

Doing Business With The Government



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How To Market Your Business

- Identify Your Product or Service
- Register Your Business
- Identify Current Procurement Opportunities
- Familiarize Yourself with Contracting Procedures
- Investigate Federal Supply Schedule (FSS) Contracts
- Seek Additional Assistance as Needed
- Explore Sub-contracting Opportunities
- Investigate Small- Business Programs
- Market Your Firm Well



Identify Your Product or Service

- Federal Supply Classification Code (FSC) & Product Service Code (PSC)
 - <http://www.dlis.dla.mil/h2/>

- North American Industry Classification System (NAICS)
 - www.census.gov/naics

Identify Your Product or Service

H2 Search Page - Microsoft Internet Explorer provided by NMCI

File Edit View Favorites Tools Help

Back Forward Stop Home Search Favorites Media Print Copy Paste

Address <http://www.dlis.dla.mil/h2/> Go Links



Defense Logistics Information Service
"A Defense Logistics Agency Activity"

Questions?
Ask
Phyllis,
Our
Virtual
Rep!



H2 Federal Supply Classification (FSC)

[DLIS Home](#) | [Products](#) | [Services](#) | [Programs](#) | [Cataloging](#) | [Log Tools](#) | [Supplier](#) | [Training](#) | [Library](#)

Search by Federal Supply Group (FSG)
Enter the 2 position FSG:

Search by Federal Supply Class (FSC)
Enter the 4 Position FSC:

Word Search

Enter at least 1 position (Search is case sensitive)

Customer Service: 1-877-352-2255 or DSN 661-7766 Email: DLIS-Support@dla.mil
[Privacy/Security](#) | [Accessibility](#) | [Contact Webmaster](#)

This Site Reviewed Quarterly for Accessibility Compliance
This Page Last Reviewed: April 1, 2007

Internet

Identify Your Product or Service

NAICS -- North American Industry Classification System - Microsoft Internet Explorer provided by NMCI

File Edit View Favorites Tools Help

Address <http://www.census.gov/epcd/www/naics.html>

U.S. Census Bureau

North American Industry Classification System (NAICS)

The North American Industry Classification System (NAICS) has replaced the U.S. Standard Industrial Classification (SIC) system. NAICS will reshape the way we view our changing economy.

NAICS was developed jointly by the U.S., Canada, and Mexico to provide new comparability in statistics about business activity across North America.

NAICS 2002 included substantial revisions from NAICS 1997 within the Construction and Wholesale Trade sectors, and a number of revisions for the Retail and Information sectors. NAICS 2002 was implemented in the [2002 Economic Census](#).

A new [North American Product Classification System \(NAPCS\)](#) is presently under development, with initial focus on products of [service industries](#). (NAPCS will focus on manufacturing products at a later date; for existing census codes, see the [Numerical List](#).)

The official **2002 US NAICS Manual** *North American Industry Classification System--United States, 2002* includes definitions for each industry, tables showing correspondence between 2002 NAICS and 1997 NAICS for codes that changed, and a comprehensive index--features also available on this web site. To order the 1400-page *2002 Manual*, in print, call NTIS at (800) 553-6847 or (703) 605-6000, or check the [NTIS web site](#). The 1250-page *1997 Manual*, showing correspondence between 1997 NAICS and 1987 SIC, is also available. The 2002 and 1997 versions of NAICS are available on CD-ROMs, which can be ordered at NTIS.

Also available at this site are lists of [2002 NAICS codes](#) (with links to definitions), [1997 NAICS codes](#), tables showing [correspondence between NAICS 97 and SIC](#), tables showing [correspondence between NAICS 97 and NAICS 02](#), and other files for [downloading](#).

[Federal Register notice](#) describes changes adopted for NAICS 2007. Full code lists and correspondence tables are available.

NAICS to SIC
SIC to NAICS

Enter keyword
NAICS Search

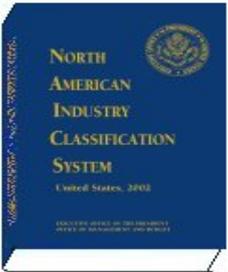
Implementation
[Census Bureau](#)
[BEA](#)
[BLS](#)
[Other agencies](#)

Product Classification
[Service Sector](#)
[Manufacturing](#)

Questions?
[Ask Dr. NAICS](#)

International
[Concordances](#)

Development of NAICS
[Introduction](#)
[Federal Register](#)
[Issues & concepts](#)
[Papers & speeches](#)



