

Contracting Opportunities for Veteran Entrepreneurs

1.1 Introduction

Welcome to SBA's online training course: Contracting Opportunities for Veteran Entrepreneurs.

The SBA's Office of Entrepreneurship Education provides this self-paced training exercise as an introduction to Federal contracting opportunities for Veterans. You will find this course easy to follow and the subject matter indexed for quick reference and easy access. It will take about 45 minutes to complete the course. Additional time will be needed to review included resource materials and to complete the suggested next steps at the end of the course.

As audio is used throughout the training, please adjust your speakers accordingly. A transcript and keyboard shortcuts are available to assist with user accessibility.

When you complete the course, you will have the option of receiving a completion confirmation from the SBA.

1.2 Course Objectives

The course has seven key objectives:

- One, explain the importance of Veteran-owned businesses to the U.S. economy
- Two, list services available to Veteran-owned businesses
- Three, list small business incentives that Veteran-owned businesses can take advantage of
- Four, list government procurement methods
- Five, describe the best ways to procure government contracts
- Six, explain Federal Business Opportunities
- Seven, explain the importance of industry clusters and SBA certification opportunities

1.3 Course Topics

This course will address seven areas for Veterans to be aware of when thinking about their small business opportunities.

The topics covered are:

- Basic information about Veteran-owned businesses and opportunities
- Services available to small Veteran-owned businesses
- Small business incentives
- Government procurement methods

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- Rules for working with the government
- Federal Business Opportunities
- Industry clusters and SBA certification opportunities

Numerous additional resources are identified to assist you. Visit the resource icon in the course player or locate additional tools, templates, and mentors on SBA.gov once you finish the course.

Let's get started!

1.4 Veteran-Owned Businesses and Opportunities

Veteran-entrepreneurs are an incredibly important dimension in America and in the American economy.

The SBA is working closely with all Federal agencies to increase contract dollars awarded to Veterans, and here are a few reasons why:

- U.S. military Veterans own 2.4 million businesses, or nearly one in 10 of all businesses nationwide.
- 8.3 percent of Veteran business owners have service-connected disabilities.
- Veteran-owned businesses generate \$1.2 trillion in receipts and employ nearly 5.8 million people.
- In the private-sector workforce, Veterans are at least 45 percent more likely than those with no active-duty military experience to be self-employed.
- As highly trained professionals and leaders with experience in challenging environments, Veterans find that entrepreneurship and small business ownership are key opportunities for the more than 250,000 of them that transition out of the military into civilian life each year.
- Historically, about one in seven Veterans chooses self-employment as their vocation. This is a significant percentage.

1.5 Knowledge Review

The answer to the following question will be True or False and worth 10 points. Only one attempt will be permitted

In the private sector workforce, Veterans are 80 percent more likely than those with no active duty military experience to be self-employed. Is this True or False?

The correct answer is false.

In the private-sector workforce, Veterans are 45% more likely than those with no active-duty military experience to be self-employed.

1.6 What You Need to Know Upfront

There is no book you can read or course you can take that will give you all of the answers about how to be successful in the government contracting space; this course provides a lot of helpful information, but it is only a starting point. Your success will come from continuous learning and hard work.

However, keep these two simple rules in mind:

1. You don't know what you don't know; and
2. There is no substitute for knowledge.

Find a mentor, talk with successful players in the contracting space, and learn what questions to ask, what mistakes to avoid, and what others have done to be successful.

1.7 The Federal Buying Market

The U.S. government is the world's largest buyer of products and services. Purchases by military and civilian installations include everything from complex space vehicles to janitorial services. In short, the government buys just about every category of commodity and service available.

1.8 Services for Small Veteran-Owned Businesses

The SBA is committed to helping America's Veterans.

There are two main services for small Veteran-owned businesses:

One is the Office of Veterans Business Development, and second is Veterans Business Outreach Centers (VBOCs).

The agency's Office of Veterans Business Development promotes policies and programs that provide management and other assistance to small businesses owned and controlled by Veterans and service-disabled Veterans. The office also acts as an ombudsman - promoting full consideration of Veterans in all government programs.

As an extension of this Washington-based office, the SBA has established Veterans Business Development officers in each of its 68 district offices across the country.

Veterans Business Outreach Centers offer a full menu of business development services that include counseling, training, support applications, and other business assistance tools. These comprehensive services are designed to aid Veteran and service-disabled entrepreneurs, as well as self-employed members of the Reserve and National Guard.

