



U.S. Small Business
Administration

Marketing and Selling to the Federal Government

Massachusetts District Office
10 Causeway St. Suite # 265
Boston, MA 02222

Government-Wide Contracting Goals

COMPETITION TYPES TO WIN GOVERNMENT CONTRACTS

WORLD'S
LARGEST
BUYER

- \$5+ billion/year
- 23% federal contract dollars are intended for small businesses

01

Full and Open
Competition

02

Small Business
Set-Asides

03

Sole Source

Set-Aside for Certification Programs and Socio-Economic Categories

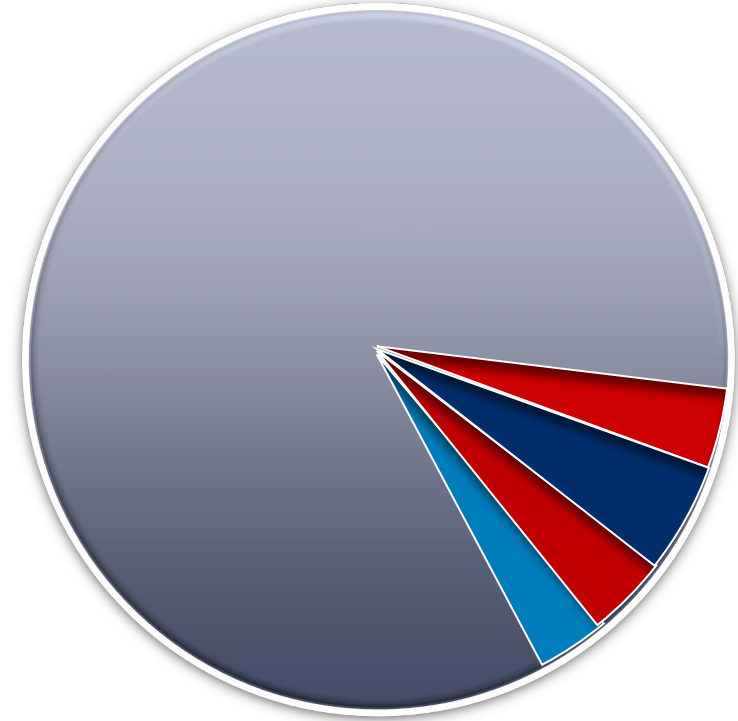
**Woman-Owned Small Businesses
and EDWOSB
(5%)**

**Small Disadvantaged Businesses &
8(a) BD Certified (12%)**

HUBZone Businesses (3%)

**Veteran-Owned & Service-
Disabled Veteran-Owned Small
Businesses (3%)**

Set-asides are reserved for small business between \$10,000 (Micro-purchase Threshold) to \$250,000 (Simplified Acquisition Threshold)



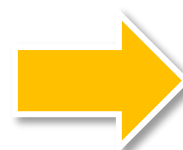
To Get Started...



1
Obtain a Unique
Entity ID at
SAM.gov



2
Register in the
System for
Award
Management
(SAM)



3
Obtain a
Commercial
and
Government
Entity
(CAGE) Code

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Small Disadvantaged Business & 8(a) Business Development Program



Access to business development support

Build capacity and grow through contracts

Nine-year program available once per lifetime

8(a) Business Development Program Objectives



01 Assistance

Management and technical assistance to help companies compete for business opportunities



02 Government Contracting

Helps thousands of entrepreneurs understand and succeed in government contracting



03 Ability to Thrive

Assist and graduate firms to allow them to thrive competitively

Historically Underutilized Business Zone (HUBZone) Certification



Stimulate capital investment

Build capacity and grow

**Access HUBZone set-aside
contract dollars**

Women-Owned Small Business (WOSB) & Economically Disadvantaged Women-Owned Small Business (EDWOSB) Programs



Take advantage of annual prime contracting goals

Build capacity and grow

Access set-asides for WOSB and EDWOSB

Veteran-Owned Small Business (VOSB) & Service-Disabled Veteran-Owned Small Business Programs (SDVOSB)

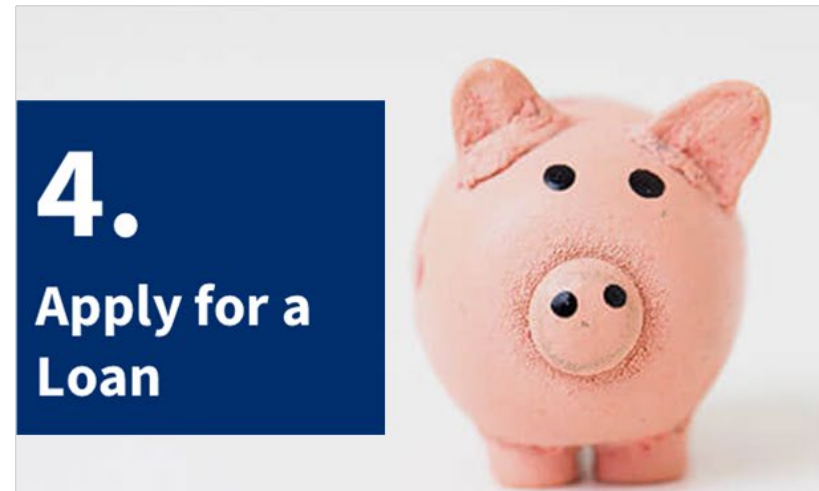


Qualify for set-aside opportunities

Build capacity and grow

Establish joint ventures

Lender Match for Access to Capital



Find an SBA-approved lender that's right for you by visiting: [SBA.gov/lendermatch](https://www.sba.gov/lendermatch)

SBA RESOURCE PARTNERS including Apex Accelerators



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www.msfdc.org/

Berkshire Regional Office (Pittsfield)
Central Regional Office (Worcester)
Northeast Regional Office (Salem)
Southeast Regional Office (Fall River)
Western Regional Office (Springfield)

Apex Accelerators

Massachusetts Export Center



www.cweonline.org

Eastern MA (Boston)
Central MA (Westborough)



www.cweonline.org/vboc



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U.S. Small Business
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