

HELPFUL WEBSITES & RESOURCES

DAF Office of Small Business Programs

www.airforcesmallbiz.af.mil

DoD Office of Small Business Programs

www.acq.osd.mil/sadbu

Small Business Administration

www.sba.gov

Federal Business Opportunities

www.fbo.gov

DoD Business Opportunities

www.dodbusopps.com

Size Standards

www.sba.gov/size

Procurement Technical Assistance Centers

www.dla.mil/smallbusiness/pages/ptap.aspx

General Service Administration

www.gsa.gov

Air Force Contracting

www.airforcesmallbiz.af.mil

Federal Acquisition Regulations

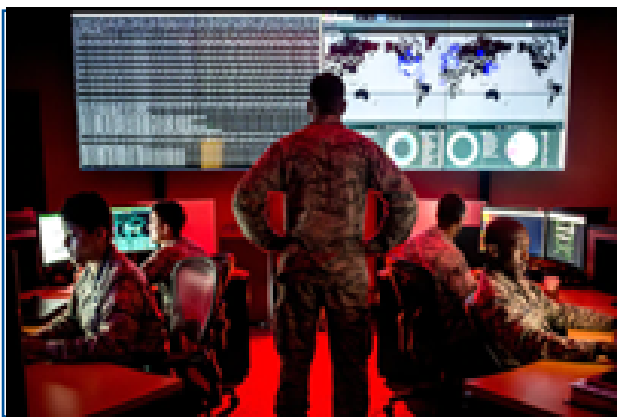
www.acquisition.gov/far

Small Business Development Center

www.asbdc-us.org

DoD Procurement Page

www.acq.osd.mil/dpap



CONTACT US

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Twitter.com/AFSmallBiz

SBIR/STTR: www.sbir.gov/about



U.S. AIR FORCE

Department of the Air Force Office of Small Business Programs



MISSION: "To fly, fight, and win ...
Airpower anytime, anywhere."



HOW TO DO BUSINESS WITH THE AIR FORCE

Identify Your Product or Service:

Federal Supply Class or Service Codes

<https://psctool.us/>

North American Industry Classification System (NAICS) codes

<https://www.census.gov/naics>

Prepare a printed and electronic Capability Statement. Include in a capability package (e.g. brochures, pamphlets or other materials).

Keep information fresh:

Update Small Business professional about changes in your business. Ask about new or projected requirements.

Contractor And Government Entity (CAGE)

codes are needed for all businesses. Your CAGE code will be given to you when you register with SAM at 1-866-606-8220 or at cage.dla.mil

You must be registered (Mandatory):

A Small Business professional can help you through the process.

On 04 April 2022 the federal govt stopped using DUNS Number. DUNS is replaced with Unique Entity IDs (UEI).

UEI is now assigned to entities when they register with the System for Award Management (SAM) www.sam.gov or call 1-866-606-8220.

If you are already registered in SAM.gov(active or not), you already have a UEI. It is viewable at SAM.gov

Those who are new to SAM.gov can register their entity or just get a UEI by signing in to SAM.gov and selecting "Get Started."

The government identifies your product or service with a six digit code called the **NAICS** and a four digit Federal Supply Class or service (FSC/SCV). Information is available at

www.census.gov/epcd/www/naics.html and

www.airforcesmallbiz.af.mil/Small-Business/Majcoms-Others-NAICS-Codes/.

For Air Force only opportunities, set BETA SAM Alerts to "push" opportunities your way based on primary NAICS codes, visit <https://beta.sam.gov/>

Online Representations and Certifications Application (ORCA) is an e-Government initiative that was designed by the Integrated Acquisition Environment to replace the paper-based Representations and Certifications (Reps and Certs) pro-cess. To apply, visit <http://www.sam.gov>

Review the Air Force Long Range Acquisition

Forecast: www.airforcesmallbiz.af.mil/Small-Business/Acquisition-Forecast/

Review Our Website www.airforcesmallbiz.af.mil/

Contact a Small Business Professional

www.airforcesmallbiz.af.mil/small-business/locate-Specialist/

Visit : **Wide Area Work Flow (WAWF) for paperless invoicing, receipt and acceptance**

HOW IS YOUR PRODUCT OR SERVICE TYPICALLY PURCHASED?

Is it done locally or in large quantities for distribution throughout the Air Force?

If purchased locally, marketing to the Air Force Small Business Specialist and local contracting offices is necessary. When marketing to the Small Business Specialist, first call and make an appointment with them.

If purchased for the entire Air Force, you need to find any and all solicitations for that product or service by going to www.fbo.gov. This website is the single posting site for all federal procurements over \$25,000.

In the case of both local and Air Force-wide purchases, it is your responsibility to demonstrate to potential customers that you are a capable supplier. It is likely you will be competing with other firms.

Explore Subcontracting Opportunities Understand Government Contracting



(Current as of March 2023)