1.9 Small Business Incentives

Federal agencies have a statutory obligation to reach out and consider small businesses for procurement opportunities. However, it is up to you to market and match your business products and services to the buying needs of specific government agencies. The goal of 3 percent of government business going to service-disabled Veterans will open some doors - but you must still be able to sell your business on performance, price, and ability.

Federal law requires government agencies to establish small business contracting goals.

The goals provide incentives and opportunities for small businesses.

Federal contract goals are established for:

- Service-disabled Veteran-owned businesses - 3%
- Firms located in HUBZones - 3%
- Small disadvantaged businesses - 5%
- Woman-owned businesses - 5%
- Small businesses - 23%

To help Federal agencies achieve the 3 percent government-wide goal for service-disabled Veteran-owned businesses, Congress amended the Small Business Act and established a procurement program for small business concerns which are owned and operated by service-disabled Veterans.

1.10 Service-Disabled Veteran-Owned Small Business Program

This program provides contracting officers the authority to award sole source or set-aside contracts to service-disabled Veteran-business owners, if certain conditions are met.

There are two main criteria to meet the conditions: 51 percent and the Contracting Officer's Role. First, a Service-Disabled Veteran-Owned Small Business concern must be at least 51 percent unconditionally and directly owned and controlled by one or more service-disabled Veterans. Second, the contracting officer for a specific contracting activity determines whether a contract opportunity for such service-disabled Veteran-owned businesses exists.

Later, we will talk about marketing your business to the government. It is important that your status as a Veteran or service-disabled Veteran be highlighted in your System for Award Management (SAM) profile and other materials used to market to specific agencies.

1.11 Knowledge Review

The following question is Multiple Choice and is worth 10 points. Two attempts will be permitted

Tanya is a service-disabled veteran who is interested in growing her own small business. Which of the following offices should Tanya contact for additional information and assistance?

- A. Service-Disabled Veteran Owned Small Business Program
- B. Office of Veteran Business Development
- C. The Small Business Development Center
- D. Veterans Business Outreach Center

The correct answer is D, the Veterans Business Outreach Center .The VBOC offers comprehensive services designed to aid Veteran and service-disabled business owners. Select next to continue.

1.12 Knowledge Review

The following question is Multiple Choice and is worth 10 points. Two attempts will be permitted

Which of the following criteria must be met in order to be eligible and awarded a contract under the Service-Disabled Veteran Owned Small Business Program?

- A. One of the business owners must have a disability rating of at least 51 percent.
- B. The business must be at least 51 percent owned by at least one service-disabled veteran.
- C. The contracting officer for a specific contracting activity determines whether a contract opportunity for such service-disabled Veteran owned businesses exist.
- D. The business owner's status as Service-Disabled Veteran must be registered in the System for Award Management (SAM)

The correct choices are B and C. The program establishes two conditions: The business must be at least 51 percent owned and controlled by one or more service-disabled veterans, and the contracting officer for a specific contracting activity determines whether a contract opportunity for such service-disabled Veteran-owned businesses exists. Select Next to continue.

1.13 Unique Small Business Veteran Incentive

There are some unique small business Veteran incentives. Public Law 109-461, more commonly known as the Veterans First Law, provides unique authority and goals for the Department of Veterans Affairs. The law provides goals and makes it easier for the VA to buy from Veterans and service-disabled Veterans.

However, certain conditions must be met, and you must register your business online at the vendor information database. Select the link on screen for more information.

1.14 How the Government Buys

The government applies standardized procedures to buy products and services it needs from suppliers who meet certain qualifications.

The primary contracting methods used by the government are: Micro-purchases; Simplified Procedures; Sealed Bidding; Contract Negotiations; and Consolidated Purchasing.

Contracting Officers use procedures outlined in the Federal Acquisition Regulation, commonly known as the FAR, to guide government purchases.

You can visit FAR's website for more information.

1.15 Micro-purchases

Government purchases of individual items under \$3,000 are usually considered micro-purchases. Such government buys do not require competitive bids or quotes, and agencies can simply pay using a Government Purchase Card or credit card, without the involvement of a procurement officer.

An important point to remember is that micro-purchases, unlike other small government buys under \$150,000 are not reserved for small businesses.

