Doing Business with the Department of Defense
A Welcome Mat for Defense Acquisition

**STEP 1: Identify your Product or Service**
- Know the Product Service Codes (PSCs) and the North American Industry Classification System (NAICS) codes for your products, services or industry in which your organization normally does business.

**STEP 2: Register your Business**
- Obtain a Data Universal Numbering System (DUNS*) number
- Register in the System for Award Management (SAM)
- Obtain a Commercial and Government Entity (CAGE) code for U.S. businesses.

**STEP 3: Learn about Small Business Programs**
- U.S. Small Business Administration (SBA)
- DoD’s Office of Small Business Programs
- DoD’s Small Business and Technology Partnerships Office

**STEP 4: Search Current DoD Procurement Opportunities**
- Visit Beta.SAM.gov
- Investigate Federal Supply Schedules
- Explore FedMall Contracts
- Look for subcontracting opportunities on the SBA’s SUB-Net
- Look at the GSA Acquisition Gateway
- Explore the Other Transactions Guide

**STEP 5: Get More Assistance**
- Review SBA’s Federal Contracting Guide
- Locate a DoD Small Business Specialist
- Contact your local Procurement Technical Assistance Center
- Contact your local Manufacturing Extension Partnership office

### Attend an Event
- Air Force Pitch Days
- Army Innovation Days
- NavalX Launch Platforms, Navy Demo Days
- Trusted Capital Venture Days

### Meet a Technology Expert
- Air Force Office of Scientific Research Centers of Excellence*
- Navy’s ManTech Centers of Excellence
- National Security Innovation Network
- Manufacturing Innovations Institutes

### Innovate with DoD
- AFWERX
- Army Applications Laboratory
- NavalX and Tech Bridges
- Defense Innovation Unit

### Research & Development Funding Opportunities
- Air Force Research Lab and their funding opportunities
- Army Research Office and their funding opportunities
- Office of Naval Research and their funding opportunities
- Basic Research Office Forum
- Defense Threat Reduction Agency (DTRA) and business opportunities
- Defense Advanced Research Projects Agency (DARPA) and business opportunities
- Grants.gov and DoD Opportunities

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