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

STEP 1
Identify your Product or Service

STEP 2
Register your Business

STEP 3
Learn about Small Business Programs

STEP 4
Search Current DoD Procurement Opportunities

STEP 5
Get More Assistance

Step 1
- 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

Step 2
- Obtain a Data Universal Numbering System (DUNS*) number
- Register in the System for Award Management (SAM)
- Obtain a Commercial and Government Entity (CAGE) code for U.S. businesses.

Step 3
> 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 Size Standard tool to determine if your business is eligible.

- U.S. Small Business Administration (SBA)
- DoD's Office of Small Business Programs
- DoD's Small Business and Technology Partnerships Office

Step 4
- Visit SAM.gov
- Investigate Federal Supply Schedules
- Explore FedMall Contracts
- Look for subcontracting opportunities on the SBA's SUB-Net
- Look at the GSA Acquisition Gateway
- Explore the Other Transactions Guide

Step 5
- Review SBA's Federal Contracting Guide
- Locate a DoD Small Business Specialist
- Contact your local Procurement Technical Assistance Center
- Contact your local Manufacturing Extension Partnership office

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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 Centers of Excellence*
- 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 funding opportunities
- Army Research Office and their funding opportunities
- 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 (DARPA) 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
- Defense Federal Acquisition Regulation Supplement

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