1.16 Simplified Procedures

When the Federal Acquisition Streamlining Act of 1994 was introduced, it removed many competitive restrictions on government purchases under \$100,000. Instead of full and open competition, agencies can use simplified procedures for soliciting and evaluating bids up to \$100,000.

Government agencies, however, are still required to advertise all planned purchases over \$25,000 in Federal Business Opportunities (FBO), the government's online listing and database of available procurement opportunities.

Simplified procedures require fewer administrative details, fewer approval levels, and less documentation. The procedures require all Federal purchases above \$3,000, but under \$150,000, to be reserved for small businesses.

This small business set-aside applies, unless the Contracting Officer cannot obtain offers from two or more small firms who are competitive on price, quality, and delivery.

1.17 Sealed Bidding

Sealed bidding is how the government buys competitively when its requirements are very specific, clear, and complete.

An IFB or "Invitation for Bid" is the method used for the sealed bid process. Typically, an IFB includes a description of the product or service to be acquired, instructions for preparing a bid, the conditions for purchase, delivery, payment and other requirements associated with the bid, including a deadline for bid submissions.

Each sealed bid is opened in a public setting by a Government Contracting Officer, at the time designated in the invitation. All bids are read aloud and recorded. A contract is then awarded by the agency to the lowest bidder who is determined to be fully responsive to the needs of the government.

Government-wide IFBs are available daily for review in the government's online listing service, Federal Business Opportunities. This electronic service, which is discussed in detail later, also provides direct links to available IFB invitations.

1.18 Knowledge Review

The following question is Multiple Choice and is worth 10 points. Two attempts will be permitted

An Invitation for Bid (IFB) is the method used for a sealed bid process. Which of the following does the IFB not include?

- A. A description of the product or service to be acquired.
- B. Instruction for preparing a bid.
- C. A profile of the bidder.
- D. Other requirements associated with the bid, including a deadline for bid submissions.

The correct choice is C. Typically, an IFB includes a description of the product or service to be acquired, instructions for preparing a bid, the conditions for purchase, delivery, payment and other requirements associated with the bid, including a deadline for bid submissions.

1.19 Contract Negotiations

Contract negotiations are used in many Federal procurement actions. This is typically a more complicated process for companies wanting to sell to the government. It is also a method that is more time-consuming for the agencies doing the buying. There are typically three contract negotiations.

In certain cases, when the value of a government contract exceeds \$100,000 and when it necessitates a highly technical product or service, the government may issue a Request for Proposal (RFP). In a typical RFP, the government will request a product or service it needs, and solicit proposals from prospective contractors on how they intend to carry out that request, and at what price. Proposals in response to an RFP can be subject to negotiation after they have been submitted.

When responding to an RFP, you want to be sure that you have read the entire document and that you understand what is required in the Statement of Work (SOW). In many cases, there are opportunities to learn more information at a meeting or walk-through. When responding to the RFP, be sure you are being responsive to the requirements identified. Remember that your response must show that you are responsible and responsive, or your bid will not be considered.

When the government is merely checking into the possibility of acquiring a product or service, it may issue a Request for Quotation (RFQ). A response to an RFQ by a prospective contractor is not considered an offer, and consequently, cannot be accepted by the government to form a binding contract.

Government-wide RFPs and RFQs are also available daily for review in the FBO.

1.20 Consolidated Purchasing Programs

Most government agencies have common purchasing needs.

Sometimes the government can realize economies of scale by centralizing the purchasing of certain types of products or services. This is called consolidated purchasing and multiple award; and acquisition vehicles are typically used.

The most common multiple award schedules are GSA (General Services Administration) Schedules or Government-Wide Acquisition Contracts (GWACs). These centralized buying vehicles are negotiated by the government with awards to many potential vendors and are used by multiple agencies buying similar goods and services.

1.21 The Rules - An Overview

If you want to participate in the Federal procurement arena, you have to know the rules.

Understanding the government's procurement rules is critical to your success as a government contractor. The Federal Acquisition Regulation (FAR) outlines all of the rules for doing business with the government.

It is a comprehensive guide indexed by topic. Do not be intimidated by its size or apparent complexity. It is an excellent resource tool. The most common FAR sections used by small business are: Federal Supply Schedules, Simplified Acquisitions, Contracting by Negotiation, and Small Business Programs.

1.22 The Rules - Size Does Matter

As a small business, certain government programs may apply to you. The question then becomes, what is a small business? Or, more specifically, is your firm a small business?

