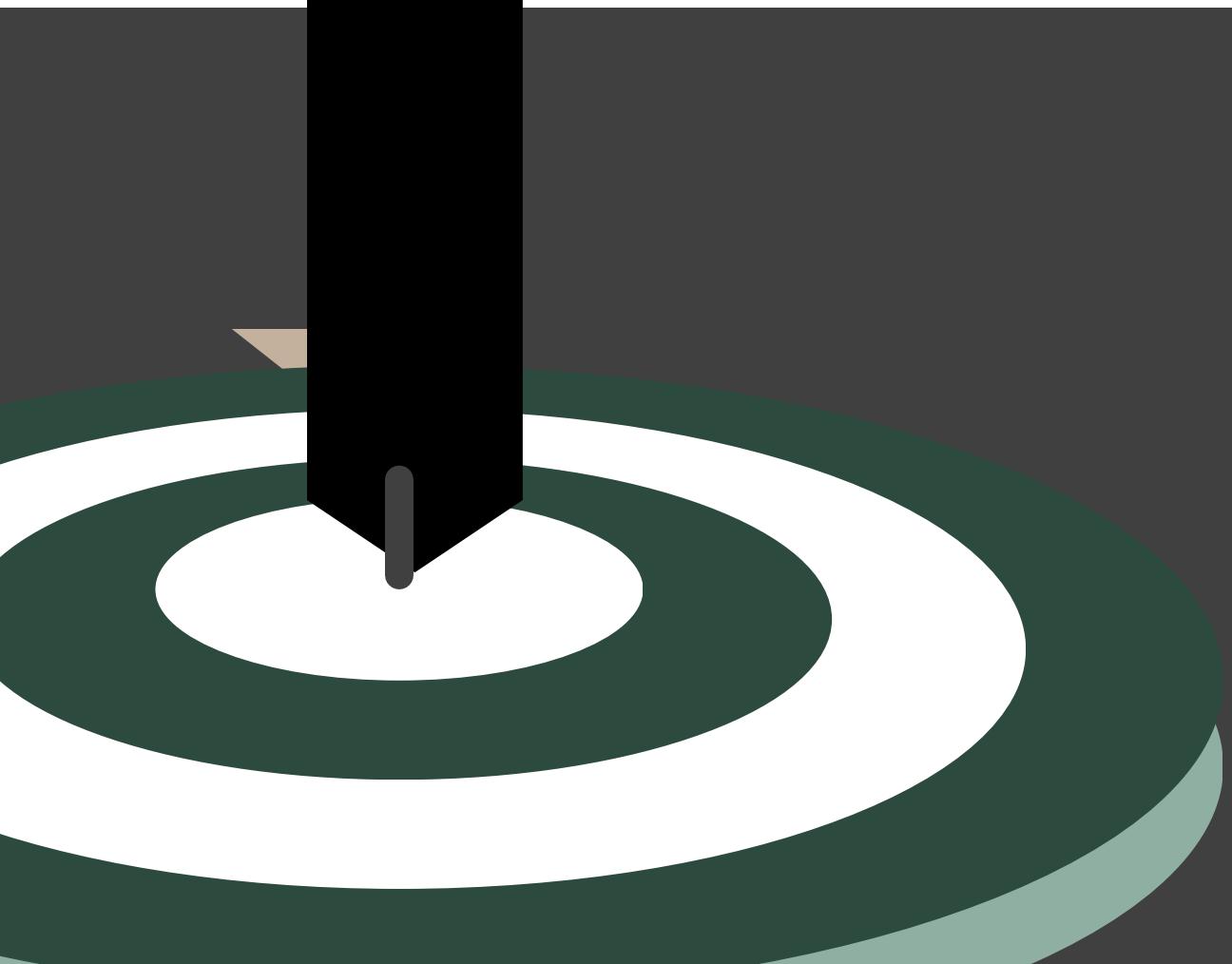


FEDERAL CONTRACTING **ACTION PLAN**

**FOLLOW ALL THE STEPS TO
ENSURE SUCCESS IN THE
FEDERAL SPACE**



**PHASE 1:
SETUP
ONCE**

Choose your Business Structure

01

Identify your Industry codes (NAICS)

02

Create your SAM.GOV Profile

03

Register for Local Gov Sites

04

Talk to Local Apex Accelerator

05

Create/ Fix your Business Resume (Cap Statement)

06



**ACTION
PLAN**

**PHASE 2:
BUSINESS DEVELOPMENT**

REPEAT

Identify Top 25 Buyers & Future Bids (NOT ON SAM)

