

Supplier Resource Guide - U.S. Public Sector Market Edition

Beta Version

Join the global knowledge network where we bring market intelligence, best practice insights, and learning to enable better public purchasing across the world.

Welcome to Public Spend Forum's beta U.S. Supplier Resource Guide.

This guide provides a list of resources specific to the U.S. public sector market, including links to sites with opportunities across the U.S. federal sector and states. Over time, we expect to build on this version to provide additional resources and tools, and to expand to European markets and other regions.

We would appreciate your feedback and guidance on what additional types of information, guides, and tools would help you navigate the global public sector market.

How can we best support the public sector supplier community?
Tell us at support@publicspendforum.net.

Resource Guide Contents

1. Basics of Supplying to the U.S. Public Sector
 - a. Federal Government
 - b. State Governments
2. Finding Opportunities
 - a. Opportunity Identification
 - i. Federal Opportunities
 - ii. State and Local Opportunities
 - b. Federal Socioeconomic Program
 - c. Government Schedule Programs, GWACS, and Cooperative Purchasing
3. Market Research
 - a. Market Intelligence Sources
 - b. Market Demographics
 - c. Small Business Support
 - d. FAR/Agency Supplements
4. Business Support and Services
(in development)

Who We Are

Public Spend Forum is a global knowledge network for public procurement. We provide government professionals and suppliers market intelligence, best practice insights, practical learning content and a global expert network to enable better public purchasing across the world.

1. Basics of Supplying to the U.S. Public Sector

a. Federal Government

Resource	Description
SBA Government Contracting Classroom	The Small Business Administration provides free online courses on selling to the federal government, understanding contracting process and laws, and selecting programs for small businesses.
WPI FAQs on Federal Procurement	The Wisconsin Procurement Institute answers questions about supplier opportunities through the federal government, and how to get started selling to the public sector.

b. State Governments

Resource	Description
NASPO State Procurement 101	An introduction to state government procurement from the National Association of State Procurement Officers

2. Finding Opportunities

a. Opportunity Identification

i. Federal Opportunities

Resource	Description
FedBizOpps	The leading free source for federal government contract opportunities more than \$25,000
SBA Subcontracting Network	SBA-hosted postings by prime contractors seeking small business subcontractors

ii. State and Local Opportunities

- [Alaska](#)
- [Alabama](#)
- [Arizona](#)
- [Arkansas](#)
- [California](#)
- [California - Los Angeles](#)
- [California - San Francisco](#)
- [California - San Mateo](#)
- [Colorado](#)
- [Connecticut](#)
- [Connecticut - New Haven](#)
- [Delaware](#)
- [District of Columbia](#)
- [Florida](#)
- [Florida - Miami-Dade](#)
- [Georgia](#)
- [Georgia - Atlanta](#)
- [Hawaii](#)
- [Idaho](#)
- [Illinois](#)
- [Indiana](#)
- [Iowa](#)
- [Kansas](#)
- [Kentucky](#)
- [Kentucky - Louisville \(General\)](#)
- [Kentucky - Louisville \(Construction\)](#)
- [Louisiana](#)
- [Massachusetts](#)
- [Maine](#)
- [Maryland](#)
- [Michigan](#)
- [Michigan - Local and University](#)
- [Minnesota](#)
- [Mississippi](#)
- [Missouri](#)
- [Montana](#)
- [Nebraska](#)
- [Nevada](#)
- [New Hampshire](#)
- [New Jersey](#)
- [New Mexico](#)
- [New York](#)
- [New York - New York City](#)
- [North Carolina](#)
- [North Carolina - Raleigh](#)
- [North Dakota](#)
- [Ohio](#)
- [Oklahoma](#)
- [Oregon](#)
- [Rhode Island](#)
- [Rhode Island - Local](#)
- [South Carolina](#)
- [South Dakota](#)
- [Tennessee](#)
- [Texas](#)
- [Texas - Austin](#)
- [Texas - Houston](#)
- [Texas - Irving](#)
- [Utah](#)
- [Vermont](#)
- [Virginia](#)
- [Washington](#)
- [West Virginia](#)
- [Wisconsin](#)
- [Wyoming](#)

b. Federal Socioeconomic Programs

Resource	Description
SBA 8(a) Business Development Program	Resources to help small disadvantaged businesses find and win federal work
SBA HUBZone Program	Resources to help small businesses in "Historically Underutilized Business Zones" use their preferred access to federal procurement opportunities
HUBZone Maps	Interactive, searchable map of rural and urban areas that qualify for the HUBZone program
Service-Disabled Veteran-Owned Small Business Concern Program	Details on eligibility and process for attaining business through the SBA SDVOBC program
Federal Agency Socioeconomic Goals	Current and historical scorecards showing agency goals and performance towards those goals
Small Business Size Standards	A table of company size standards by NAICS code for small business determination

c. Government Schedule Programs, GWACs, and Cooperative Purchasing

Region	Resource
Federal	GSA Guide to Getting on GSA Schedules
	GSA's Multiple Award Schedules Desk Reference Guide
	GSA Vendor Support Center

Region	Resource
State	California's Multiple Award Schedules
	Texas's Multiple Award Schedules
Other	The Institute for Public Procurement's List of State, Local, and Education Cooperative Purchasing Programs
	List of Cooperative Purchasing Programs from ProcureSource
	Becoming a Supplier for U.S. Communities Cooperative Purchasing Program

3. Market Research

a. Market Intelligence Sources

Resource	Description
Bloomberg Government	Provides data, information, and analysis on government spending, strategy, and market developments
GovWin	Deltek service to help organizations identify, track, and compete for government contracts
immixGroup	Provides market intelligence and lead generation services for IT manufacturers looking to work with the government
Onvia	Provides business intelligence for entities selling to public sector across industries and levels of government

b. Market Demographics

Resource	Description
USASpending.gov	Database of federal government spend

c. Small Business Support

- [SBA Resource Guides for Small Business](#)
- [Association of Procurement Technical Assistance Centers](#)
- [Guide to Federal Agency Small Business and Socioeconomic Goals](#)
- [The Small Business Association's Disadvantaged Business Mentor-Protege Program](#)
- [Federal Office of Small and Disadvantaged Business Utilization Directors Interagency Council](#)
- [Government Procurement Resources from the New York Small Business Development Center](#)

d. FAR/Agency Supplements

- [The Federal Acquisition Regulation](#)
- [Agency Supplements to FAR](#)

4. Business Support and Services (in development)

Resource	Description
FedBid	Online marketplace for federal opportunities as well as state, local, and other public sector opportunities

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