Over the years the SBA has established and revised numerical definitions for all for-profit industries, and this numerical definition is called a "size standard." It is almost always stated either as the number of employees or average annual receipts of a business concern.

In addition to establishing eligibility for SBA programs, all Federal agencies must apply the SBA's size standards for contracts to be awarded to small firms.

1.23 Contracting Opportunities for Veteran Entrepreneurs

You need to make it easy for the government to identify your business as well as to identify the products and services you sell. In order to sell to the government you need to do the following:

One, define your business and products using a DUNS and NAICS code.

Government agencies use the North American Industry Classification System, more commonly referred to as a NAICS code, to identify products and services by industry type. You can find the NAICS codes for your products and services by clicking on the referenced hyperlink. It is also important to note that you can use your NAICS code or codes to conduct online searches at the websites of numerous Federal agencies to learn what they are buying. A NAICS code identifies the products and services your company supplies. It does not uniquely identify your business. The Federal Government uses D-U-N-S numbers, provided by Dun & Bradstreet, to identify prospective vendors.

Two, register your firm in the System for Award Management (SAM). The System for Award Management (SAM) is the Official U.S. government system that consolidated the capabilities of CCR/FedReg, ORCA, and EPLS. There is NO fee to register for this site. We have all heard the expression, "You've got to play to win." Well, to succeed in

Government contracting, you have to register to participate. Registering your business in the CCR is a significant and primary step to sell to the Government.

Three, market directly to agencies. Aside from some of the differences we have already talked about, selling to the government is not that much different than selling in the private sector. It all comes down to marketing. Learn what agencies or prime contractors have a need for and clearly demonstrate how you can add value and why they should buy from you. In addition, be active. Participate in procurement-related conferences, activities, and matchmaking events. Use these activities to become known and to be a “player.”

Four, use established procurement vehicles. Earlier in the course, we talked about consolidated purchasing programs. Under such programs, the Federal government tries to benefit from economies of scale and make it easier for vendors to sell to the government by establishing Multiple Award Schedules (MAS). These schedules are often referred to as procurement vehicles. A prominent example of this type of contracting is the General Services Administration (GSA) Schedule. GSA negotiates prices and terms with prospective vendors and enters into an agreement. Under the agreement, participating government agencies can purchase products and services from a schedule of prospective vendors, according to prices and terms already agreed to by the vendors. Another procurement vehicle example is Government-Wide Procurement Contracts or GWACs. Procurement vehicles can be valuable tools. As you continue your journey into the Government contracting space, learn as much as you can about procurement vehicles and how they could benefit your business.

1.24 Knowledge Review

The answer to the following question will be True or False and worth 10 points. Only one attempt will be permitted

A response to a Request for Quotation is considered an offer and may be accepted by the government to form a binding contract.

The correct answer is False. The government issues an RFQ when it is merely checking into the possibility of a product or service. Therefore, responding to an RFQ is not considered an offer and cannot be accepted to form a binding contract. Select Next to continue.

1.25 Federal Business Opportunities (FBO) - An Overview

It is impossible to sell your products or services to the Government if you don't know which agencies are buying, what they need, and when they need it.

To market or outreach contract opportunities to the public, the Federal Government operates a robust online service called Federal Business Opportunities, but more commonly known as FBO or FedBizOpps. This single-entry, government-wide website profiles available business opportunities and is one of the most powerful tools available to help you become successful in Government contracting. The online tool identifies contract opportunities over \$25,000.

At your convenience, take a few minutes to visit the FBO website and familiarize yourself with how it operates, what it displays, and why it's important.

Hyperlinks to the FBO site are available at multiple locations throughout this course. You can also use the hyperlinks on this site to access the FBO directly, as well as accessing important training information about how to use the FBO.

1.26 Federal Business Opportunities (FBO) - Finding Opportunities

The FBO is an excellent tool to find contract opportunities. It has been refined to make it easier for potential contractors to find recovery-based contract opportunities. The FBO created a new dimension within the site specifically to find and review recovery-based contract opportunities.

The FedBizOpps.gov website has a link to search for recovery opportunities, including more information.

An alternative to seeking prime contracts is to explore subcontracting opportunities.

Subcontracting with a prime contractor can be a profitable experience as well as a growth opportunity for a business. If, after assessing the capabilities and capacity of your business, you conclude that you are not ready to bid competitively for prime contracts, consider opportunities available through subcontracting.