01

Setup and attend meetings with government buyers

02

Attend Industry Events

03

Attend Site Visits

04

Get on Supplier List for top 25 Federal Suppliers

05

Monitor Contract Awards and Identify Sub Opportunities

06



**ACTION
PLAN**

PHASE 3:
BIDDING
REPEAT

Review Immediate Bid Opportunities

01

Assemble Team Based on Opportunities

02

Apply for Vendor/ Supplier Credit

03

Respond to Opportunity (RFP, RFQ, RFI, Task Orders)

04

Evaluate Bid Results

05

**ACTION
PLAN**

**PHASE 4:
BUSINESS ENHANCEMENT
ONCE**

Apply for Small Business Certification

01

8(a) Certification

02

Mentor Protege Program

03

Focus on Self Performance Capability as Differentiator

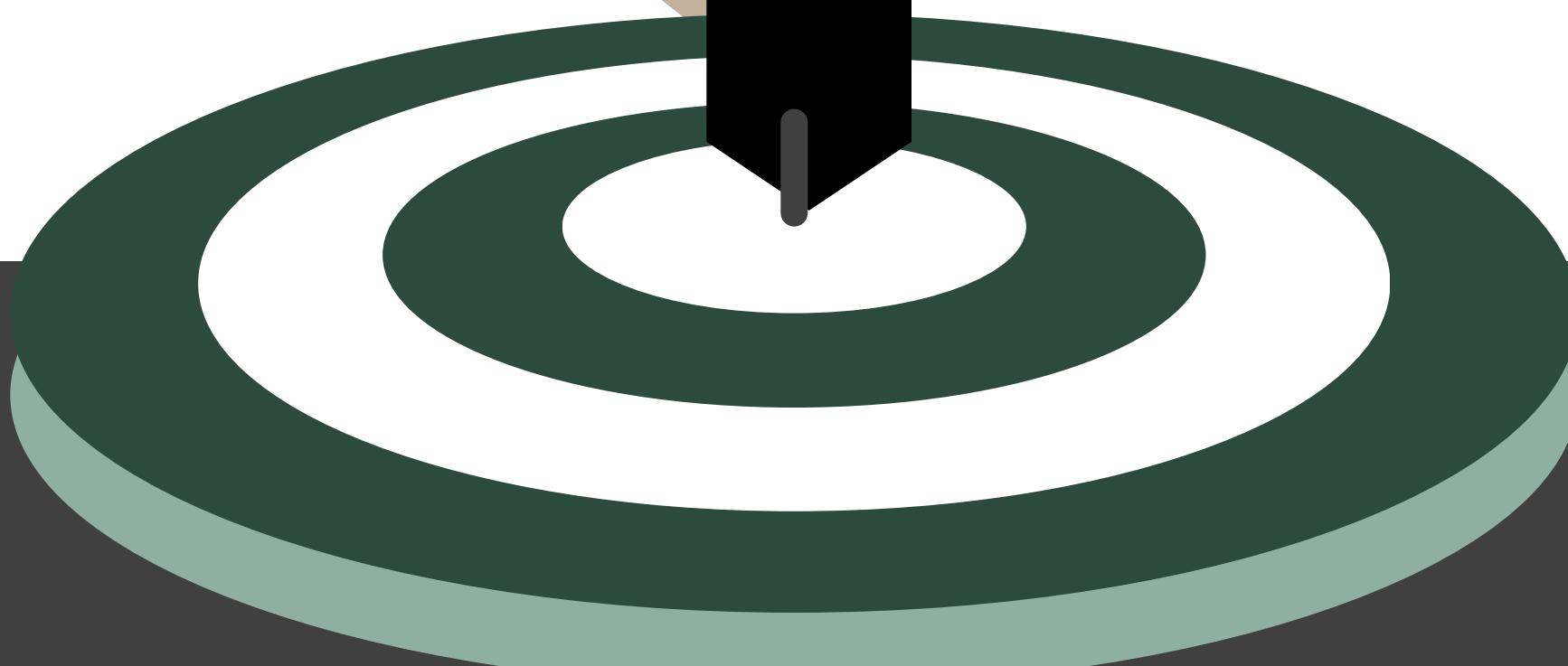
04

Find Better Partners

05

Speak at an event

06



**ACTION
PLAN**

**PHASE 5:
CONTRACT MANAGEMENT**

REPEAT

**System Registrations
(PIEE, WAWF)**

01

Subcontractor Compliance

02

Project Compliance

03

Communication

04

**ACTION
PLAN**