

Basic Steps and Registrations



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To enter the federal government marketplace, you will need to comply with mandated registrations and databases.

DETERMINE YOUR PRIMARY NORTH AMERICAN INDUSTRIAL CLASSIFICATION SYSTEM (NAICS) CODE

In the government marketplace, NAICS codes are used to classify businesses to facilitate information sharing and to determine business size.

REGISTER WITH D&B

In order to do business with the federal government you must obtain a DUNS number. Your DUNS Number is an important “identifier,” used for a multitude of purposes by the government in the contracting arena.

fedgov.dnb.com/webform or 1-866-705-5711

DETERMINE YOUR FEDERAL SUPPLY CODES (FSC) OR PRODUCT SERVICE CODES (PSC)

Finding opportunities can be challenging because there is so much information to sort through when searching government databases. Knowing the FSC or PSC that apply to your product or service is one of the best ways to search through large databases.

REGISTER WITH THE SYSTEM FOR AWARD MANAGEMENT (SAM)

In order to do business with the federal government you must first register in SAM at **sam.gov**.

DEVELOP YOUR DYNAMIC SMALL BUSINESS SEARCH (DSBS) PROFILE

The DSBS is very important for small businesses since this is where government agencies and large businesses search for small companies they are required to use for federal government work. The database is a free marketing tool for all small businesses that want to do business with the government.

For more information, please visit
pasbdc.org/government