

HOW TO GET GOVERNMENT CONSTRUCTION CONTRACTS FOR YOUR SMALL BUSINESS

Steps to Finding Quality Government Contracting Opportunities:

1. Register as a U.S. government contractor on SAM.gov

SAM.gov is the official database of federal contractors and contract opportunities. You will need to provide basic information about your business, including a D-U-N-S number.

2. Get your federal registrations and certifications in order

You may qualify for programs that can give you a bidding edge. Woman-owned, veteran-owned, or minority-owned businesses, for example, can apply for certification from the Small Business Administration.

3. Find opportunities that match your capabilities and interests

Use SAM.gov to search for federal contract opportunities. For state and local opportunities, check out websites like GOVCB.com or contact your state procurement or contracting office.

4. Pay attention to the terms and conditions in the solicitation

The solicitation will include info such as the scope of work, specifications, evaluation criteria, deadlines, submission requirements, and contact information. Make sure all these expectations fit your capabilities and preferences.

5. Prepare a competitive bid that meets the requirements and deadlines

Your bid should demonstrate how your business can provide value to the government agency. Also include any relevant documents or certifications that support your eligibility or qualifications.

6. Understand compliance requirements before finalizing your bid.

Consider software or a third-party tool to help you stay compliant with your government contracts. Our**Certified Payroll Reporting** software can automate the creation and submission of certified payroll reports for federal, state, and local contracts while integrating with most large payroll systems.

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