

The government contracting industry is big business and continues to grow. Federal contract spending reached [\\$637 billion in FY2021](#), a nearly 16% increase over the last three years. Small businesses can capitalize on this market as there is a government-wide initiative to award about a quarter of government dollars to small businesses. The road to government contracting is competitive and can be overwhelming, so we've compiled resources to assist you as you pursue government contracts. Below are resources from federal agencies, state and local governments, and general contracting guides.

You can also receive free professional business advice and free or low-cost training from [your local Small Business Development Center](#)!

Federal Resources for Government Contracting

[System for Award Management \(SAM\)](#) – portal for businesses to identify opportunities and conduct business with the U.S. government

[USAGov](#) – official portal of the U.S. federal government providing information and directing visitors to every federal agency

[Federal Contracting](#) – contracting guides & assistance programs from the U.S. Small Business Administration

[Grants.GOV](#) – portal to identify federal grant funding opportunities

[SBIR Program](#) – the Small Business Innovation Research (SBIR) program is a highly competitive program that encourages domestic small businesses to engage in Federal Research/Research and Development (R/R&D) and enables small businesses to explore their technological potential by providing the incentive to profit from its commercialization. [View our guide on SBIR.](#)

[STTR Program](#) – the Small Business Technology Transfer (STTR) is another program that expands funding opportunities in the federal innovation research and development (R&D) arena encouraging the collaboration of small businesses with research institutions. [View our guide on STTR.](#)

[USASpending](#) – yearly spending data from the U.S. Government

[U.S. States Agency for International Development](#) – independent federal government agency that extends assistance to countries recovering from disaster, trying to escape poverty and engaging in democratic reforms

General Services Administration

Office of Small Business Utilization – advocacy for small, minority, and women business owners

Information Technology Category – technology contracts from GSA

Products & Services – contracting opportunities involving offering equipment, supplies, telecommunications and integrated information technology

Schedules – long-term government wide contracts with commercial firms providing federal, state, and local government buyers

Department of Commerce

[Office of Small and Disadvantaged Business Utilization \(OSDBU\)](#) – office promotes the use of small businesses in the acquisition process providing marketing and education information

[Procurement Forecasts](#) – the Department of Commerce’s tool assists with acquisition planning by helping vendors learn about potential contracting opportunities early in the procurement process

[Acquisition Management Division](#) – contract opportunities with the National Institute of Standards and Technology

[Vendor Information](#) – Office of Procurement from the U.S. [Patent](#) and [Trademark](#) Office

Department of Defense

[Office of Small Business Programs](#) – assistance for small business opportunities to compete for Department of Defense prime contracts and subcontracts

[Air Force Small Business](#) – procurement forecasts, opportunities, business development, outreach and [SBIR/STTR](#)

[Navy Office of Small Business Programs](#) – information and knowledge to assist the acquisition workforce do business with the Navy

[Defense Acquisition University](#) – provides mandatory, assignment-specific, and continuing education courses for military and civilian acquisition personnel within the Department of Defense

Department of Energy Resources

[Guidance for Acquisition & Financial Assistance](#) – contracting, financial assistance and related activities from the Office of Acquisition Management

Department of Health and Human Services

[Doing Business with HHS](#) – information on preparing to do business with HHS

[HHS Contracts](#) – general resources for being an HHS contractor/partner to include guidelines and regulations

[Small Business Contacts](#) – contact information for staff supporting small business contracts

Department of Transportation

[The Transit Award Management System](#) – online tool for joint procurement to award and manage federal grants from the Federal Transit Administration

Department of Veterans Affairs

Doing Business with the VA - contracting and procurement activities within the nationwide network of business units of the VA

Environmental Protection Agency

[Contracting with EPA](#) – active contract listing, acquisition guide, vendor communication plan, service contract inventory and small business programs

Housing and Urban Development

[Contracting Opportunities](#) - resources to work with HUD

NASA

Office of Small Business Programs – development and management of NASA programs to assist small businesses

United States Postal Service

[Doing business with Us](#) - information you need to do business with the Postal Service

State Resources for Government Contracting

[State and Province Procurement Websites](#) – list of state procurement websites from NIGP:

The Institute for Public Procurement

[State Procurement Office Information](#) – information on each state's State Procurement Official, the procurement staff in their office, select procurement programs and a guide of how to do business with that state from the National Association of State Procurement Officials

[State and Territory Business Resources](#) – information about regulations, resources, and financing opportunities from USAGov

[Local Governments](#) – information for local governments by state from USAGov

Cybersecurity

[Cybersecurity for Small Business](#) - our comprehensive collection of information, resources and tools for small business cybersecurity.

[Cybersecurity](#) - best practices and information on identifying and guarding against cyberattacks.

[Cybersecurity Framework](#) - Framework for Improving Critical Infrastructure Cybersecurity from the National Institute of Standards and Technology (NIST)

[Cybersecurity Self-Assessment Handbook](#) - from NIST step-by-step guide to assessing a manufacturer's information systems

[Protecting Unclassified Information](#) - NIST Special Publication providing requirements for protecting the confidentiality of Controlled Unclassified Information (CUI)

[Cybersecurity Considerations](#) - top considerations impacting government contractors

Other Government Contracting Resources

[Affirmative Action](#) – affirmative action must be taken by covered employers to recruit and advance qualified [minorities](#), [women](#), persons with disabilities, and covered [veterans](#) from the U.S. Department of Labor

[Wage Requirements](#) – prevailing wage requirements of various laws applicable to government contracts enforced by the U.S. Department of Labor Wage & Hour Division

[Contracting Guide](#) – complete breakdown of government contracting including business assessment, basic requirements, types of contracts, how to win contracts and more from the U.S. Small Business Administration

[Government Contracts for Small Businesses](#) – breakdown of where to find, and how to get, government contracts

[Government Procurement Contracts](#) – procurement process and best practices

[Contracting Professionals Smart Guide](#) – guides to assist and promote the development of the federal acquisition workforce from the Federal Acquisition Institute

[Tips for Government Contracting](#) – tips to help small businesses be successful in government contracting from Inc.

APEX Accelerators

APEX Accelerators, formerly Procurement Technical Assistance Centers, offer help to small business government contractors [via partnership](#) between the U.S. Small Business Administration and Department of Defense. The partnership aims to strengthen and expand economic development by furthering support to small businesses. The SBA operates over [1,000 Small Business Development Centers nationally](#), and the DOD runs more than [90 APEX Accelerators](#). These accelerators offer a variety of free assistance to aid small businesses with pursuing government contracting opportunities and navigating the processes.

Additional Small Business Resources

Already in business or thinking about starting your own small business? Check out our various [small business resources](#):

- View our small business help topics here: [Small Business Information Center](#)
- View our business reports here: [Small Business Snapshots](#)
- View our industry-specific research here: [Market Research Links](#)
- View our small business cybersecurity resources here: [Cybersecurity](#)
- View our pandemic business resources here: [COVID-19 Publications](#)

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