**STEP 1**

**Familiarization with the Language, Basic Concepts and Process**

- **Differences in Government and Commercial Sectors**
- **Federal Needs**
- **Small Business Set Aside Programs**

**STEP 2**

**Preparing your Business: Essential Certifications and Registrations**

- **Small Business Certification Programs**
- **Central Contractor Registration (CCR)**
- **Dynamic Small Business Search Tool (DSBS)**
- **Online Representations & Certifications Application (ORCA)**

**STEP 3**

**Federal Solicitations: Finding, Responding, and Obtaining Federal Work**

- **Business Development**
- **Bid Evaluation and Selection (To Go or Not to Go)**
- **Proposal Management and Development**

**Federal Acquisition Regulations**
http://Farsite.hill.af.mil
https://www.acquisition.gov/far/
Code of Federal Regulations
http://www.gpoaccess.gov/cfr

**FedBizOpps**

**Interior Department Acquisition System (IDEAS)**
https://ideasec.nbc.gov/j2ee/login.jsp

**SBA Table of Size Standards**
http://www.sbaonline.sba.gov/contractingopportunities/officials/size/table
Small Business Size Regulations: 13CFR 121
http://www.gpoaccess.gov/cfr
North American Industry Classification System (NAICS)
http://www.census.gov

**Small Business Administration**
http://www.sba.gov
SDB, 8(a), Woman Owned, Veteran Owned, HUBZone, Service Disabled Veteran Owned Small Business (SDVOSB), Economically Disadvantaged Woman Owned Small Business (EDWOSB)
http://www.ccr.gov
http://dsbs.sba.gov
http://orca.bpn.gov

**OSDBU Offices - Office of Small and Disadvantaged Business Utilization**
http://www.osdbu.gov/offices.html
SADBUS - Small and Disadvantaged Business Utilization Specialist

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