

Four Quarter Business Update

Being Ready for Government Opportunities

By Max Franks

As we enter the final quarter of the Federal Government contracting year (July, August, and September) we know about the fast pace that causes the year end close out by federal agencies to spend their budget to meet deadlines on projects. This is the time for all businesses to review the impression that their company displays in the federal government databases for federal vendors. Systems for Award Management (SAM) <https://www.sam.gov> is required for all federal vendors for awards and grants over the \$3,000 micro-purchase threshold. SAM must be updated annually and hold the NAICS code that FAR 9 requires, "Small business size standards are applied by (1) classifying the product or service being acquired in the industry whose definition, as found in the NAICS manual, best describes the principal nature of the product or service being acquired." So a company should review their products and services and add NAICS as needed to not be left out of the government market or an opportunity that may come available. If the opportunity is under \$25,000 it is not required to be advertised as many larger products and services are on <https://www.fbo.gov/> for bids over \$25,000.

Secondly, each small business vendor should also review the Small Business Administration (SBA) supplemental pages at http://web.sba.gov/pro-net/search/dsp_dsbs.cfm . This search page is used by contracting officers for market research for set-asides and for opportunities under \$25,000. To add information to these supplemental pages a company must enter thru the SBA link in their SAM federal vendor registration. While this information is not required, it will make your company come to the notice of contracting specialists if the information is current and complete.

Finally, this is a good time to review how you are searching for government business opportunities. Are you actively searching for business? Do you use a bid search that provides you with state and federal business opportunities? If you are new or you need a refresher course in how bids or business opportunities are advertised or set-aside, contact your local Arkansas Procurement Assistance Center at 501-671-2006 to assist you.

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