contract is hard work, but small business owners are not in it alone. Contact us today to learn how government contracting can benefit your small business.