

# Doing Business with the Department of Defense

## A Tool Kit 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

#### Attend an Event

- [Air Force Pitch Days](#)
- [Army xTechSearch](#)
- [NavalX Launch Platforms, Navy Demo 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](#)

**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

Generally, small businesses have fewer than 500 employees, depending upon your industry. Special preferences and programs are available for small businesses to contract with the government. Use SBA's [Size Standard tool](#) to determine if your business is eligible.

- U.S. Small Business Administration ([SBA](#))
- DoD's [Office of Small Business Programs](#)
- DoD's [Small Business and Technology Partnerships Office](#)

#### 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 their [business opportunities](#)
- [Grants.gov](#) and [DoD Opportunities](#)

**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
- Connect with the [Trusted Capital](#) Program

#### Need More Details on the Contracting Process?

- [A Step-By-Step Approach to the DoD Marketplace](#)
- [Defense Federal Acquisition Regulation Supplement](#)

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