



How to Do Business with Government & Public Agencies in the Sacramento Region

Sacramento District
6501 Sylvan Rd., Ste. 100
Citrus Heights, CA 95610
[www.sba.gov/
localresources/district/
ca/sacr/index.html](http://www.sba.gov/localresources/district/ca/sacr/index.html)

Your Small Business Resource
Every day, the U.S. Small Business Administration and its nationwide network of partners help millions of potential and current small business owners start, grow and succeed.

Resources and programs targeting small businesses provide an advantage necessary to help small businesses effectively compete in the marketplace and strengthen the overall U.S. economy.

SBA offers help in the following areas:

- Starting a Business
- Financing a Business
- Growing a Business
- Opportunities in Contracting
- Recovering From Disaster
- A Voice for Small Business in Government

Visit SBA online at **www.sba.gov** for 24/7 access to small business news, information and training for entrepreneurs.

All SBA programs and services are provided on a nondiscriminatory basis.

TIPS FOR SMALL BUSINESSES

- Government and Public Agencies purchase a wide variety of goods and services to include: construction, commodities, supplies, maintenance, professional services, and more.
- Refer to the Procurement Thresholds table on the other side for agencies' purchasing card maximums and Internet posting thresholds. Smaller purchases are often accomplished at the desk-staff level and may not be advertised.
- Market, Market, Market!
 - Attend pre-bid meetings and events sponsored by each agency.
 - Periodically update your company profile.
 - Regularly search agency websites for business opportunities.
 - Build relationships with the agencies' procurement staff and/or small business specialist – most websites have an employee directory.
- Technical Assistance/Training:
 - The Federal Technology Center—Keeping you informed about technology transfer and government contracts: <http://www.theftc.org>, (916) 334-9388
 - The Small Business Development Center—Provides one-on-one counseling, training, and technical assistance in all aspects of small business management: <http://www.sbdc.net>, (916) 563-3210
 - SCORE—Counselors to America's small businesses: <http://www.score.org>, (916) 635-9085
 - The SBA Sacramento District Office: <http://www.sba.gov/localresources/district/ca/sacr/index.html>, (916) 735-1700

AGENCIES

- **CALTRANS Division of Procurement and Contracts:** <http://caltrans-opac.ca.gov>; (916) 227-6000
 - Get certified with the State: <http://www.pd.dgs.ca.gov/smbus/getcertified.htm>
 - Look for business opportunities:
 - <http://caltrans-opac.ca.gov>
 - <http://www.eprocure.dgs.ca.gov>
 - http://www.dot.ca.gov/hq/esc/oe/weekly_ads/index.php (\$1M+)

- **City of Sacramento Procurement Services Division:**
<http://www.cityofsacramento.org/pss/>; (916) 808-6240
 - Get registered as a Vendor: http://www.cityofsacramento.org/ESBD/documents/Vendor_Reg_SBE_Application_writeable.pdf.
 - Look for business opportunities: <http://www.cityofsacramento.org/generalservices/procurement/bids/>
 - Register to receive bids automatically: http://www.cityofsacramento.org/pss/Forms/bid_notification

- **Regional Transit Procurement Services:** <http://www.sacrt.com>;
 (916) 556-0156
 - Get registered as a Vendor & look for business and contract opportunities and contract listings: <http://www.sacrt.com/contractinginfo.stm>

- **County of Sacramento, Contract & Purchasing Services Division:**
<http://www.saccountybids.net>; (916) 876-6360
 - Get registered as a Vendor (Vendor Information Form), look for business opportunities, view recent bid results, and find FAQs regarding County Procurement: <http://www.saccountybids.net>
 - To obtain information on major construction-related contracts: (916) 874-6544

- **Sacramento Housing & Redevelopment Agency (SHRA):** <http://www.shra.org>;
 (916) 566-1200
 - Get registered as a Vendor & look for business opportunities: <http://www.shra.org/Content/DoingBusinessWithSHRA/DoingBusTOC.htm>

- **Sacramento Municipal Utility District (SMUD):** <http://www.bids.smud.org>
 - Get registered as a Vendor: <http://www.bids.smud.org>
 - Get certified with the State: <http://www.pd.dgs.ca.gov/smbus>

- **State of California Department of General Services (DGS) Procurement Division:**
<http://www.pd.dgs.ca.gov/smbus>; (916) 375-4940.
 - Get registered as a Vendor: <http://www.bidsync.com>
 - Get certified: <http://www.pd.dgs.ca.gov/smbus/getcertified.htm>
 - Look for business opportunities: <http://www.eprocure.dgs.ca.gov/default.htm>

- **United States Federal Government**
 - Get registered & self-certify as a small business: Central Contractor Registration (CCR), <http://www.ccr.gov>
 - Start a new SBA profile when your CCR registration becomes active: <http://www.ccr.gov>
 - Get certified: Online Representation & Certification (ORCA), <https://orca.bpn.gov>
 - Get on a General Services Administration (GSA) Schedule (products & services): <http://www.gsa.gov>
 - Look for business opportunities:
 - Federal Business Opportunities: <https://www.fbo.gov> (solicitations over \$25K)
 - <http://ideasec.nbc.gov> (Dept. of the Interior)
 - Visit Federal Government agency websites for contracting opportunities
 - Contact the agencies' Office of Small Disadvantaged Business Utilization (OSDBU): <http://www.osdbu.gov/offices.html>
 - Contact prime contractors for subcontracting opportunities: http://www.acq.osd.mil/osbp/doing_business/Subcontracting_Directory_0908.pdf