

## Select GCR Pro Provides Quick Links to the Top Government Websites

These links will provide you with the ability to:

- Access Government databases and search result display options
- GSA schedule industry categories, SIN's and registered business information
- Industry classification & product and service code details
- Registered business profiles, award history and contact information
- Educational and beneficial information about contracts and grants
- Award history for businesses, departments, agencies and sub-agencies
- An overall understanding of the Government, and how contracts and grants are awarded

## Doing Business with the Government

Businesses can provide their services or sell their products to government entities. In this section you can find types of opportunities, assistance available, tips and resources for doing business with these types of governments.

- Federal
- Tribal
- State
- Local

**Federal Agencies-** Many federal agencies have a dedicated office to help small businesses search and compete for contract opportunities within the agency. These offices are known as either an Office of Small and Disadvantaged Business Utilization (OSDBU) or an Office of Small Business Programs (OSBP). They may hold informational trainings and outreach events or provide contact information for businesses to use to ask questions about contracting with their agencies.

**Tribal Contracting-** Each Tribe is a sovereign nation and governs its own rules and regulations regarding businesses. Many Tribes have a Tribal Employment Rights Ordinance (TERO) office. Most contractors and employers operating within a Tribe's jurisdiction are required to follow TERO requirements.

**State & Local Opportunities-** Navigating the vast state and local contracting market effectively is key to being successful, whether you are an experienced contractor or a new entrant. States, cities and counties direct over \$3 trillion in annual spending, employ more than 19 million people and oversee massive operations in public safety, health care, education, finance and transportation. While there is no shortage of opportunity to sell to government, finding government contracts to bid on is no easy task.

There is a huge variance in purchasing practices among states, and even among counties or cities within the same state.

Each year, the government awards hundreds of billions of dollars in federal contracts to businesses to meet the needs of federal agencies and the military. The government's goal is to award at least 23 percent of those contracts to small businesses.



**The following Quick Links listed below are a few of the provided resources for your success**

**DSBS.GOV-** Link into the Dynamic Small Business Database. Search location of profile, Government certifications, Ownership and Self-Certifications, Specific Nature of Business, General Nature of Business, Minimum Acceptable Binding Levels, Quality Assurance Standards, Size, Capabilities, Specific Profiles, Statuses, and Search Result Display Options

**GSAADVANTAGE.GOV-** (Amazon of the Federal Government) - An online government purchasing service run by the General Services Administration or GSA. GSA Advantage is an online shopping and ordering service created within the U.S. General Services Administration for use by government agencies to buy commercial products and services

**GSAELIBRARY.GOV-** An online source for the latest contract award information for GSA Schedules. Research schedules, industry categories and SIN's (Special Item Number) for detailed information about each. Search businesses on a GSA schedule and view their T & C's, pricelists and company information.

**NAICS CODES-** The North American Industry Classification System (NAICS) is the standard used by Federal statistical agencies in classifying business establishments for the purpose of collecting, analyzing, and publishing statistical data related to the U.S. business economy. Search keywords to determine which NAICS apply.

**PSC CODES-** Also referred to as federal supply codes, PSC's are used by the United States government to describe the products, services, and research and development purchased by the government. View the PSC catalog to see which PAC's describe your business.

**BETA.SAM.GOV-** A production website that will eventually become the centralized, authoritative source of federal award data, consolidated from 10 legacy systems. This will be the official U.S. government website for people who make, receive, and manage federal awards. Register your business for contract and grant payments, receive a CAGE code, view SAM registered business profiles, view Federal open solicitations.

**SBA.GOV-** (Small Business Administration) An independent agency of the federal government to aid, counsel, assist and protect the interests of small business concerns, to preserve free competitive enterprise. The SBA is the only cabinet-level federal agency fully dedicated to small business and provides counseling, capital, and contracting expertise as the nation's only go-to resource and voice for small businesses.

**USASPENDING.GOV-** A government source for data on federal grants, contracts, loans, and other financial assistance. The website enables searching of federal awards from FY2008 to the present by state, congressional district (CD), county, city, and zip code.

**USA.GOV-** The official web portal of the US federal government. It is designed to improve the public's interaction with the US government by quickly directing website visitors to the services or information they are seeking, and by inviting the public to share ideas to improve government. USA.gov links to every federal agency and to state, local, and tribal governments.

**A-Z INDEX-** US Government Departments and Agencies; contact information for U.S. federal government departments and agencies including websites, emails, phone numbers, addresses, and more.

**GOVERNMENT GRANTS AND LOANS-** The federal government does not offer grants or "free money" to individuals to start a business or cover personal expenses, contrary to what you might see online or in the media. Websites or other publications claiming to offer "free money from the government" are often scams.