



Charlene Bostic Parrish

• Manager

Procurement Technical Assistance Center  
[www.sbdc.usf.edu](http://www.sbdc.usf.edu) • [cbostic@coba.usf.edu](mailto:cbostic@coba.usf.edu)

## Ready. Set. Sell to the Government.

Have you heard about the billions of dollars spent by the federal government last fiscal year? Hold on to your seats. Per [USASpending.gov](http://USASpending.gov) the government spent over \$517-billion on supplies and services in FY 2008. The federal spending for FY 2009 year-to-date is more than \$221-billion. You should ask yourself, “How can I get a piece of this pie?”

There’s no magic wand. The government marketplace is a tough nut to crack. But if you are committed, are willing to do your homework, and take advantage of free assistance from the Procurement Technical Assistance Centers, you will find yourself in a position to start winning contracts.

### READY.

Do you have a Data Universal Numbering System (DUNS)? Do you know your North American Industry Classification System (NAICS) Codes? Are you registered in the Central Contractor Registration (CCR)?

### SET.

1. Obtain a DUNS by calling 866.705.5711. DUNS is a unique 9-digit number for each physical location of your business, issued by Dun & Bradstreet, and it’s free.

2. Identify your NAICS codes at <http://www.census.gov/epcd/www/naics.html>. These codes identify your products and services.

3. Identify your SIC codes. NAICS replace SICs; however, they are still required to register with the Federal Government. Visit <http://www.osha.gov/pls/imis/sicsearch.html> to identify your SICs.

4. Register in the CCR at [www.ccr.gov](http://www.ccr.gov) after completing steps 1-3. It’s mandatory for receiving prime contracts.

5. The Dynamic Small Business Search (SBA Profile) is automatic upon registering in CCR. This profile is used by government and prime contractors to perform market research to locate small businesses.

6. Federal Acquisition Regulation 4.12 mandates prospective contractors must complete electronic annual representations and certifications via ORCA (an online government initiative) when registering in CCR.

### GO!

Now that you are aware of the necessary steps to take, go search for those lucrative bid opportunities. In FEDBIZOPPS ([www.fbo.gov](http://www.fbo.gov)), the Department of Defense and other federal agencies synopsise proposed requirements and contract awards that are expected to exceed \$25,000. ■