

*The JARI PTAC is one of a nationwide network of Procurement Technical Assistance Centers that work with companies interested in selling to federal, state, and local government agencies or to their supply chains. Our specialists provide a wide range of no- or low-cost services to help you succeed in this trillion dollar marketplace.*



PEO Briefing at Showcase for Commerce



Gella LLC 1st Government Contract Press Announcement

- ◆ **Capabilities evaluation:** Analyze your operations to see if you're ready to do business with the government.
- ◆ **Registrations:** Assist with any registrations you may need.
- ◆ **Small business programs:** Determine if you are eligible for small business certifications, and assist in certification.
- ◆ **Marketing collateral:** Guide you through profiling your business, composing a capabilities statement, and getting you listed in government business directories.
- ◆ **Market targeting:** Help to find the right government buyers for what you sell.
- ◆ **Buyer—seller matchmaking:** Host events and one-to-one interactions with government buyers and supply chain prospects.

- ◆ **Bids and proposals:** Assist in organizing your response efforts.
- ◆ **Contract administration and management:** Help post-award to correctly implement your contract.
- ◆ **Education :** Provide an ongoing suite of procurement training events. (*Visit the Calendar of Events at [www.jari.com](http://www.jari.com).*)
- ◆ **Information:** Provide a portal to regulations, government buyers, and other government procurement topics. (*Visit the JARI PTAC at [www.jari.com](http://www.jari.com).*)
- ◆ **Standards and specifications:** Locate and subsidize half the cost of the documents you need.
- ◆ **Referrals:** Connect you with a wide network of business development professionals for your other small business needs.



Government buyer "speed dating" at the Government Procurement Expo (GPE).

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Some useful, representative government procurement web sites are listed below. For a more comprehensive list, visit the JARI PTAC at [www.jari.com](http://www.jari.com).

◇ **Capabilities Evaluation:**

Capabilities Evaluation Checklist  
<http://www.summitinsight.com/cklist.pdf>

◇ **Initial Registrations:**

Dun & Bradstreet Number  
<http://fedgov.dnb.com/webform>

North American Industrial Classification Codes  
<http://www.census.gov/eos/www/naics>

System for Award Management (SAM)  
[Www.sam.gov](http://www.sam.gov)

Pennsylvania DGS  
<http://www.dgs.state.pa.us>

(Many large prime contractors also require registration to do business with them. See listings on the JARI PTAC page at [www.jari.com](http://www.jari.com).)

◇ **Regulations:**

Federal Acquisition Regulation (FAR)  
<http://farsite.hill.af.mil/>

◇ **Small Business Programs:**

Small Business Administration  
<http://www.sba.gov/contractingopportunities/owners/start/specialprograms/index.html>

Pennsylvania MBE/WBE  
[http://www.portal.state.pa.us/portal/server.pt/community/bureau\\_of\\_minority\\_and\\_women\\_business\\_opportunities/1358](http://www.portal.state.pa.us/portal/server.pt/community/bureau_of_minority_and_women_business_opportunities/1358)

◇ **Capabilities Statements:**

Guidance  
<http://www.proactivehrm.com/businessservices/profiles.html>

Examples  
Type "capabilities statement" into a search engine

◇ **Identifying Opportunities:**

iSearch  
<http://www.outreachsystems.com/isearch/>  
(Use "sguest" for both "Mailbox" and "Password" entries.)

FedBizOpps  
<https://www.fbo.gov/>

SBA SUB-Net  
<http://web.sba.gov/subnet/search/index.cfm>

Pennsylvania e-Marketplace  
<http://www.emarketplace.state.pa.us/>

◇ **Specifications and Standards :**

ASSIST  
<http://assist.daps.dla.mil/quicksearch/>

DSCC Index of Mil Specs and Drawings  
<http://www.dscc.dla.mil/programs/milspec/>

◇ **Government Procurement Workshops, Outreach, and the Government Procurement Expo**

Visit the Calendar of Events at [www.jari.com](http://www.jari.com) and the Office of Small and Disadvantaged Business at [www.osdbu.gov/general.html](http://www.osdbu.gov/general.html)

Get started today! Contact the JARI PTAC and we'll get to work on your success in government contracting. You won't find better personalized business support. Someone is selling to the government right now. That someone should be you!