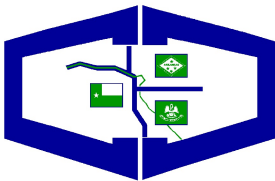


# Greenwood, Louisiana Business Resource Guide



**Greenwood  
Chamber of  
Commerce**



**THE COORDINATING &  
DEVELOPMENT  
CORPORATION**



**2014**

## GOVERNMENT PROCUREMENT OPPORTUNITIES

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### **System for Awards Management (SAM)**

The System for Award Management (SAM), <https://www.sam.gov/index.html/#1> has replaced the Central Contractor Registration (CCR) website. SAM was created in an effort to improve the federal government contracting process for small business owners. SAM services combines several procurement systems, including the Central Contractor Registration (CCR), Federal Agency Registration (FedReg), and the Online Representations and Certifications Application (ORCA), AND Excluded Parties List System (EPLS), into one website. If you were registered in the CCR database, your information may already be populated in SAM. However, you will need to register with SAM and make any changes to your registration.

SAM serves as a government-contracting portal and enables small business owners to register to do business with the federal government, and represent/self-certify as a small business all in one place. This streamlined, integrated approach will eliminate data redundancies, improve capabilities of the government-contracting workforce, and save taxpayers money by reducing costs. SAM is managed by the General Service Administration (GSA). If you require assistance (troubleshooting, data concerns, general information, etc.), contact the Federal Service Desk at [www.fsd.gov](http://www.fsd.gov) or by telephone at 866-606-8220.

***Note:** A DUNS number, provided by Dun & Bradstreet (D&B), is required for registration in the System for Award Management (SAM) database – [http://fedgov.dnb.com/webform\\_](http://fedgov.dnb.com/webform_) (This link is to a special website dedicated to assisting customers doing business with the Federal Government.)*

**SBA'S HUBZone Program** – The HUBZone program provides federal contracting assistance for qualified small business concerns located in historically underutilized business zones. To be a qualified HUBZone small business concern, a company must be a small business, owned and controlled by US citizens (51%), have their main office located in a HUBZone, and have at least 35% of the company's employees residing in a HUBZone (doesn't have to be the same HUBZone as the company's principal office). [www.sba.gov/content/applying-hubzone-program](http://www.sba.gov/content/applying-hubzone-program). To determine if your company is in a HUBZone, go to [map.sba.gov/hubzone/maps/](http://map.sba.gov/hubzone/maps/).

**SBA'S 8(a) Business Development Program** – The SBA's 8(a) BD Program helps small disadvantaged business concerns compete in the American economy. As part of the business development of the 8(a) firms, SBA helps small disadvantaged businesses access the Federal contracting marketplace. Certification through the SBA 8 (a) program is required for participation in this program. New rules for the 8(a) program have led to requiring registration on several federal government websites. Information relating to the required websites may be found at <https://sba8a.symplicity.com/applicants/guide>

**SBA'S Sub-Contracting Programs** – For some small businesses, subcontracting to a Prime Vendor is a great way to "get a foot in the door" of government contracting. [www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting](http://www.sba.gov/category/navigation-structure/contracting/contracting-opportunities/sub-contracting) provides links to a number sub-contracting opportunities and government agencies' websites.

### **Northwest Louisiana Government Procurement Center**

This agency helps companies find and secure government contracts, assists with marketing and technical aspects of government contracts, and offers specialized assistance to clients in areas such as Construction and Environmental contracting and subcontracting, (318) 677-2530, [www.lagpc.org/](http://www.lagpc.org/).

### **FedBizOpps.gov** – <https://www.fbo.gov/>

FedBizOpps.gov is the single government point-of-entry for Federal government procurement opportunities more than \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps - commercial vendors seeking Federal markets for their products and services can search, monitor, and retrieve opportunities solicited by the entire Federal contracting community. To register on the site, go to

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<https://www.fbo.gov/?s=main&mode=list&tab=register&subtab=step1&lsys=vendor>. You may also seek procurement opportunities through an advanced search at

<https://www.fbo.gov/index?s=opportunity&mode=list&tab=search&tabmode=list>

**Note:** To participate in procurement opportunities with the Federal Government, you must register with sam.gov and have a DUNS number (see above for more information)

### **State of Louisiana Procurement and Contract Network**

This site allows you to register to become a vendor to state agencies; a small fee will be required. Once registered you will be able to access solicitations by state agencies by specific commodity groups, by departments, by specific bid numbers, or search for open bids. To register, go to

<http://wwwprd1.doa.louisiana.gov/OSP/LaPAC/Vendor/VndPubMain.cfm?tab=2>. Registered vendors should routinely check the LaPAC Bids site for a listing of current business opportunities,

<http://wwwprd1.doa.louisiana.gov/OSP/LaPAC/pubMain.cfm>. To download a copy of the "How to do Business with the State of Louisiana Vendor's Guide," go to

<http://www.doa.louisiana.gov/osp/VendorCenter/Docs/vendorguide.pdf>