<http://www.census.gov/epcd/naics02/>

Internet

Register Your Business

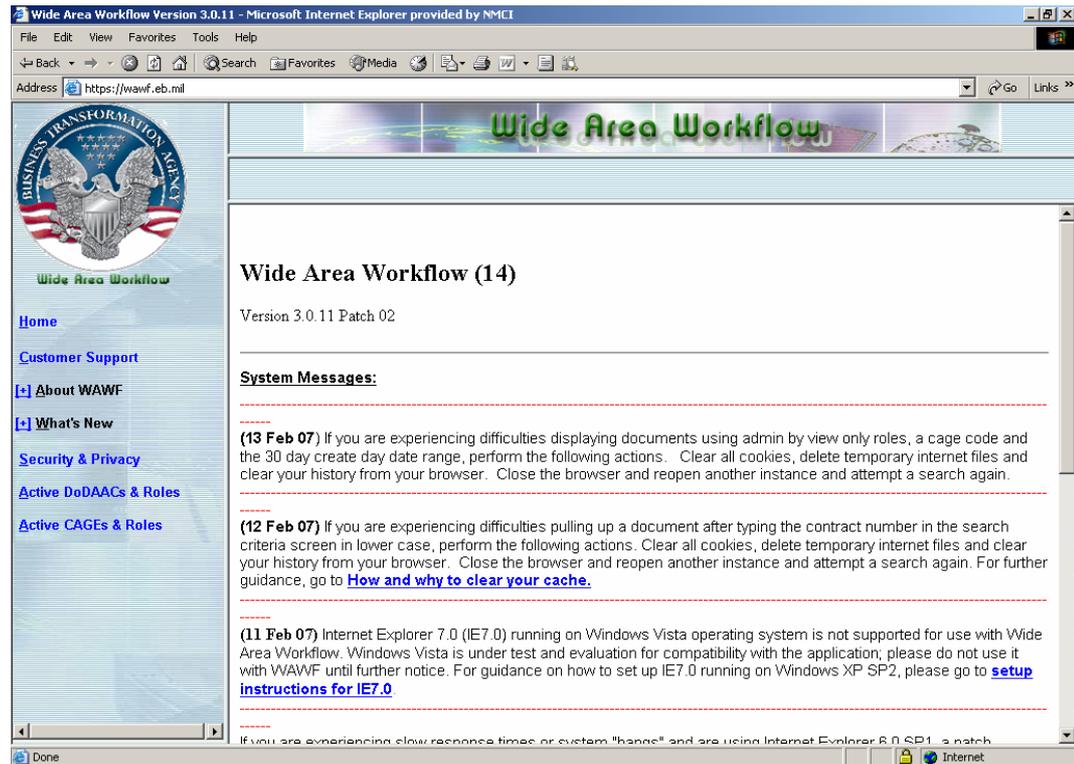
- Obtain Data Universal Numbering Systems (DUNS)
 - www.dnb.com/us
- Obtain Commercial and Government Entity (CAGE) Code
 - www.dlis.dla.mil/CAGESearch
- Register in the DoD Central Contractor Registration (CCR) System
 - www.ccr.gov



Register Your Business

- Register with Wide Area Workflow

– <https://wawf.eb.mil>



- *****Remember You Must Obtain a Taxpayer Identification**
- **Number (TIN) <http://www.irs.ustreas.gov>**

Identify Current & Future Procurement Opportunities

- Register with ORCA
 - <https://orca.bpn.gov>



The screenshot shows a Microsoft Internet Explorer browser window displaying the ORCA website. The address bar shows the URL <https://orca.bpn.gov>. The website header features a banner with an American flag and the ORCA logo, which includes two dolphins. Below the banner is a navigation menu with links for Home, Search, FAQs, Help, and Security Notice. The main content area is titled "Welcome to the Online Representations and Certifications Application (ORCA)" and provides a brief description of the program. It contains two main sections: "Please login to add or update your ORCA record" and "Search current ORCA Record". Both sections include input fields for DUNS Number and MPIN, with a "+4 (if applicable)" label for the DUNS field. The login section has "Login to ORCA" and "Reset Fields" buttons. The search section has "Search" and "Reset Fields" buttons, and a link for "Click Here for Archive Search". At the bottom of the main content area, there is a "NOTE" with a link to learn how to create an MPIN, and logos for the Integrated Acquisition Environment (IAE) and E-GOV. A footer section titled "Other Links" provides links to the Small Business Administration (SBA), The U.S. Government's Official Web Portal (USA.gov), Central Contractor Registration.gov (CCR), Business Partner Network (BPN), and FAC 01-26. The bottom of the browser window shows the status bar with "Done" and "Internet" icons.

