



## **Procurement – Doing Business with the Government**

Doing business with the local, state, or federal government can be complicated.

The Small Business Development Center (SBDC) has consultants to help businesses compete for government contracts. Procurement counselors are available to help assess whether your business is ready to fill government contracts and guide you through the process, if your business is eligible. Government contracting consultants are located at the main office at 6296 Rivers Avenue, Suite 300, North Charleston, SC 29406. Personalized assistance in learning how to do business with Federal, State or Local government is provided. Appointments are required. To schedule an appointment, please call the SBDC office at 843.740.6160.

Prior to entering into a government contracts, a small business owner should consider whether or not the company has (1) the capacity to fill the contract, (2) the resources required to acquire the inventory, and (3) the personnel to execute the project. Typically, a small business must have been in business – successfully – for a minimum of two years before it is qualified to do business with the government. If you are a new business, your best approach is to subcontract with prime contractors.

Typically, government contracting assistance includes development of a marketing plan and access to a computer matching service, which offers a complete description of US Government procurement invitations for federal agencies. Matches between South Carolina businesses and federal government solicitations are made on the basis of client profiles developed for each SBDC client.