



Helping Businesses Grow & Succeed

**CLOSE TO \$600 MILLION
IN GOVERNMENT CONTRACTS WON
by client businesses in 2012 and
more than \$6.8 billion since 1986,
resulting in 159,218 jobs created
and retained.**

DIRECTORY

Pensacola.....	850.474.2549
Fort Walton Beach.....	850.301.3514
Jacksonville.....	904.620.2476
Orlando.....	407.420.4850
Daytona Beach.....	386.872.3100
Cocoa.....	321.433.7386
Tampa.....	813.905.5800
Fort Myers.....	239.745.3708
Boca Raton.....	561.862.4782 or 4781
Fort Lauderdale.....	954.762.5235
Miami.....	866.737.7232
Statewide Manager.....	850.473.7806

The FSBDCN is a statewide service network funded in part through cooperative agreements with the U.S. SBA, Defense Logistics Agency, State of Florida and other private and public partners; hosted by the University of West Florida; and nationally accredited by the Association of SBDCs.

→ fptac.org

Your Gateway to Government Contracting

Looking for a new opportunity to grow your sales? Government contracting may be an avenue to consider, as it can provide long-term growth for all types of businesses. Every level of government buys goods and services all the time. They spend billions of dollars every year, even during times of economic uncertainty and reduced spending. Research has found that the chances of successfully securing government contracts increase when the necessary research is conducted and a plan for success is developed.

Florida SBDC Network Government Contracting Specialists provide high-value, confidential consulting at no cost and affordable training to help Florida businesses—small or large, profit or non-profit—research and bid on government contracts from the Department of Defense, other federal agencies, state and local agencies and prime contractors. Government Contracting Specialists are knowledgeable, experienced and eager to assist you in making selling to the government less complicated and more profitable. They will assist you with:

Bid/Proposal Preparation

- ★ Analyze solicitations/bids
- ★ Review GSA Schedule solicitations
- ★ Identify cost elements

Computerized Bid Matching Services

- ★ Develop customized profile
- ★ Provide daily searches and email alerts for matching federal, state and local government solicitations

Obtaining Registrations

- ★ Assist with database registration to participate in the government marketplace

Certifications

- ★ Assist with certifications such as 8(a), Women-owned Small Business, Hubzone and state and local certifications
- ★ Assist with the Veteran-Owned Small Business verification program and other veteran initiatives

Marketing

- ★ Research government procurement histories
- ★ Identify bid and subcontracting opportunities
- ★ Provide information on government buying activities

Networking

- ★ Sponsor networking events to connect business owners with agency buying officers and prime contractors

Contract Administration and Performance

- ★ Assist with contract needs such as auditing requirements, cost accounting systems and contract modifications

State Designated as Florida's Principal Provider of Business Assistance [288.001, Fla. Stat.]

Visit us online or contact us for more information
about our Government Contracting Services today.