To help small businesses find opportunities, the SBA maintains SUB-Net, a searchable database of available subcontracting opportunities.

Although the SBA makes the database available as a small business resource, it is up to prime contractors to update SUB-Net with contract opportunities.

A hyperlink to SUB-Net is provided for your convenience and future use.

Significant recovery-based funds are available in the form of government grants.

A Federal grant is an award of financial assistance from a Federal agency to a recipient to carry out a public purpose of support or stimulation authorized by the U.S. government. Federal grants are not Federal assistance or loans to individuals.

Twenty-six Federal agencies offer over 1,000 grant programs annually in various categories.

To learn more about Federal grants, visit their website. You can also find specific grant opportunities as a result of the Recovery Act at the website on screen.

1.27 Federal Business Opportunities (FBO) - Prepare for the Future

Things never stay the same. Successful companies plan for the future.

Five years from now the Department of the Navy will still be buying ships and the Veterans Administration (VA) will still be buying laundry, food, and other services for Veterans.

The government will continue to buy new and innovative products and services to protect and improve the lives of American citizens. Areas of future growth will likely include:

renewable energy; clean and smart grid technology; life sciences; nanotechnology; broadband services; high-definition education programs; and many others.

Consider future needs as you evolve your company vision.

1.28 Knowledge Review

The following question is Multiple Choice and is worth 10 points. Two attempts will be permitted.

Your small business, Analytix, is a new company specializing in soil analysis. Your company just developed a sensitive device that can measure the smallest soil samples, and you would like to have the product considered by government agencies. What action should you take to begin the process of soliciting a contract for your product?

- A. Find a subcontractor opportunity through SUB-Net
- B. Visit the FBO website to see which agencies have open contracts.
- C. Register your firm in the SAM>
- D. Market directly to the agencies.

The correct answer is C. In order to participate in a Government contract, you must register in the System for Award Management. Select Next to continue.

1.29 Industry Clusters

Many economic development organizations now realize that significant economic success can come from key industry clusters in specific regions.

An industry cluster - such as flexible electronics in Northeast Ohio , life-sciences in San Diego, or shipbuilding in Maine - is a geographic concentration of interconnected businesses, suppliers, service providers, and associated institutions focused on a particular industry or product. Individual companies within the cluster feed on each other and succeed or fail, not just because of their own efforts, but in part because of the overall success of the cluster in the region. This multiplier effect is due to inter-regional networks, robust collaboration, regional government and academic support, and expanded marketing. All of these factors working together draw national attention and customers to a hub of clustered knowledge, innovation, and production.

The SBA is a strong supporter of industry cluster initiatives - a formally organized effort to promote cluster growth and competitiveness through collaborative activities among cluster participants. In 2010, the SBA created a pilot Regional Innovation Cluster Initiative. In 2011, the SBA collaborated with the Departments of Labor and Commerce to launch the Jobs and Innovation Accelerator Challenge (JIAC), the first interagency cluster initiative. In 2012, the SBA and the Departments of Commerce, Labor, and Energy announced the third JIAC and awarded funds to existing clusters focusing on Advanced Manufacturing. In total, the SBA is investing in or supporting over 56 clusters

throughout the United States that span a variety of industries, ranging from energy and manufacturing to agriculture and advanced defense technologies.

Through intensive, industry-specific technical assistance, the SBA Cluster Initiatives help small business innovators commercialize promising technologies needed by government and industry buyers in that particular sector. Services such as showcasing, networking, and “demonstration events” help get small businesses and their products in front of investment and other funding sources, research institutions, and customers/buyers in order to bring products to market.

A more in-depth synopsis of the SBA Cluster Initiatives, research reports, and a map of federally funded Cluster Initiatives can be found at their website.

1.30 SBA Certification Programs

The SBA administers two certification programs designed to assist specific market groups in the government contracting space. These programs include the HUBZone program and the 8(a) Business Development Program.

Learn more about each of these programs by selecting the hyperlinks on screen.

1.31 Tipping Point

There is a reason why some people are more successful than others.

The same can be said about small businesses in the government contracting arena. Some firms are clearly more successful. However, the listed tips may put the odds in your favor:

A Business Plan - Prepare a clear business vision and strategy.

SAM - Develop a crisp and informative profile describing your business products and services.

FBO - Become an expert in understanding how to use and find contract opportunities.

