

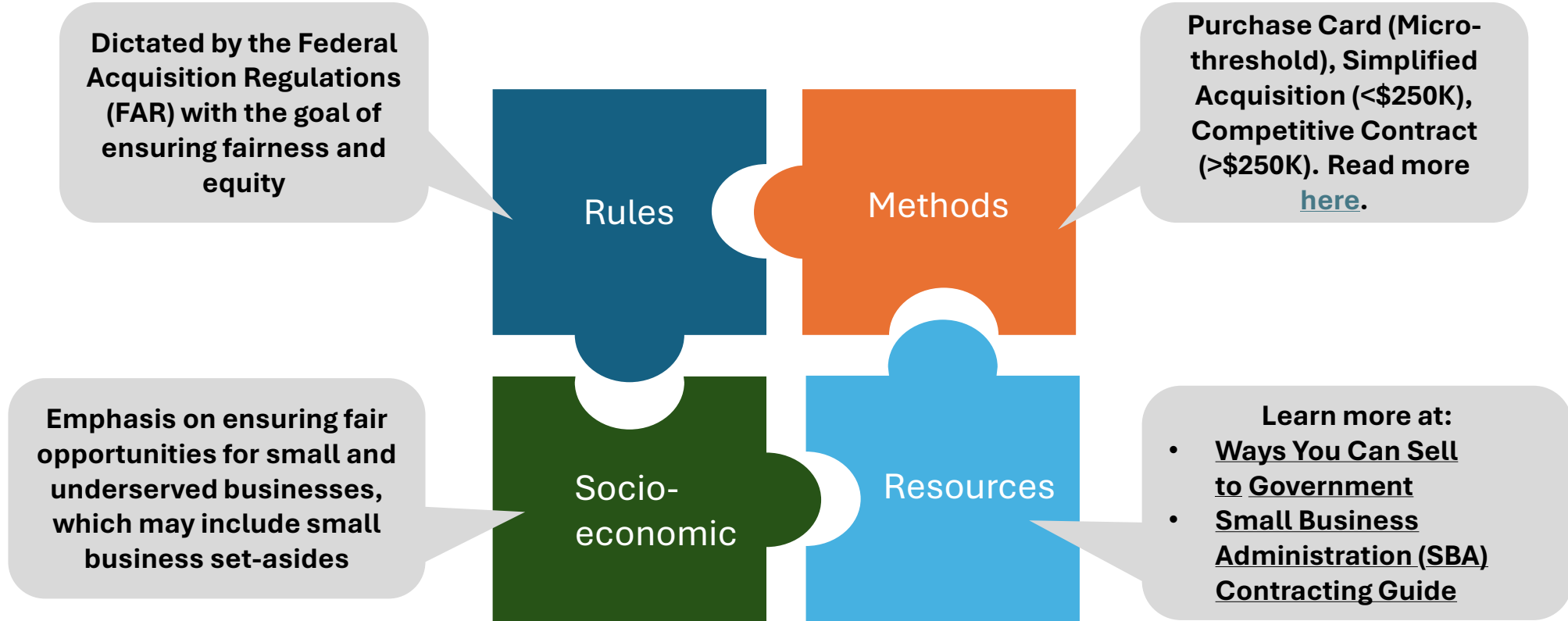


# **Contracting with USDA Quick Reference Guide**

*August 2024*



# Understanding Federal Contracting





# Understanding Federal Subcontracting

**The Federal Government helps small businesses get an opportunity to subcontract on federal prime contracts with large businesses.**

## Small Business Benefits

- Good entry point into Federal contracting (less barriers to entry)
- Enables participation on larger contracts as part of a bigger team
- Helps build capabilities and past performance
- Requires less administrative work and Federal contracting know-how

## Large Business Benefits

- Helps meet subcontracting/socioeconomic compliance requirements
- Brings additional capabilities/experience to augment own capabilities/experience
- Provides added capacity for staffing contracts

## Small Business Resources

- [SBA's Prime and Subcontracting Information](#)– provides relevant regulations, training events, quick tips, and tools for prime contractors and subcontractors.
- [Commercial Market Representatives \(CMR\)](#)– help small businesses receive the maximum opportunity to participate as Federal subcontractors.
- [SBA APEX Accelerators](#)– provide small businesses with Government contracting assistance, awareness, and answers.

*Small businesses frequently subcontract with one another to create valuable relationships – for more information on those programs and standards, speak to an SBA representative.*

## Large Business Resources

- [SBA's Prime and Subcontracting Information](#)– provides relevant regulations, training events, quick tips, and tools for prime contractors and subcontractors.
- [SubNet](#) – allows large businesses to post small business contract opportunities.
- [Dynamic Small Business Search \(DSBS\)](#)- helps large businesses locate small business partners by socioeconomic representations.
- [FPDS-NG](#) – assists large businesses with identifying small business partners who have been awarded contracts in a specific NAICS.
- [SAM.gov](#)– assists large businesses with locating small businesses in various socioeconomic categories.



