

Doing Business with the Air Force

STEP 1: EDUCATE Yourself on How to Do Business with the Government

- A. DoD SB Programs <http://business.defense.gov/>
- B. Guide to Marketing to the DoD <http://business.defense.gov/Small-Business/Marketing-to-DoD/>
- C. Procurement Technical Assistance Center (PTAC) <http://www.aptac-us.org/> (Free Support)
- D. Small Business Administration (SBA) Website www.sba.gov
- E. AFSC Small Business Website <http://www.afsc.af.mil/Units/SBO.aspx>
- F. Government Contract Policy
 - a. Federal Acquisition Regulations <http://farsite.hill.af.mil/>
 - b. Defense Federal Acquisition Regulations <http://farsite.hill.af.mil/>
 - c. Air Force Federal Acquisition Regulations <http://farsite.hill.af.mil/>
 - d. Defense Procurement and Acquisition Policy <http://www.acq.osd.mil/dpap/index.html> (click “Contract Policy” then click on “Small Business”)
 - e. Defense Contract Audit Agency <http://www.dcaa.mil/> (click on “Checklist & Tools”)
 - f. Defense Contract Management Agency <http://www.dcm.mil/> (Click on “Small Business”)
- G. Wide-Area Workflow (Government Invoicing System) <https://wawf.eb.mil>

STEP 2: Define Your PRODUCT/SERVICE and IDENTIFY Your MARKET

- A. What Product Service Codes/Federal Stock Class Codes are you selling?
<https://public.logisticsinformationservice.dla.mil/H2/search.aspx> OR
<http://support.outreachsystems.com/resources/tables/pscs/>
- B. Identify Potential NAICS Codes: <https://www.census.gov/eos/www/naics/>
- C. Find who is buying your product/goods/service: www.USAspending.gov AND
https://www.fpds.gov/fpdsng_cms/index.php/en/
- D. DoD SB Website <http://business.defense.gov/>

STEP 3: REGISTER Your Company to do Business with Government

- A. Must be Registered in System for Award Management (www.sam.gov)
 - a. Need to have your NAICS <https://www.census.gov/eos/www/naics/>
 - b. Need Your DUNS <http://fedgov.dnb.com/webform>
 - c. Commercial and Government Entity Program <https://cage.dla.mil/Home/UsageAgree>
- B. Contact your local PTAC for Free Assistance <http://www.aptac-us.org/>
- C. Update Dynamic Small Business Search Database (How Agencies can FIND YOU!)
http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm
- D. To obtain Tech Data/Drawings, an approved DD2345, Military Critical Technical Data Agreement is required <http://www.dtic.mil/dtic/> (search “DD 2345”)

STEP 4: Find Government OPPORTUNITIES

- A. All acquisitions >\$10K listed on Federal Business Opportunities (FBO) www.fbo.gov
- B. Defense Internet Bid Board <https://www.dibbs.bsm.dla.mil/>
- C. General Services Administration <https://www.gsa.gov/portal/category/100000>
- D. Strategic Alternate Sourcing Program Office <http://www.tinker.af.mil/home/429scmssaspo.aspx>
 - a. RPOW (Requirement Projection on Web)
 - b. Target List (what AFSC Supply Chain plans to buy)
 - c. Industry Days – Advertised on FBO
- E. Qualification Requirements/Source Approval Request (SAR) <http://www.afsc.af.mil/Units/SBO.aspx>
- F. Sub-Contracting Opportunities <http://web.sba.gov/subnet>
- G. United States/Canada Joint Certification Program (JCP)
<http://www.dla.mil/HQ/InformationOperations/Offers/Products/LogisticsApplications/JCP.aspx>

STEP 5: Ready to PROPOSE

Small Business Office AFSC/SB 405-739-2601 email: afsc.sb.workflow@us.af.mil website: <http://www.afsc.af.mil/Units/SBO.aspx>

A. Proposal Checklist <http://www.acq.osd.mil/dpap/dars/dfars/html/current/252215.htm#252.215-7009>