

## Finding Contracting Opportunities

Small businesses interested in pursuing federal contracts have many options available to represent their company to potential buyers, to research the federal marketplace for available opportunities, and understand the competition. To prepare a business for federal contracting opportunities, it is important to understand these resources.

### ▶ System for Award Management

#### SAM.gov

If a business is ready to bid on federal contracts, it's necessary to submit the business profile to the primary database that federal agencies use to locate contractors. To send a business "resume" to the government, register a business profile with the System for Award Management, also known as SAM. Agencies can search for a business based on several factors, including capabilities, size, location, experience and ownership. All businesses, whether large or small, must have a profile in SAM in order to do business with the federal government.

### ▶ Dynamic Small Business Search

<http://dsbs.sba.gov/>

The Small Business Administration maintains the Dynamic Small Business Search (DSBS) database. As a small business registers in the System for Award Management, there is an opportunity to fill out a small business profile. The information provided populates DSBS. DSBS is another tool contracting officers use to identify potential small business contractors for upcoming contracting opportunities.

**i Pro tip:** Small businesses can also use DSBS to view information about their competitors, including their growth, customers, and market penetration.

### ▶ FedBizOpps: Federal Business Opportunities

#### FBO.gov

Federal business opportunities for contractors are listed at FedBizOpps: Federal Business Opportunities. Federal agencies are required to use this site to communicate available procurement opportunities and their vendor requirements to the public and interested potential vendors for all contracts valued over \$25,000.

**i Pro tip:** You can use the FBO to search past contract awards for more data around market size, competition, and growth.

### ▶ GSA Schedules

#### GSA.gov

Many government agencies establish government-wide contracts, which simplify the procurement process for federal agencies by allowing them to acquire a vast array of products and services directly from commercial suppliers.

The largest government-wide contracts are established by the U.S. General Services Administration under its GSA Schedules Program. State and local governments also use the GSA schedules for purchasing goods and services, so becoming a GSA schedule contractor can be beneficial at all levels of government.

### ▶ Federal Procurement Data System

#### FPDS.gov

Federal Procurement Data System – Next Generation is the repository of all federal contracting data for contracts whose estimated value is \$3,000 or more. Contract data will include every modification a contract undergoes, regardless of dollar value. With this system, a business can learn the following about federal contracting opportunities and increase its market capability:

- Which agencies have contracts and with whom
- What agencies buy
- Which contractors have contracts

**i Pro tip:** In addition, there are over 50 standard reports, as well as specialized reports that allow users to request information using over 160 customized fields

### ▶ USASpending.Gov

#### USASpending.Gov

USASpending.gov is a source for information about government spending through contracts awarded by the federal government. The website is a searchable database that contains information for each federal award, including:

- Name of the entity receiving the award
- Amount of the award
- Transaction type and funding agency
- Location of the entity receiving the award
- Unique identifier of the entity receiving the award