Research and identify agencies that buy what you sell.

Work with procurement experts to understand how to respond appropriately to government acquisition requests.

Market aggressively to targeted agencies.

Network - attend procurement conferences and matchmaking events and talk with government buyers and experts in the contracting field.

Learn from others. Actively seek the guidance, experience, and wisdom of experts in the contracting field.

1.32 Knowledge Review

The following question is Multiple Choice and is worth 10 points. Two attempts will be permitted

Which of the following best describe the industry cluster?

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- A. A process of working with procurement experts to understand how to respond appropriately to government acquisition requests.
- B. A geographic concentration of interconnected businesses, suppliers, service providers, and associated institutions focused on a particular industry or product.
- C. Attending conferences and matchmaking events and talking with government buyers and experts in the contracting field.
- D. Actively being involved with others of the same field and using their guidance, experience, and wisdom.

The correct answer is B. An industry cluster is a geographic concentration of interconnected businesses, suppliers, service providers, and associated institutions focused on a particular industry or product.

1.33 Summary

We covered a lot of material in this course. You should now be able to:

- Explain the importance of Veteran-owned businesses to the U.S. economy
- List services available to Veteran-owned businesses
- List small business incentives that Veteran-owned businesses can take advantage of
- List government procurement methods
- Describe the best ways to procure government contracts
- Explain Federal Business Opportunities
- Explain the importance of industry clusters and SBA certification opportunities

1.34 Next Steps

Now what should you do? Follow these steps to trying to win a Federal contract:

Step 1:

Determine your small business size eligibility and to learn more about size standards.

Step 2:

Register with the System for Award Management (SAM).

Step 3:

Identify your Federal Supply Group (FSG) or Federal Supply Class (FSC) code.

1.35 Resources

The SBA has a broad network of skilled counselors and business development specialists. Below is a short description of our resource partners:

Over 900 **Small Business Development Centers** (SBDCs) provide a vast array of technical assistance to small businesses and aspiring entrepreneurs. By supporting business growth, sustainability and enhancing the creation of new businesses entities, SBDCs foster local and regional economic development through job creation and retention. As a result of the no cost, extensive, one-on-one, long-term professional business advising, low-cost training and other specialized services SBDC clients receive, the program remains one of the nation's largest small business assistance programs in the federal government. The SBDCs are made up of a unique collaboration of SBA federal funds, state and local governments, and private sector resources.

SCORE is a powerful, nationwide source of free and confidential small business advice to help build your business. More than 12,000 SCORE volunteers are available to share their expertise and experience in lessons learned in small business.

Women's Business Centers (WBCs) are education centers designed to assist women in starting and growing small businesses by providing management and technical assistance. Over 100 WBCs are located throughout the US and Puerto Rico.

The SBA has 84 **District and Branch offices** in all 50 states, as well as Puerto Rico, the US Virgin Islands, and Guam. These offices support the growth of small business by connecting customers to resources, products and services provided by our resource and Agency partners at the Federal, State and local levels.

The Veterans Business Outreach Program is designed to provide entrepreneurial development services such as business training, counseling and mentoring, and referrals for eligible veterans owning or considering starting a small business. The SBA has 15 organizations participating in this cooperative agreement and serving as **Veterans Business Outreach Centers** (VBOC).

The **SBA Learning Center** is an online portal that hosts a variety of self-paced online training courses, quick videos, web chats and more to help small business owners explore and learn about the many aspects of business ownership. Content is filtered by topic, so no matter the stage of your business, or the kind of insight you need, you can quickly get answers.

Find your local resource using our handy zip-code tool: www.sba.gov/local-assistance.

1.36 Veteran Specific and Other Resources

On screen are specific Veteran resources and other references mentioned in this course.

1.37 Have a Question?

Have a Question?

Call SBA - 1-800 U ASK SBA (1-800 827-5722)

E-mail SBA - answerdesk@sba.gov

Locate a SCORE counselor, SBA district office near you, or an SBDC office near you at www.sba.gov/local-assistance

To provide feedback, comments or suggestions for other SBA online content, please use the following email: learning@sba.gov

1.38 Federal Resources

Select the links for more Federal resources.

1.39 Certificate

Congratulations on completing this course. We hope it was helpful and provided a good working knowledge of contracting options for Veterans. Click the certificate to receive a course completion confirmation from the U.S. Small Business Administration.