

# WHAT'S NEXT?

IF GOVERNMENT CONTRACTING IS RIGHT FOR YOUR BUSINESS, THERE ARE SEVERAL STEPS YOU WILL NEED TO TAKE TO BECOME A FEDERAL CONTRACTOR OR SUBCONTRACTOR. THIS CHECKLIST WILL ALSO ASSIST YOU IN PREPARING FOR THE PROCUREMENT MATCH-MAKING EVENT.

## CHECKLIST

1. CCR PRE-REGISTRATION PROCESS 
  - a. APPLY FOR A Data Universal Numbering System # (DUNS) 
    - [www.dnb.com](http://www.dnb.com)
  - b. APPLY FOR A FEDERAL TAX ID NUMBER 
    - [www.irs.gov/smallbiz](http://www.irs.gov/smallbiz)
  - c. IDENTIFY North American Industry Classification (NAICS) CODES 
    - [www.census.gov/epcd/naics07](http://www.census.gov/epcd/naics07)
  - d. IDENTIFY Standard Industrial Classification (SIC) CODES 
    - [www.osha.gov/oshstats/sicser.html](http://www.osha.gov/oshstats/sicser.html)
  - e. IDENTIFY Product Service Codes (PSC) (IF APPLICABLE) 
    - [www.fpds-ng.com](http://www.fpds-ng.com)
  - f. IDENTIFY Federal Supply Classification (FSC) CODES (IF APPLICABLE) 
    - [www.dlis.dla.mil/h2](http://www.dlis.dla.mil/h2)
  - g. IDENTIFY NIGP CODES (STATE AND LOCAL GOV) 
    - [www.nigp.com](http://www.nigp.com)
  
2. REGISTER WITH THE CENTRAL CONTRACTOR REGISTRATION (CCR) 
  - [www.ccr.gov](http://www.ccr.gov)
  
3. INVESTIGATE AND APPLY FOR SBA CERTIFICATION PROGRAMS 
  - [www.sba.gov](http://www.sba.gov)
  - a. SMALL BUSINESS (AS DEFINED BY SBA)
  - b. SMALL DISADVANTAGED
  - c. 8(a)
  - d. WOMEN OWNED
  - e. HUBZone
  - f. SERVICE DISABLED VETERAN
  - g. VETERAN OWNED
  
4. CREATE A PROFILE IN THE DYNAMIC SMALL BUSINESS SEARCH (DSBS)
  
5. MARKETING: 
  - a. CREATE A CAPABILITY STATEMENT 
    - i. Have statement reviewed and approved by PTAC or other org.
  - b. PREPARE AN ELEVATOR SPEECH
  
6. BUSINESS CARDS (DISPLAYING CAGE, NAICS, NIGP, ETC CODES)