

**TEST YOUR FEDERAL CONTRACTING KNOWLEDGE:  
WBDC's TOP 10 TIPS FOR WORKING WITH THE FEDERAL GOVERNMENT  
LET THE WBDC HELP YOU IDENTIFY THE AGENCY, PRODUCTS AND  
SERVICES.**

Anyone interested in providing goods and services to the  
Federal Government should know the answers to these topics.

**DID YOU KNOW...?**

1. There are Federal (Defense) Agencies, mainly for military support which includes the branches of Army, Air Force and Navy. Federal (Civilian) Agencies are those that do not have a major emphasis on providing supplies and services to the war fighter. Lastly, that there are Other Government Agencies (OGAs)? These agencies are mainly focused on U.S. importers with respect to U.S. Customs and Border Protection. OGAs also include the Environmental Protection Agency (EPA), the Food and Drug Administration (FDA), the Fish and Wildlife Service (FWS), the Federal Communications Commission (FCC) and the Department of Transportation (DOT). There are also Independent federal Agencies.
2. Federal Agencies also have goals to achieve. They are negotiated annually with the SBA. The negotiated goals fall in line with the Agency's mission and budget but maintain the same categories of business. The various categories of businesses include: Small Business (SB); Small Disadvantaged Business (SDB); Woman-Owned Small Business (WOSB), Historically Utilized Business Zone (HUBZone); and Service Disabled Veteran-Owned Small Business (SDVOSB) with a subcategory of Veteran-Owned Small Business (VOSB). A subcategory of SDB includes Historically Black Colleges (HBCUs) and Minority Institutions (MIs)
3. Each of the categories within the Small Business Program (SB, SDB, WOSB, HUBZone and SDVOSB) can be counted more than once if that business is initially a small business
4. Each Federal Agency has an "Advocate" for small businesses known as Small Business Specialists. Major federal prime contractor's have Small Business Liaisons (SBLOs)
5. Prime contractors' doing business with the federal government are mandated to subcontract with SBs, SDBs, WOSBs, HUBZone and SDVOSB's
6. The Central Contractor Registration (CCR) database was created as a single entity for registering federal contractors primarily to provide electronic payments to each federal vendor
7. Your North American Industrial Classification System code (NAICS) was established to identify each and every product and service provided to the federal government
8. The federal government may also award a contract initially on "Best Value" technically acceptable as opposed to lowest price
9. Many opportunities for award are also granted to firms that submit, without competition, under an "Unsolicited Proposal," if it is unique and approved
10. The Department of Energy also awards under [www.Fedconnect.net](http://www.Fedconnect.net)

**For additional information and details about how WBDC can help you increase  
Federal Contracting Opportunities**

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