

WBENC RPO Government Business Online Resource Guide

Annotated links to resources for each stage of involvement in federal business.

1. Procurement Counselors & Advocates

WBE's can get one-on-one guidance from experienced professionals at locations nationwide. Their assistance ranges from free or low cost counseling, courses and resources on topic like market basics, strategy, and introductions to buyers, prime and partners. Find out more [HERE](#).

- a. [Procurement Technical Assistance Centers](#)
Entirely focused on federal, state and local contracting. Counselors can often provide introductions to regional buyers and partners, and recommend the most effective associations that are active in their regions (see 2. below).
- b. [Service Corps of Retired Executives](#)
General business as well as government procurement.
- c. [Small Business Development Centers](#)
General business topics as well as government procurement. .
- d. [Small Business Administration \(SBA\) District Offices](#)
General business topics as well as advice and administration of federal government procurement small business programs like 8(a) and WOSB.
- e. [SBA Procurement Center Representatives](#)
Advocate with local federal buyers for opportunities for small business
- f. [SBA Commercial Market Representatives](#)
- g. Advocate with regional major prime contractors seeking to meet small business subcontracting goals.

2. Selected Industry & Technical Association Resources

WBE's can develop their networks of federal buyers, partners and related subject matter experts through participation in key associations. These national, chapter-based organizations focus on federal procurement through activities and programs that bring together government decision-makers, large prime contractors, small businesses and other expert resources. Link to the organization's main site, and find the chapter(s) in your region. Ask counselors in the Procurement Technical Assistance Center for recommendations on unique regional organizations as well as for insight into the local chapter activity of the groups below.

- a. Information technology, including cyber and security, across all federal agencies:
[Armed Forces Communications & Electronics Association \(AFCEA\)](#)
Self-guided online tutorials on federal government procurement
- b. Staffing & Human Resource Management
[Society for Human Resource Management \(SHRM\)](#)
- c. Disaster response infrastructure, products & services
[National Guard Association of the United States \(NGAUS\)](#)
- d. Military and civilian agency construction services
[Society of American Military Engineers \(SAME\)](#)
- e. Contract administration, audit, teaming agreements
[National Contract Management Association \(NCMA\)](#)
- f. Some producers of conferences & events related to government procurement
[Federal Business Council](#), [GovEvents](#), [1105 Media](#)
- g. Products and services of interest to military buyers
[National Defense Industries Association, \(NDIA\)](#)
The following associations also host procurement conferences and events:
[Association of the U.S. Army \(AUSA\)](#); [Navy League](#); [Air Force Association \(AFA\)](#)

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3. Self-guided online tutorials

- a. [Small Business Administration Government Contracting Classroom](#)
Eighteen 30 minute courses on topics including “101”, WOSB, 8(a), pricing, proposal-writing. Offers audio, powerpoint, workbooks and text files.
- b. [OPEN Forum by American Express](#)
Three segments: Learn the basics, Start contracting, Grow your business. Self-guided on-screen presentation including success stories.

4. Resources For Common Questions

- a. I'm having problems **registering in SAM!** Who can help?
Be sure you have all the recommended registration data at hand, particularly the precise information you used to register in DUNS. Then start with the [Federal Service Desk](#) at 866-606-8220 or submit at [web form query](#) . Your [Procurement Technical Assistance Center](#) counselor can work with you in person.
- b. How does the **Woman-Owned Small Business (WOSB) Program** work, and am I eligible?
The U.S. Small Business Administration sets the rules and administers this program. [Read about the program and link to guides and details.](#)
[Find out the advantages to WOSB Certification through WBENC.](#)
- c. Where can I find out more about **what different federal agencies** do?
Look them up via [USA.gov](#), or google the federal agency's web site.
- d. How can I find out **how to do business with a specific federal agency**?
Go onto the agency's web site and look for their “small business” or “OSDBU” page.
- e. Where can I find **free information on what my competitors are selling**, who the buyers are, and when current contracts expire? Go to [USASpending.gov](#).
- f. What **fee-based research services** or tools might help me get this done faster?
Some services include [Deltek](#), [BGov](#), [FedMine](#), [Onvia](#), [ePipeline](#).
- g. Where do I find actual **solicitations, Sources Sought, and pre-RFP information**?
Look on <http://www.fbo.gov>.
- h. Where can I find comprehensive **contact lists for federal agencies**?
Some commercial services include [Leadership Directories](#) and [Carroll Publishing](#).
- i. I want more lead time than that! Where can I see **federal agency buying forecasts**?
Search for those by target agency, through this dropdown at [Acquisition.gov](#).
- j. How can I learn about **federal agency events** where I can meet government buyers?
First, see what's published on the agency's [Office of Small and Disadvantaged Business Utilization](#) web page. Contact the relevant Small Business Specialist to learn more.
- k. I need details on **federal contracting terms and processes**.

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[The Federal Acquisition Regulations](#) gives you the rules.

[ACQIPedia](#): Wiki of Defense Acquisition University provides plain language explanations.