ORCA - Login - Microsoft Internet Explorer provided by NMCI

File Edit View Favorites Tools Help

Address <https://orca.bpn.gov>

Home | Search | FAQs | Help | Security Notice

Welcome to the Online Representations and Certifications Application (ORCA)

ORCA is an e-Government initiative that was designed by the Integrated Acquisition Environment (IAE) to replace the paper based Representations and Certifications (Reps and Certs) process.

Please login to add or update your ORCA record

DUNS Number +4 (if applicable)

MPIN

Login to ORCA Reset Fields

Search current ORCA Record

DUNS Number +4 (if applicable)

Search Reset Fields

[Click Here](#) for Archive Search

NOTE: [Click here](#) to learn how to create your MPIN.

Integrated Acquisition Environment IAE E-GOV

Other Links

[Small Business Administration \(SBA\)](#) [The U.S. Government's Official Web Portal \(USA.gov\)](#)

[Central Contractor Registration.gov \(CCR\)](#) [Business Partner Network \(BPN\)](#) [FAC 01-26](#)

The ORCA website is designed to be used with Internet Explorer 6.0 or Netscape 7.x
NOTE: Session will terminate after 20 minutes of inactivity.
[Click Here](#) for feedback or comments form.

Done Internet

Identify Current & Future Procurement Opportunities

- Federal Business Opportunities
 - www.fedbizopps.gov

The screenshot shows the Federal Business Opportunities website in a Microsoft Internet Explorer browser window. The browser title is "Federal Business Opportunity - Microsoft Internet Explorer provided by NMCI". The address bar shows "http://www.fedbizopps.gov/". The website header features the text "Fed Biz Opps" and "Federal Business Opportunities" with a background image of the US Capitol and an American flag. The main content area includes a "Quick Search" box, an "Advanced Search" box, and a "General Information" section with links to "Section 508 Vendor Notice", "Interface Description", "Procurement Classification Codes", "Management Responsibility", and "Frequently Asked Questions". A "Privacy and Security Statement" link is also present. The "FedBizOpps News" section lists "What's New?", "FBO Awards", and "508 Compliance". A central text block describes the site as the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Below this is a "Hurricane Emergency Contracting Information" section with a link to register for disaster relief efforts. At the bottom, there are two buttons: "BUYERS" and "VENDORS". The footer includes the E-GOV logo, a commitment to Section 508-compliant accessibility, and the Integrated Acquisition Environment (IAE) logo.

Familiarize Yourself with Federal and DoD Contracting Procedures

Familiarize Yourself With SBA Resources

- Register in SBA Procurement Marketing and Access Network
 - Investigate Other SBA Resources & Small Business Programs
 - www.sba.gov
 - Federal Acquisition Regulation (FAR)
 - www.arnet.gov/far or <http://farsite.hill.af.mil/>
 - Defense Federal Acquisition Regulation Supplement (DFARS)
 - www.acq.osd.mil/dp/dars or <http://farsite.hill.af.mil/VFDFARA.HTM>
- And Agency Specific Supplement Guide
<http://www.regulations.gov>



Investigate Federal Supply Schedules (FSS)

- Federal Supply Schedules (FSS)
 - https://www.gsaadvantage.gov/advgsa/advantage/main/start_page.do
- Government-wide Commercial Purchase Card (GCPC)
 - www.fss.gsa.gov/services/gsa-smartpay



Seek Additional Assistance as needed in the Marketplace

- Federal/DOD Business Opportunities
 - www.dodbusopps.com
 - www.fedbizopps.gov
 - www.womenbiz.com
- Procurement Technical Assistance Centers
 - www.sellingtothegovernment.net/ptac_map.asp

Explore Sub-contracting Opportunities

Subcontracting Resources

- www.acq.osd.mil/sadbu/csp/index.html
- <http://web.sba.gov/subnet>
- www.sba.gov/GC/sbsd.html

Investigate Other DoD Small Business Programs

- Small Business Innovation Research (SBIR)
- Women-owned Small Business Program
- Historically Black Colleges and Universities/Minority Institutions Program
- Native American Incentives
 - www.acq.osd.mil/sadbu

MARKET YOUR FIRM WELL

- **Identified the Customer**
- **Researched the requirement**
- **Became familiarized with procurement strategies**
- **Seek the Small Business Representative**
- **NOW, Present the Company's Capabilities!!!**

Doing Business With The Government

**QUESTIONS
OR
COMMENTS**



Presenter: Shekela Hutchinson

