



News Release

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SBA Helps Small Business Owners Win Federal Contracts with New Web-based Course

WASHINGTON — The U.S. Small Business Administration this week launched its latest free online course, **Business Opportunities: A Guide to Winning Federal Contracts**. The instructional, self-paced guide is easy to follow and available on SBA's Website at www.sba.gov/training. From the SBA's training site, click on the menu of free online courses, and then select the first course listed under Government Contracting.

The Business Opportunities online course is designed for all small businesses, especially women entrepreneurs and small firms in underserved markets that have historically had difficulty in tapping into federal contract markets. The course is comprehensive and uses both script and audio to provide information about the \$400 billion federal market, contract rules, and most importantly, where to find contract opportunities and how to sell to the government.

"Federal contracts offer many opportunities for small businesses and this training program will help prepare firms to benefit from federal buying markets," said SBA Administrator Steve Preston.

The course module includes more than 40 links highlighting the best contracting resources and directly engages entrepreneurs in the contracting process. For example, the course encourages and leads participants to the Central Contractor Registration (CCR) – generally considered the first step in engaging in the federal market place. The course also includes several other practical "next steps," all designed to engage business owners in the federal contracting space.

Once completing the 30-minute tutorial, business owners can earn a certificate of completion from the SBA.

This Business Opportunities online course is one of more than 24 online tutorials offered by the SBA. On a typical day, 700 to 1,500 customers register for online courses offered by SBA, through its virtual campus at the Small Business Training Network (www.sba.gov/training).

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