# USDA's Mission and What We Buy

*USDA provides effective, innovative, science-based public policy leadership with a commitment to delivering equitable and climate-smart opportunities and helping America thrive through:*

**Agricultural Production**

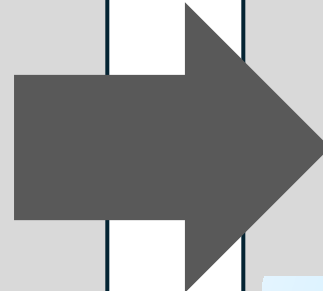
**Food and Nutrition**

**Natural Resource Protection and Management**

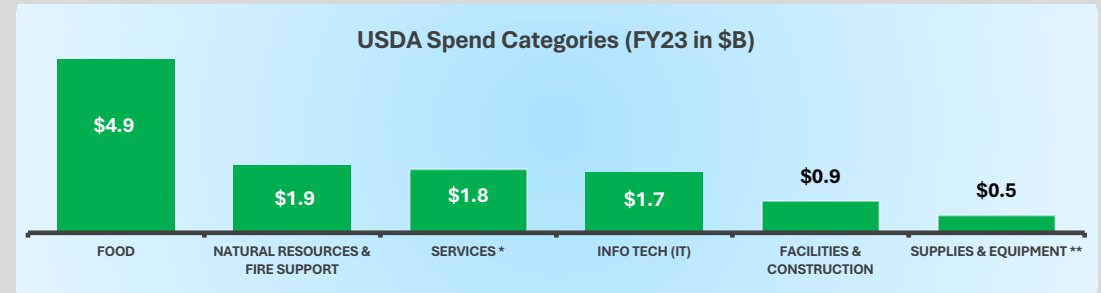
**Rural Development**

**About USDA**

**Mission Areas at USDA**



*Fulfilling our mission means we buy a wide range of products and services, from fire retardant and construction to IT, scientific equipment, and professional services – we procure more than just agricultural commodities!*



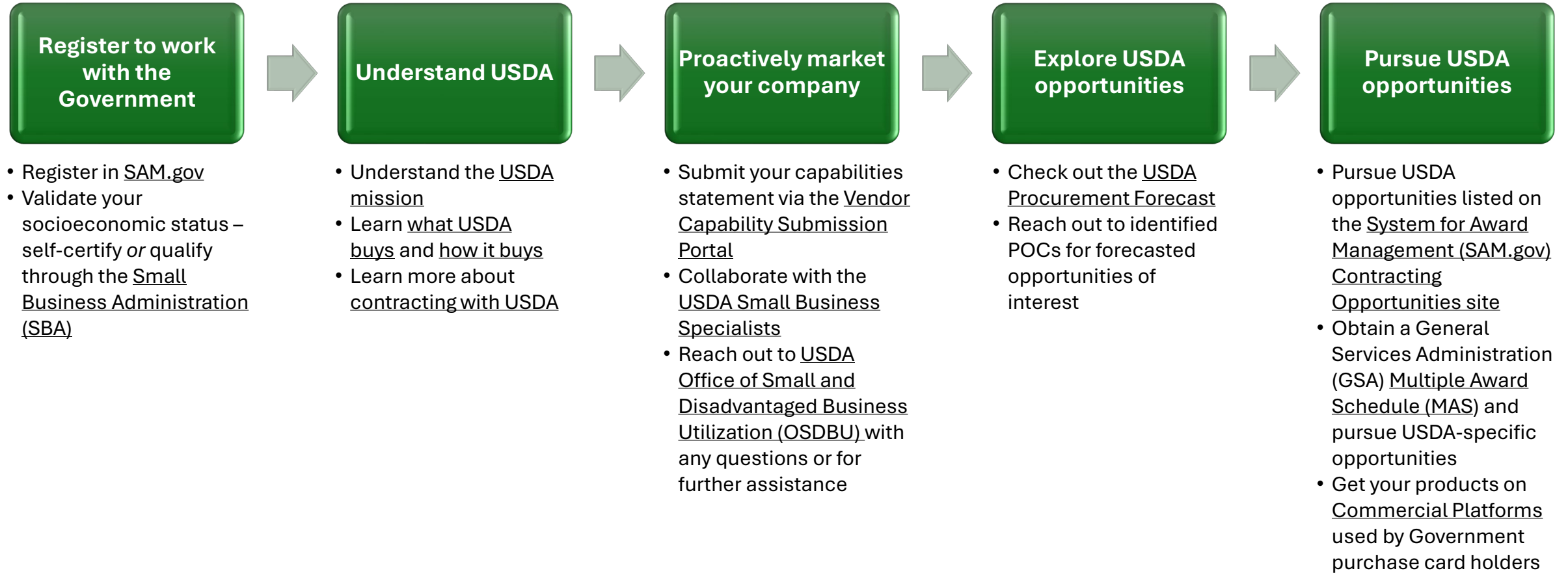
\*E.g., Professional, Transportation & Logistics, Administrative, R&D, etc.

\*\* E.g., Lab, Maps, Communications, Fire Fighting, Office, etc.

**What Does USDA Typically Buy**



# How to Get Started With USDA





# USDA Contacts – For Further Info

***Contracting Contacts***  
**USDA Office of Contracting and Procurement (OCP)**  
**Detailed Information about Contracting with USDA**



***Opportunity Assistance Contacts***  
**USDA Procurement Forecast POCs**  
**SBA APEX Accelerators**

***Small Business Contacts***  
**Small Business Specialists**  
**Office of Small and Disadvantaged Business Utilization (OSDBU)**