

Are You Ready to be a Government Contractor?

By Max Franks

As the federal government enters the fourth quarter of the procurement calendar, you should reflect on the status of your business and how the contracting officers view your business. All vendors of the federal government must update the Systems for Award Management or SAM Federal Vendor Registration and as part of the annual update companies should review the NAICS codes and their points of contact to ensure that you show proper company information.

Secondly, since bids between \$3,000 to \$25,000 do not have to be advertised on the government bid board www.fbo.gov, it is imperative the SBA Supplemental Marketing information be completed to showcase your company and its abilities when contracting officers are doing their required market research. This market research helps the government review the different types of small businesses (8a, WOSB, SDVO, and HUBZone) for set-aside purposes and for competition for opportunities under \$25,000.

Now that you have updated your federal government registration, is your company ready to bid on state and federal government contracts? Do you have a member of your staff who looks for opportunities or do you use a bid matching service to seek bid out for you? Once you find an opportunity, who will prepare and price the bid? Do you know who to call for assistance and questions?

Arkansas Procurement Assistance Center (APAC) will help your business find and review bid opportunities for your business. APAC is part of the nationwide small business program sponsored by the Defense Logistic agencies and has supported Arkansas based businesses for over 25 years.

ARE YOU READY FOR GOVERNMENT CONTRACTING? Don't waste your time wondering. Call APAC for a check-up today so you can win government contracts. You may also attend:

Selling to the Government (Introduction to Government Contracting) AND Year End Buys (Credit Card, Purchase Orders, and Combined Synopsis Solicitation)

8:30 a.m.-Noon
Presented by Mary Love
2301 S. University Ave., Little Rock

Registration is required: Call 501-671-2003 call today

