# Doing Business with the Department of Defense A Tool Kit for Defense Acquisition

STEP

Identify your Product or Service

Register your Business

STEP \_

Learn about Small Business Programs Search
Current DoD
Procurement
Opportunities

**Get More Assistance** 

- Know the Product Service
   Codes (PSCs) and the North
   American Industry
   Classification System
   (NAICS) codes for your
   products, services or industry
   in which your organization
   normally does business
- Obtain a Data Universal Numbering System (<u>DUNS</u>\*) number
- Register in the System for Award Management (SAM)
- Obtain a Commercial and Government Entity (<u>CAGE</u>) code for U.S. businesses.

Generally, small businesses have fewer than 500 employees, depending upon your industry. Special preferences and programs are available for small businesses to contract with the government. Use SBA's <u>Size Standard tool</u> to determine if your business is eligible.

- U.S. Small Business Administration (SBA)
- •DoD's Office of Small Business Programs
- DoD's <u>Small Business and</u> Technology Partnerships Office

- Visit <u>SAM.gov</u>
- •Investigate Federal Supply Schedules
- Explore FedMall Contracts
- Look for subcontracting opportunities on the SBA's SUB-Net
- Look at the <u>GSA Acquisition</u> <u>Gateway</u>
- Explore the Other Transactions
  Guide

- Review SBA's <u>Federal</u> <u>Contracting Guide</u>
- Locate a <u>DoD Small Business</u>
   <u>Specialist</u>
- Contact your local
   Procurement Technical
   Assistance Center
- Contact your <u>local</u>
   <u>Manufacturing Extension</u>

   Partnership office

#### **Attend an Event**

- Air Force Pitch Days
- Army xTechSearch
- NavalX Launch Platforms, Navy Demo Days

### **Meet a Technology Expert**

- Air Force Office of Scientific Research <u>Centers of Excellence</u>\*
- Navy's ManTech Centers of Excellence
- National Security Innovation Network
- Manufacturing Innovations Institutes

#### **Innovate with DoD**

- AFWERX
- Army Applications Laboratory
- NavalX and Tech Bridges
- Defense Innovation Unit

## **Research & Development Funding Opportunities**

- Air Force Research Lab and their <u>funding opportunities</u>
- Army Research Office and their <u>funding opportunities</u>
- Office of Naval Research and their funding opportunities
- Basic Research Office Forum
- Defense Threat Reduction Agency (DTRA) and business opportunities
- Defense Advanced Research Projects Agency (<u>DARPA</u>) and their business opportunities
- Grants.gov and DoD Opportunities

Need More Details on the Contracting Process?

- A Step-By-Step
   Approach to the DoD

   Marketplace
- <u>Defense Federal</u>
   Acquisition Regulation
   Supplement

\*Denotes non-governmental entity. The appearance of hyperlinks does not constitute endorsement by the Department of Defense of any non-U.S. government entity, its websites or the information, products, or services contained therein. Although the Department of Defense may or may not use these sites as additional distribution channels for Department of Defense information, it does not exercise editorial control over all of the information that you may find at these locations. Such links are provided consistent with the stated purpose of this document.