

To be successful in government contracting, there are several steps you should complete. **Where are you at in the process?**

- Create a business plan
- Establish business model and legal entity (business license & EIN/TIN)
- Establish a business banking relationship & business bank account
- Determine your niche and the commercial market for your business
- Determine the NAICS codes for your products/services
- Perform market research to see if the government purchases your products/services: [sam.gov](http://sam.gov) | [fpds.gov](http://fpds.gov) | [usaspending.gov](http://usaspending.gov)
- Determine your entry point (should you be a Prime or Sub?)
  - Do you have documented past performance in the past 3 to 5 years in your NAICS codes?
  - Do you have the capacity to finance and successfully execute the project within 3 to 5 years?
- Determine your target customer: Federal, State, or Local
- Register to be a vendor with your target customer:
  - FEDERAL: Obtain an EIN & register with System for Award Management - [www.sam.gov](http://www.sam.gov)
  - STATE: Register with Edison Supplier Portal - [bit.ly/tnedisonportal](http://bit.ly/tnedisonportal)
  - LOCAL: Register with local governments as a supplier/vendor

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- Create your government contracting marketing materials:
  - Craft your elevator pitch
  - Develop your capability statement
- Perform market research to connect with Small Business Specialists, Contracting Officers, or Buyers
- Research socio-economic certifications available (Women-owned, veteran-owned, minority-owned, etc.)
- Search for opportunities
- Prepare bids and proposals
- Perform the requirements of the work